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NORTH WEST BOARDS OF TRADE CONVENTION

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JULY 7, 1905. NO 27.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

All Other Sodas

are gauged by

CHRISTIE'S SODAS

Take none but CHRISTIE'S.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Come! you cannot get better goods than :: ::

PEACOCK BRAND

UNFERMENTED WINES

GRAPE and CHERRY are our special lines. No alcohol or adulterants used. Everything pure. Have you ordered a supply?

The BATES MFG. CO., Limited
9-11 Francis St., TORONTO.

The

Hottest Months

ARE COMING WHEN

Lime Juice
Lime Juice Cordial
Lemon Squash
Root Beer, etc.

will prove most refreshing. We have a full stock on hand, reputed quarts and pint sizes, round and square bottles. The name

"Kkovah"

speaks for the quality.

SUTCLIFFE & BINGHAM, LIMITED
17 St. John Street, MONTREAL

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

BORDEAUX RELISH

is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.
58 Colborne Street, TORONTO

When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON.

The Balogna Lime Works Co.
and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

JNO. A. MOIR
Wholesale Commission, Teas and General Groceries. Established 30 years.
6 St. Sacrament St., - MONTREAL
Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. **Bond 28.**

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.
Manufacturers' Agents and Importers.
29 Melinda St., TORONTO

W. H. Millman & Sons
Grocery Brokers
27 Front St.,
TORONTO.

VANCOUVER, B.C.

J. McA. CAMERON
Manufacturers and Commission Agent
More lines desired.
Travellers on the road.
VANCOUVER, B.C. **P.O. Box 912**
Phone A1955

The Vancouver Warehouses, Limited
STORAGE
BONDED AND FREE. FORWARDING AGENTS.
Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of Btitish Columbia.
Consign your cars to us.
Correspondence invited.
24 CORDOVA STREET E., VANCOUVER, B.C.

VICTORIA, B.C.

Radiger & Janion
VICTORIA AND VANCOUVER
MANUFACTURERS' AGENTS and COMMISSION BROKERS
Correspondenc Solicited. Reference — Bank of British North America, Victoria.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

GEORGE ADAM & CO.
Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***
Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

HALIFAX, N.S.

E. St. G. Tucker,
West India and General Commision Merchant
HALIFAX, N.S. CANADA.

SALT

Haying Season at Hand

Do you require any Salt for it?
Full Stocks, Prompt Shipment—All Lines.

VERRET, STEWART & CO.
MONTREAL

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

There's satisfaction in the

Summer Drinks

that bear the label of this house.

—Lytle's Lime Juice
—Lytle's Raspberry Vinegar
—Lytle's Fruit Juices

Any grocer who aims at holding the best class of customers keeps these goods.

MADE IN CANADA by

The T. A. LYTLE CO., Limited
124-128 Richmond St. W. - TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

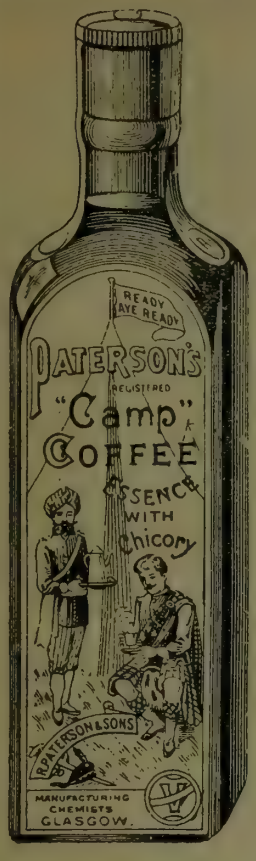
USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. N. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** James Turner & Co. **Winnipeg.** The Kenneth Mackenzie Co **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

Facts for Tea Buyers

1. **Japan Teas** are the purest and cleanest teas produced.
2. **Japan Teas** have a distinct character and flavor that is not imitable.
3. **Japan Teas** are always the same and hold an unblemished reputation.
4. **Japan Teas** require no bolstering up with other teas—
5. **Japan Teas** are not injurious to the most delicate constitution.
6. **Japan Teas** always please the consumer.
7. **Japan Teas** pay you well.



PATERSON'S CAMP COFFEE ESSENCE

Sells easily at a good profit—and that's about all any grocer wants.

ROSE & LAFLAMME,
Agents, Montreal.

Flett's

Pickle Economy

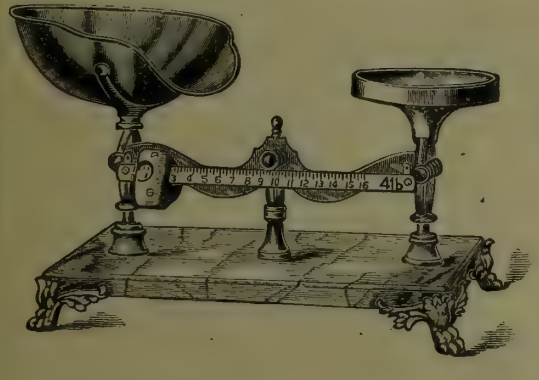
In the ladder of economy every round counts.

Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue ***440 and 442 Yonge St., TORONTO***

"The Sun Never Sets"

on **Ceylon Teas**. They are known and liked the world over. There are other very good teas, but

CEYLON TEAS

are good—positively good—teas. Big statement. Facts back it up. Did you ever hear of Japan or China teas ousting **Ceylon Teas** from public favor? No. Suppose the question is reversed. What a chorus of "yeas!" The "good" reason. Moral: stick to

CEYLON TEAS

THE STANDARD COMPUTING CHEESE CUTTER

THE ONLY ABSOLUTELY ACCURATE AND COMPLETE COMPUTING CHEESE CUTTER MADE, GIVING MONEY VALUES AND WEIGHTS AT THE SAME TIME.

THE WALKER PIVOTED BIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

"TANGLEFOOT" Sticky Fly Paper

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary

Ask for **"Tanglefoot"**

Profit? Over 120 per cent. to you.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Do You Know?

that with every 100-bar case of

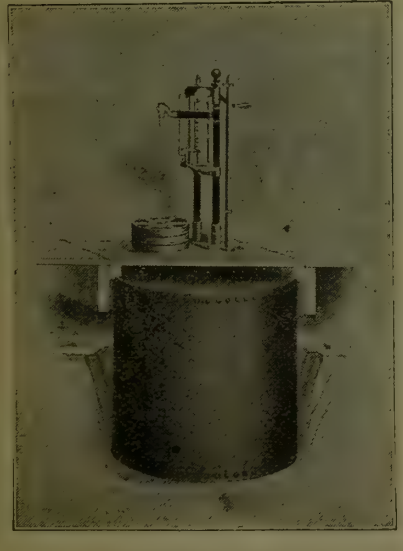
CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space.

Don't the floor around your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser SELF-MEASURING Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for Catalog "B."

S. F. Bowser & Company

530 Front Street West, - - Toronto

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a ree sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. — HAMILTON, ONT. — LONDON, ONT. — MONTREAL, QUE.
OTTAWA, ONT. — QUEBEC, QUE. — ST. JOHN, N.B. — TORONTO, ONT.
VANCOUVER, B.C. — WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION" BROOM (PATENT)

1.—It costs no more than the ordinary broom.

2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.

3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING $2.30, 4 STRING $2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.
Wholesale Grocers, - London, Ont.

This line on your shelves

signifies to your customers that you are handling——

"COW BRAND" BAKING SODA

The value of Soda depends entirely upon the amount of carbonic acid gas it contains, as that constitutes its sole raising property. **"Cow Brand" Baking Soda** contains uniformly **52%** of carbonic acid gas, or over **99%** of pure soda.

Every pound sent out by us is tested, and *nothing under this standard is ever sent out.*

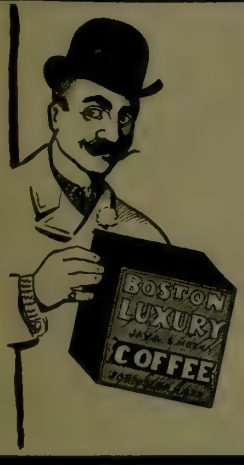
CHURCH & DWIGHT, LIMITED
Manufacturers, - MONTREAL

"JAMES DOME" BLACK LEAD

GUARANTEES A POLISH THAT OUTSHINES ALL RIVALS

Sold by all Jobbers

W. G. A. LAMBE & CO., Canadian Agents.



Boston Luxury Coffee

WE ARE WORKING UP A GREAT TRADE FOR THIS LINE.

In 12-lb. and 25-lb. Air-Tight Tins.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

The Tea of Quality.

"Social English Breakfast"

A first class family tea, grown in the finest gardens in India. Pure and wholesome. Always good. It gives satisfaction, Grows in favor the more used. Is recommended to their friends by ladies who use it, therefore it is the Grocer's friend who sells it. We want you to send us your order to-day. Every package contains coupons. Your customers will not only get the best value in Tea in Canada, but get **Handsome Premiums** for their coupons.

A Special Offer for the next 30 days. If you mail us an order for 100 pounds, either Black, Mixed or Assorted, with first order we will send you a handsome premium free, also cards and advertising matter. Freight will also be paid to any part of Ontario.

SOCIAL TEA CO., HAMILTON, ONT.

Look out for the imitation

"COPPER KING" WASHBOARDS

We are the original originators of the Copper Electro-plated "Copper King" Washboards; the Board that has stirred up washboard manufacturers from their trance; the Board that has proved the greatest success in twenty years of washboard history. Instead of our competitors getting up something new, and using their own brain, they are copying our ideas and our "Copper King." The imitation, while a decidedly cheeky and low down piece of business on the part of our competitors, who should be above that kind of thing, is convincing evidence that "Copper King" has successfully supplied the popular demand.

"Copper King" is better than the imitation and will continue to be in the van, as it always has. On five doz. lots we will print your name and address free of charge.

W. H. GILLARD & CO., - HAMILTON, CANADA

Wholesalers in Sugars, Teas, Coffees, Canned Goods and Imported Groceries.

Salient Points

Purity stands first.
Strength is an important factor.
Aroma, fascinating, delightful.
Blending to the finest taste.

Popularity does not signify the possession of worth or virtue in all cases, but, when tested by the trials of years, the candidate has "nine points of the law" in his favor. And such a candidate you have in

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

SELL MORE

To sell more of everything, it is necessary to gain the confidence of your customers, by stocking only such things that they ask for and such things that are reliable and good.

MATHIEU'S NERVINE POWDERS

are undoubtedly the surest, safest and quickest cure for Headaches, Neuralgia and all Nerve Pains. This fact is known to the public. You will gain your customers confidence by keeping such a remedy. It pays you indirectly in reputation, but it also pays you well directly, as the profit is good and accumulates quickly. Moreover, there is never any fear of having any loss through stock being left on your hands.

Quite a number of people take

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

throughout the summer. They know its effectiveness in all throat and chest complaints, its building up properties. It would be a good thing to keep up your stock of this remedy.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

CANNED FRUITS

Full Assortment

Popular Brands

We are quoting low prices on all lines. Does your stock require sorting up? See our travellers or write us for quotations.

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

DIFFICULTIES OF MERCHANDISING

THERE are as many different grades of merchandising as there are different brands of whiskies, and observation has shown conclusively that the quality varies proportionately in both. In fact, if the number of failures be taken as a criterion, it would seem that a very large proportion of the merchants are sadly deficient in their ability to properly and successfully carry on a business enterprise.

Advice and suggestions to prospective merchants, and even to those already engaged in business, are seldom if ever followed. Experience is apparently the only teacher whose instructions are heeded, or at least it is only after one has made the trial which has demonstrated his inefficiency that he realizes the value of suggestions and advice.

The success of some business houses—viewed by employes who more frequently are unfamiliar with the inside workings and therefore ignorant as to whether the large volume of business bears a profit sufficient to cover the ever-increasing expense account in connection with the elements of loss and depreciation which forms a very decided addition to the expense account—has a tendency to cause employes to aspire to merchandising themselves, and in consequence they cut loose from their employers and with little if any experience, inadequate capital and credit, open up in busines and endeavor to compete with their former employers.

Competition Becoming Fiercer.

The old saying, "All is not gold that glitters," exactly covers the situation of merchandising as it should be viewed by the prospective merchant. Because some houses have established a reputation for a large and profitable business does not mean that all can be so successful. Then again it should not be accepted as a fact that all houses who may possibly be doing a large volume of business are realizing profitable returns. There was a time when any merchant could make money, but changed conditions have brought about circumstances which make it very difficult indeed for a merchant to receive satisfactory compensation for the large amount of money invested and for the time and care devoted to the business. Statistics show that business enterprises are constantly increasing, consequently competition is becoming fiercer—at least becoming more general every day. There was a time before railway facilities had been provided and before telegraphy in all its multiplied usefulness had been introduced that the local merchants absolutely controlled the local situation. At that time there were few if any trade papers, which now keep all classes fully posted as to prices and conditions; the local press made no effort at all to keep the trade familiar with such conditions, and in consequence the merchant could ask and obtain almost any price he asked. The customary profit in those times was the Dutchman's 1 per cent. In other words, an article costing $1 would be sold for $2. The expense of doing business many years ago was very small. The public did not awaken to a necessity for modern improvements and such other conveniences that necessitate at the present time such large outlays before a merchant is wholly equipped for business. Living expenses of employes was very much less than at the present time, and in consequence the labor situation did not assume such proportions as it does now.

Increasing Expense Accounts.

The effort which is being made by the up-to-date merchants at the present time to meet the changed conditions which modern invention and improvements have brought about calls for a constantly increasing expense account, and when one considers the declining profits which must in some way meet increased expenses, the merchant is asking himself the question, "Where am I at?" The question may arose in the minds of those who are anxious to enter into business, "Why do not the old merchants sell out if they are not obtaining commensurate returns from the time devoted to their business and the capital invested?" Many of them are endeavoring to get out of harness, but the difficulty lies in finding purchasers who will pay them for the amount invested. It is impossible for a merchant to keep his stocks clean and up-to-date without tying up money in unsalable stock. Goods will accumulate and become unsalable, especially at the present time. Styles are constantly changing, and frequently goods will remain on the shelf because of the fact that custom has changed and popular opinion demands some other article or some other style In consequence of this the merchant has on hand an ever-increasing stock of unsalable goods, and it is difficult to find a purchaser who will pay for such goods at anything like their cost.

Training of Employes.

One very serious drawback to the merchandise business is the necesisty of training employes to satisfactorily perform the duties assigned them. Young men who have been trained in the business have an attack of going into business for themselves, and when they leave their employers are compelled to obtain new material and train them for the work for which they are employed. It is quite natural for such training to result in unsatisfactory service, and frequently in actual loss to employers. Experience has shown that a very large part of the employes who enter into business for themselves frequently fail and often go back to their old employers wiser but poorer for the venture. If the loss of the business venture was confined to the parties themselves the damage would not be so great, but while in business they have endeavored to compete with their old employers and with other merchants, frequently at ruinous low prices and at terms both unsatisfactory and unprofitable. The established merchants must of necessity meet the competition of new houses, and when such new concerns are operated by inexperienced and inefficient management the result to all interested can be very well considered.

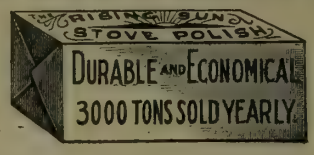
The Elements of Success.

As has been stated above, there was a time when anyone could make money in merchandising, but changed conditions now bring the merchandise business down to a practically scientific undertaking. The merchant who can conduct his business at the least possible expense consistent with a satisfactory and presentable display, one who has the intruition of selecting the proper employes to assist him in operating his business and who can educate them to the proper character of salesmanship, the one who can command sufficient capital and all the credit necessary to carry a sufficient stock and to take advantage of market conditions in buying goods ahead or in contracting for the same, and who has the tact and the nerve to secure from the manufacturers their best possible terms and prices—is the one who will succeed. The up-to-date merchant should be a student of human nature, should know how to approach the people personally and in an advertising way through newspapers and other advertising mediums, must command the respect of his customers and at the same time have the respect of his employes. It is as necessary for a merchant to carefully select his employes as it is for a general to have able officers under him. A large mercantile business at the present time and epoch has a lifelong campaign to follow up. It is the survival of the fittest in business as in other professions. Many young merchants seem to consider a supply of cash and fair credit is all the equipment they need in entering business. While both these requirements are very valuable in their place, at the same time there are other attributes for the business man which are of even greater importance.

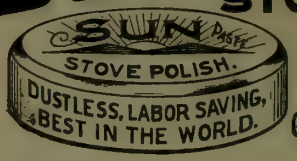
Prospective Merchants' Qualifications

The history of many great men, especially in the commercial world, pre-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

sents each one's qualifications, and it would be well for prospective merchants to carefully review the experience of these men and profit from their advice and suggestions. It is quite true that it is human nature to aspire to business ventures. Many young men are anxious to become their own boss, and they imagine that this can only be done by their going into business for themselves, and in reality bossing the entire business. Observation will show conclusively that it is not necessary for a young man to enter business to command the respect of his superiors, equals and inferiors. The man who properly and satisfactorily handles a department of any of the great merchants commands not only the highest respect of his employers, but also those working under him. There is always advancement with these lieutenants, and if they are successful in their work their future is assured. A great trouble with the average employe is that he is afraid he will work too hard, that he will put in too many hours, or that he will injure his brain in the interest of his employers. Such labor—for such it is—can never succeed in any undertaking. They over-estimate their ability and are constantly seeking the unattainable.

In conclusion, it would be well for all prospective merchants to very thoroughly consider the proposition before going into business. While it is practically impossible to convince such parties that the experience of others would assist them in reaching proper conclusions, yet some good may result by giving such suggestions and advice. There are some facts that can be truthfully substantiated by all successful merchants, that is, that the merchandise business is not a bed of roses, and many of these same merchants will urge young men to refrain from going in business for themselves, but instead to seek responsible positions with established merchants and thus demonstrate their usefulness.

Capital can always be placed to good advantage, and the young man who has a surplus had best invest the same with his employer or in some other enterprise where the security is good and prospects bright for good returns.

CANADIAN-MEXICAN STEAMSHIP LINE.

THE subsidized steamship line between Canada and Mexico is at last an established fact. The Elder-Dempster Steamship Co. have entered into a contract with the Canadian and Mexican Governments and will place two first-class steamers of 4,000 tons dead weight capacity and large passenger accommodation on the service. At first the boats will take the trip once a month, plying between Mexican ports and Montreal in Summer and Halifax in Winter. By the terms of the contract with the Mexican Government, the vessels may carry passengers and cargo from Canada to Cuba, cargoes and passengers both ways between Mexico and Canada, but on the north-bound trips no freight may be taken from Cuba to Canada, as the Mexican Government objects to subsidizing a line used to build up a trade between Cuba and Canada. Provision is made for calling at Charlottetown, Havana, Progresso, Vera Cruz, Tampico and other ports.

VISITOR FROM FRANCE.

Mr. Joseph P. Sgueglia, managing director of the English and Italian departments of the firm of Suout & Cie, Nice, and also representing A. C. Meukow & Co., of Cognac, France, was a caller upon the Montreal grocery importing trade during the week, in company with Mr. J. Russell Murray, local representative of above firms.

In conversation with The Grocer representative, Mr. Sgueglia stated that his firms are the largest producers of olive oil, and practically control the trade of this article in a number of European countries, and especially in Germany, where their products are generally accepted as standards. A large business is also done with the United States and England, and he hoped that Canadians would in equal measure realize the importance of dealing with his firms. Mr. Sgueglia is an Italian, but speaking English fluently, having received a thorough education in that tongue. Some interesting information was supplied The Grocer bearing on the olive oil industry, which will later be published. Mr. Sgueglia is completing his four on this continent, and sails from New York on the 11th inst. by the Kaiser Wilhelm der Grosse.

GERMAN DEPARTMENTAL STORES

According to U.S. consular despatch Germany is contemplating the establishment of large departmental stores in the United States and other countries, the object being the exploitation of German goods.

The cry now raised by export and trade papers in Germany and Austria is, "Start department stores abroad." One of these journals says that the Belgian export houses have established department stores in foreign countries, and that the United States Export Organization is acting upon the propaganda started by United States consuls for the establishment of American department stores abroad. Dr. Salomonsohn, a partner of the Disconto Bank of Berlin, who made a tour of investigation through the United States, says in his book, giving his impressions of the journey, that "the most efficient means of defence against the 'American danger' is the adoption (by the Germans) of American methods, and, above all, the combination of German business firms."

SILVER BUSINESS JUBILEE.

On the 23rd of June last Mr. John H. Magor, of Frank Magor & Co., Montreal, completed his twenty-fifth year as selling agent for Keen's mustard, Cadbury's cocoas, Lazenby's products, etc. On the very first day of landing in Montreal to join the late Mr. Frank Magor in developing the Canadian business of their English firms, Mr. Magor took to canvassing and secured his first order for Keen's mustard. Since that time Mr. Magor has had the privilege of covering the entire Dominion in the interests of the English houses represented by them and secured hundreds of orders from the trade, and to-day the name of Frank Magor & Co. is known throughout Canada in the grocery jobbing trade as one of the most enterprising commission houses in the trade. The Grocer wishes Mr. Magor another twenty-five years of prosperity and success.

A Few More

Beefsteak and Onions, Scollops, Crabs,
Boston Codfish Balls, Norwegian Fish Balls,
Rennet Tablets, Rennet Wine,
Lipton's Jelly Tablets

Quick Delivery Guaranteed

LUCAS, STEELE & BRISTOL, HAMILTON

PIE FILLER

A good addition to the fine grocer's stock.

A new novelty that will be appreciated by good housekeepers.

Our travellers have samples and prices.

Give them a trial order and you will soon repeat it.

JAMES TURNER & CO., - HAMILTON, ONT.

If you want the best, book your future Canned Goods for

Tartan BRAND

Canned Vegetables and Fruits

All Guaranteed by

BALFOUR & CO., - Hamilton, Ont.

QUICK SHIPPERS LONG DISTANCE PHONE 596.

QUEEN CITY VINEGAR

Have you placed your order for Vinegar? If not, let us have it immediately. We are filling all orders with the **Best Vinegar Manufactured.** Ask for **Queen City** take no other.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS — TORONTO and PETERBORO

GOOD!
MACLAREN'S IMPERIAL CHEESE
CANADA
to the very last bit.
From the opening of the jar to the last morsel you scrape from the bottom,
MacLaren's Imperial Cheese
retains all the delicacy of flavor and rich creamy taste that makes it the perfect table cheese. The opal jar in which Imperial Cheese is put up keeps the cheese always as pure and sweet as it was when you broke the seal—never becomes hard or dry. And the fresh, clean, inviting look of the jar itself gives it an appetizing appearance on the table.
Imperial Cheese is ideal food, for it combines the highest percentage of nutrition with a taste so delightful that one wishes there were more such dainties.
From 10c the jar up at all grocers
A. F. MacLaren Imperial Cheese Co., L'td
Detroit, Mich., and Toronto, Canada

For Sale by all Grocers.

Business Changes

Ontario.

THE estate of A. J. Stewart, Limited, Toronto, manufacturers of confectionery, has been sold to A. J. Stewart.

P. Brankin, produce merchant, Ottawa, is dead.

O. J. Wood, baker, Vanleek Hill, has advertised business for sale.

J. Ronan, grocer and liquor dealer, Hamilton, has sold out to T. Burns.

P. McCrimmon, general merchant, South Bay, was burned out. Insured.

Ontario Agricultural Seed Co., Guelph, have advertised their business for sale.

J. Laferriere, general merchant, Glen Robertson, is offering 60c. on the dollar cash.

Walter Bros., general merchants, Listowel, have suffered loss by fire. Insured.

M. Rooney & Co., general merchants, Shelburne, have sold out to R. H. Benson & Co.

M. Rothschild & Son, general merchants, New Liskeard, are offering to compromise.

Quebec.

M. Dugay has started a liquor business at Hull.

Assal & Essa have been registered as bakers. Montreal.

W. Pharand has started business as a tobacconist, Hull.

Vezeau & Frere have been registered as bakers, Montreal.

H. Noin, tobacconist, Montreal, has succeeded C. Brouillette.

Karl Genser & Co. have been registered as bakers, Montreal.

Langevin & Brossard have been registered as bakers, Montreal.

Brais & Masse, millers, Roxton Falls, have dissolved partnership.

Masse & Grimard have been registered as poultry dealers, Montreal.

A. Saurette, general merchant, St. Jean Baptiste, has compromised.

L. Deslandes, general merchant, Granby, has assigned to A. Lamarche.

N. Lamothe, baker, Quebec, advertised his business for sale by July 5th.

Y. Ouellette, general merchant, Fort Coulonge, has gone out of business.

The assets of J. W. Gagnon & Co., grocers, Louiseville, have been sold.

The premises of W. Reid, baker, Montreal, were damaged by fire. Insured.

The assets of J. Vaux, grocer and liquor dealer, Montreal, have been sold.

Taubert & Ornstein have been registered as general merchants, Plessisville.

Deguire & Gelinas have been registered as grocers and liquor dealers, Montreal.

Dawson, Brown & Co., have been registered as produce merchants, Montreal.

P. Legard & Co., grocers and liquor dealers, Montreal, have dissolved partnership.

The assets of L. H. Chouinard & Co., general merchants, Matane, were sold July 6th.

Singer & Cohen, bakers, Montreal, have been dissolved, and Singer & Co. have been registered.

D. A. Decosse & Co., grocers and liquor dealers, Hull, have sold out the liquor business and added crockery.

G. Berger[illegible] Quebec, has assigned. V. E. Paradis is provisional guardian. A meeting of creditors will be held July 11th to appoint curator.

Nova Scotia.

G. A. Shand, lobster packer, West Pubnico, has assigned.

J. W. Gustafson, general merchant, Kennetcook Corner, has advertised business for sale.

New Brunswick.

C. S. Hachey, general merchant, Caraquet, is offering to compromise at 25 per cent.

Manitoba and N.W.T.

A. Cameron, general merchant, Rocanville, is giving up business.

W. E. Willis, of Willis Bros., general merchants, Springside, is dead.

A. Atkinson, of A. Atkinson & Co., grain dealers, Winnipeg, is dead.

T. P. Jackson, general merchant, Elgin, has assigned to J. V. Johnson.

F. E. Allison, general merchant, Valley City, has sold out to J. W. Hare.

The creditors of J. E. George & Co., grain dealers, Winnipeg, are requested to file claims before July 15.

British Columbia.

L. Bethwick, confectioner, Vancouver, has been succeeded by Mrs. Defoe.

Alex. Gordon, general merchant, 22-Mile House, has been succeeded by D. P. Marpole.

J. McPhee & Son, general merchant, etc., Courtenay, have suffered loss by fire to the extent of $5,000.

VINEGAR

Proof : Extra Pickling : White Wine and Cider : Full Strength : Perfect Color and Flavor.

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

PICKED UP ON THE ROAD.

Personal Impressions of The Grocer's Traveling Representative in the Maritime Provinces

TO one who has never before in his travels seen the Metapedia Valley and River from the windows of the Intercolonial Railway's fine train, the Ocean Limited, it is a revelation. This fast train follows the course of the river for many miles, and those who get up early enough are amply rewarded for their trouble, as you will go a long way before you find anything more pleasing to the eye, if you are a lover of nature.

Arriving at Campbellton, N.B., one is struck with the nice location of the town. It is situated on Parker Lake, with mountains in the background thickly covered with green foliage, making it a very picturesque spot.

The principal industry of this district is lumber, and some of the merchants in Campbellton, Newcastle and Chatham reported business a little quieter than usual, owing to the depression in the lumber business. The logs are held up in the streams, which makes it quiet at the mills, and, of course, this means a small cut. However, the merchants of these towns are very optimistic, and expect everything to be in running order shortly, and look forward to a good Fall trade in all lines.

A New Brunswick Grocery.

A very neat and attractive store is that of Miller Bros., Newcastle, N.B. They have a very complete and nicely arranged stock of groceries and provisions, and keep nothing but first-class goods in stock. They are located in the centre of the business district of the town. On branching out into the grocery business about a year ago they put in the most modern store fittings, and success has crowned their efforts from the start, owing chiefly to the fact that they pay strict attention to business, and keep nothing but the best at reasonable prices.

Among the Travelers.

Mr. A. H. McIntosh and Mr. F. J. Cheesworth are making a three months' tour of the Maritime Provinces, advertising and sampling every town and village for Church & Dwight, Limited, manufacturers of "Cow Brand Soda." The Grocer's representative had a chat with Mr. Cheesworth, who reports a big increase of sales in the east as a result of their efforts. After they have finished a town all you can see is "Cow Brand Soda" caps on the boys. They evidently believe in extensive advertising. Mr. Cheesworth mentioned in his conversation that he saw The Grocer everywhere he went. This speaks well for our circulation.

The Grocer's man met Mr. Percy Strong, traveler for Tucketts' tobaccos, in Campbellton. He was wearing "the smile that won't come off," and you can pretty nearly guess the reason. He had just booked a nice order for the famous Marguerite cigars. Mr. Strong reports big increase in business in the Eastern Provinces.

THE IRISH MARKET.

In a letter to the United States Department of Trade and Commerce, Alfred K. Moe, consul at Dublin, says: "The superior packing of American apples, and their low price, as compared with a similar quality of fruit grown in Ireland, together with a favorable demand for such apples here, should lead our American exporters to renewed energies in the matter of securing a market in Ireland. Heretofore this has been accomplished through Covent Garden in London, but there is an excellent opportunity for the establishment of a central distributing station in Dublin, thus avoiding delays of transportation, resales, and middlemen's profits. It is unnecessary to point out that if this market is not secured now the active and intelligent methods of the Irish department of agriculture will very soon make it impossible to compete successfully with the Irish product. Pears should also find a ready market in Ireland, as the fruit is in demand, but can not be successfully cultivated here."

RECENT INCORPORATIONS.

The W. H. Whalen Co., Limited, of Fort William, have been incorporated with a share capital of $100,000, for the purpose of carrying on a retail and wholesale mercantile business. The provisional directors are: W. H. Whalen, E. C. Currie, and M. A. Whalen, all of Fort William.

Vancouver-Fiji Sugar Co., Limited, of Vancouver, have been incorporated with a share capital of $1,000,000, for the purpose of dealing in sugar. The directors are: J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill, and W. F. Ralph, all of Toronto.

UPTON'S

Orange Marmalade

Sold everywhere by Grocers that know their business

Frenzied Business

It is about three years since the Six Nations up under the Hamilton Mountain formed themselves into one band. Ever since that time there has been rumors of war and an attack on the small band of Pale Faces opposed to them. At the very start of the organization it is said the young braves in the lodge have had their war paint on and have been eager to draw the tomahawk and the scalping knife, but have been restrained up to a short time ago by the Elder Chiefs who know what an expense a war of this kind means. The common sense of the Elder Chiefs it is said would have prevailed if it had not been for the influence of their Chief Medicine Man who is a great organizer from east to west, being thrown in with the young party. It is said he has advised them that the organization was complete and the time was ripe for attack, so the result is we have the whiz of the tomahawk throughout the land and we have 60c. peas. One of the biggest Pale Faces opposed to them is the Quaker Chief at the head of his community and it is said they have given him the choice of surrender and join their nation, or a fight to the death. The Quaker has refused to do either, and the fight is on. The Six Nation Chiefs claim that not many moons will pass before the Quakers' scalp will hang on their wampum belt. Whether it will or not time will tell. The Quaker in ordinary life is a very modest and unassuming gentleman, entirely opposed to war, and likes to pursue his way peaceably through life. This is his disposition if left alone ; but if attacked it is believed there is another side to his nature. It is possible these Chiefs of the Six Nations have put their foot into it and and when they pull it out of the hole they may think it dropped into a combination ***nest*** of hornets and rattlesnakes.

THE PACKERS OF QUAKER CANNED GOODS

CANNED VEGETABLES
CANNED SALMON

Our travellers are out with a good proposition for new goods. See them or write us for particulars.

Our "ANCHOR" brand is guaranteed and your order will be filled in full if booked now. Our new label is considered one of the most attractive on the market and the quality this year will be better than ever.

The EBY, BLAIN CO. Limited
Wholesale Grocers TORONTO

THE TRADE PAPER.

That a trade paper can be of great worth to the line of business it represents goes without comment and its worth can be measured in proportion to its use. By this is not meant the total issue printed and circulated altogether, but the total number of its interested readers. This information cannot be easily obtained, but it is a well-known fact that a trade paper has vastly more readers than subscribers. There are several reasons for this. One reason is that a tradesman who thinks he cannot afford to subscribe for one of his trade papers will borrow of his neighbors. He is like a man without a watch. He wants to know the time, and to learn it he must consult the watch of another man. Another method by which extra readers are gained is through the proprietors or managers of establishments. They realize the worth of a paper akin to their business, and will often pass their trade papers around among their employees. Some of the firms go further and will subscribe for a dozen or more of these papers and distribute them among their employes. They do this because they want keen, bright, well-read men behind their line of business, and the trade reviews sharpen these virtues. The public libraries also realize their value and are among the great patronizers of the trade press issues, and supply their shelves liberally with them. There they are read and reread by a large number of trade people. Many expert tradesmen who have risen from the ranks will admit that they owe their success, in a large measure, to the keen interest with which for years they have followed the progress and policy outlined by the leading papers of the trade of which they were a part.—Trade Press List.

DEMAND FOR BEEF IN JAPAN.

Alex. MacLean, Canadian commercial agent in Japan, writing to the Department of Trade and Commerce, says there is a great demand for beef at the present time in Japan. The war has caused a great scarcity and prices have advanced from $9 to $13 per 133 lbs. The Japanese are endeavoring to procure beef from other countries, particularly Australia.

Not only are cattle in great demand for food purposes, but as beasts of burden, the horses having almost entirely been requisitioned for war purposes. The rice crop is about in need of cultivation and when there are no horses, cattle must be substituted. Under ordinary circumstances the number of cattle slaughtered annually in Japan for food purposes was about 500 head, but since the war about 1,000 head per day have been required.

QUICK WORK.

One of the "Salada" Tea Co.'s "Ideal" tea packers with two men working it (the tea being weighed by an electric weighing machine), packed in pound packages, during the week ending July 1, 19,200 pounds of "Salada" tea. This is equal to 213 ordinary chests of tea. The two men worked 48 hours during the week.

TRADE NOTES.

JOHN WRIGHT & SONS, Owen Sound, have commenced the erection of a warehouse in connection with their flour and feed store.

F. W. Holmes has opened a grocery store at 88½ Agricola street, Halifax.

W. C. McArthur opened his store at Bruce Mines last week in the McDonald Block.

J. L. Johnson has opened a new grocery store on Peter street, near Van Norman street, Port Arthur. He will carry groceries, provisions, fruit, cigars, tobacco, etc.

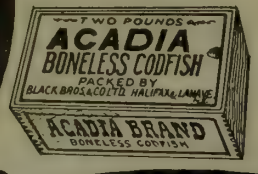
A meeting of the creditors of the Canada Biscuit Co., Toronto, has been called by Mr. Osler Wade for Friday afternoon at 3.30. Statements will be prepared and submitted to the meeting.

Kent & Timms moved this week into their new premises in the Flack Block, No. 157 Hastings street, Vancouver. The store will be conducted as a high-class bakery and confectionery.

W. H. Lillie has opened out a new grocery business on Quebec street west, Guelph, in the stand formerly occupied by Chas. T. Hicks. The store has been thoroughly renovated and repainted. Mr. Lillie has had wide experience in the grocery business. For five years he was connected with J. A. McCrea, but during the past two and a half years has managed the grocery department of the Frank Fowler Co.

"ACADIA" BRAND STRICTLY BONELESS CODFISH

IT'S UP TO YOU



Something Novel
Something New
Something Never Seen Before

Packed in 2-lb. Non-porous Wooden Boxes, 1 dozen to crate, and 1-lb. Tablets, 20-lbs. to case.

ORDER A SAMPLE CASE

Sold by Leading Wholesale Grocers and Fish Dealers.

BLACK BROS. & CO., Limited

HALIFAX AND LaHAVE, N. S.

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

SEASON OF 1905

"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, - -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

Fresh and Cured Fish

NORWEGIAN CATCH LIGHT.

THE Norwegian Spring codfishery yielded 34,600,000 individual cods, as against 39,100,000 last year, but it is thought the greater weight of this year's fish will counterbalance this shortage and make this year's output about equal to that of last year. Fishing has shifted from Lofaten to Finmarken. Prospects are still quite good, but, however the Finmarken fisheries will turn out, the final output of this season's fisheries no doubt will have to be characterized as very bad, and prices will be correspondingly high, probably higher than those of last year. because of the fact that no old stock exists.

CAN-MAKING COMPLETED.

Preparations on the Fraser River this year have ben made for a pack of between 750,000 and 800,000 cases of fish, and it is thought the latter figure will be exceeded. Practically all the canneries have finished their can-making operations. Many fishermen are already locating on the Fraser, and it is expected that several thousand fishermen will be at work by the middle of July.

FISH NOTES.

Reports from Louisburg, C.B., indicate that a strong east wind last week drove many of the lobster traps ashore, which means a serious loss to the fishermen in the locality.

The Department of Marine and Fisheries states that Mr. Cowie and his Scotch experts for herring curing are meeting with great success in the Maritime Provinces. This Fall they will go to British Columbia.

Hon. Dr. Reaume, Minister of Public Works, Toronto, was in Sault Ste. Marie last week investigating commercial fishing conditions. His purpose was to gather information which would assist in framing an Act to be introduced at the next session for the revision of the fisheries regulations of the province. He intends to visit all the principal points in Ontario where commercial fishing is carried on.

Salmon fishermen at St. John, N.B., are making small fortunes these days, it is said. It is no unusual thing for two men in a boat to make fifty or sixty dollars in a night, and this has been going on for some time, so that numbers of fishermen in the past three weeks cleared from three to four hundred dollars. Such a run of salmon has not been known for years. In the early nineties salmon were plentiful in one season, and the men caught just as many as they are doing now, but the price was not nearly as high.

Acting on a petition setting forth the grievances of the citizens of Sault Ste. Marie against Booth & Co., the alleged "fish trust," Hon. J. O. Reaume refused the company a license to fish in the Canadian waters of Lake Superior. When it was found that this would result in two hundred or more men being thrown out of employment, a counter-petition was signed asking that the company be given fishing rights west of Pancake Bay. To study the situation Hon. J. O. Reaume visited the Sault and as a result the alleged fish trust has surrendered to the people.

There is likely to be trouble over the erection of the various salmon traps down the Straits, according to the Victoria, B.C., Times. The trouble arises over the locations. The Government requires a distance of 2,000 feet between traps. This regulation would prove satisfactory if the traps at either end of the coast line conformed with a certain rule, but it so happens that in this instance, this is not the case. All the traps are on the western sides of the various sites and thus conform with the law, except the trap at the end, owned by Todd & Munsie. This being on the eastern side of the site, the owner of the adjacent site is unable to set a trap to suit requirements.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE IDEAL "Walker MADE IN CANADA Bins" STORE FIXTURE

A Walker Bin Fixture Interior.

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write to ***The Walker Pivoted Bin & Store Fixture Co.,*** for their illustrated booklet. The Company's office is No. 516 Board of Trade Building, Toronto. The booklet will interest you.

LARGEST SALE
IN THE WORLD

KING OSCAR SARDINES

The Most Delicate
Flavor
and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

If you want customers to
come to you for a good

HAM

—SELL—

FEARMAN'S

Price Right
Goods Right

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED
TORONTO

TELEPHONE M 3960

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

LONDON PRODUCE LETTER

By Our London, Eng., Correspondent.

IN spite of the fact that the price of French butter, as hinted some weeks back, is stiffening, London importers are still unwilling to buy Canadian at present quotations. Yesterday (June 22) 98s. landed, without any counter offers was refused by a leading house. As a matter of fact, business is not so brisk as was hoped, and, although a little Canadian butter, ranging from 90s. to 98s., has been sold this week, there is a general tendency to leave it alone until prices are more reasonable.

* * *

According to statistics, imports into London for week ending June 10 from Canada and the United States are as follows:

	Canada	U.S.A.
Butter	4,257 pkgs.	
Cheese	10,384 cwt.	325 cwt.
Bacon	1,101 pkgs.	210 pkgs.
Canned Meats	543 pkgs.	1,905 pkgs.
Lard	978 cwts.	3,193 cwts.
Hams	910 pkgs.	5,778 pkgs.

The egg situation is peculiar. As stated last week, Hungarian eggs, together with others from Galicia and the adjacent districts, are likely to be scarcer than usual owing to small supplies. Consumers on the continent are therefore drawing from other sources, and prices are ruling high. This accounts for the fact that Russian eggs are in good demand on the London market, and, although the quality is not so good as last season, large consignments continue to be reported. Irish eggs, also, are gradually becoming more popular on the London market. and Irish exporters are devoting special attention to the requirements of the trade here.

* * *

London is not the chief market for Canadian butter, the reason being that Manchester, Liverpool and Bristol, being more accessible, freight rates are cheaper than to London. In addition to this, the demand for white butter, such as comes from Canada, is not so great in London as elsewhere. As a matter of fact, very little white butter is sold in London except in the Jewish quarter of the Metropolis, popular taste being in favor of yellow butter, which, it might be said, is very frequently colored. In Manchester, on the other hand, the whiter the butter the better.

* * *

While amongst the butter and cheese salesmen of Smithfield and Central Markets, The Grocer correspondent was asked whether it is possible for the smaller buyers to deal direct with Canada. It should be explained that Central Markets and Smithfield consist for the most part of salesmen of good standing and extensive connections amongst the retail trade and the public. Nearly all these salesmen buy Canadian produce from the larger importers on arrival in London. While it cannot be denied that there is considerable competition amongst these large importers, which tends to keep prices within a reasonable limit, at the same time it is a fact that these comparatively small buyers are to a certain extent in the power of the larger importers, and if they could get into communication with Canadian concerns who are in a position to ship quantities suitable for their requirements, they would be glad to enter into negotiations.

Of course there are difficulties in the way. Whether these difficulties can be overcome is a problem, the solution of which rests to a great extent with Canadians themselves. Just as over here in London, the bulk of Canadian butter and cheese gets into the hands of the larger concerns, who in turn distribute to the smaller men, so in Canada there are big exporters who collect from the smaller makers and ship to the big houses over here. Could the smaller Canadian makers, instead of leaving the export business to certain big concerns, establish a connection with such firms as these salesmen of Central Markets and elsewhere? Perhaps, as a general class, they find it safer and surer to leave the export trade alone, but there are some who get into correspondence with importers over here, and, on the other hand, there are men on this side who are anxious to get into touch with Canadians who are in a position to ship regular consignments of a thousand or so cases.

The first obstacle is that each small shipper would in all probability send over a different quality stuff, so that it would be difficult for the public to know exactly what they were going to get for their money, and the second obstacle is the banking arrangements for these small accounts. The first difficulty might be overcome in the same way as the Danish people have overcome it, and by the adoption of the grading system, such as is in existence in New Zealand. Of course, it is factory butter that is required in London. The quality of Canadian cheese does not vary to such an extent as to offer serious hindrance. The question of accounts could only be settled by private arrangements between the exporter and importer. To some this would perhaps be an insurmountable obstacle, but not to all. One thing is quite clear. If the smaller men could do business with each other without having to rely upon the big concerns, a great deal of unhealthy speculation would be avoided.

SPECIAL CHEESE AND BUTTER BULLETIN.

Montreal, July 6, 1905.

THE local dealers and exporters in cheese and butter have for some years been quite accustomed to work their business at a loss at the beginning of the season, or say from the time that the first product of new milk arrives on the market until the second half of May, otherwise called the "Fodder Make," but when full grass goods come around everybody expects to get at least a small profit on the goods he handles.

This year it seems different; here we are well on with the June make, and so far it takes a very strong magnifying glass to discover any profit between the cost of the goods in the country markets and the selling prices in Great Britain. The reasons given are various, and all of them may have something to do with this strange situation. It may be a keener competition in both buying in the country and selling over the cable. Certainly there are more country buyers this year, and there is also an increased number of exporters. Then, again, the argument is used that the business is getting more and more speculative, the cold storage facilities are ever increasing on both sides of the Atlantic to prevent perishable goods from deteriorating in quality; then there is a desire by some to do a large business, and sales for future delivery are being made; this is called "selling short," and as these sales become known here and the goods must in time be bought to fill these contracts, others, perhaps with a little grudge against their neighbors, may try to prevent the filling of these contracts at a price which would show a profit to the sellers by bidding up prices in the country.

However, the result is that so far nobody is making any money for his labor, judgment, capital invested, risk in shipping goods over 3,000 miles away, etc., and the conservative dealers and exporters are commencing to ask how long is this going to last? The season is a short one, and if the merchants cannot get a profit during the season what will the end be? The farmer is

"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

Blue

There's a lot of Laundry Blue selling these hot, summer days, some good, more indifferent and most of it undesirable. Your customers have had to put up with these for years; this is no longer necessary since the introduction of the BEST Blue ever placed on the market.

BLUEOL—the "Never-streak" Blue

Pays you better profit than any other, because you get more packages to the box.

WRITE FOR OUR PREMIUM LIST

For sale by every jobber, or

J. M. DOUGLAS & CO., : Montreal

—absolute purity

is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

doing well; he gets good prices for his product. The English importer is getting his cheese and butter at a comparatively low figure, but the middleman, who pays his money to the farmer, stands all the expenses of handling the immense quantities of dairy products, and is finally compelled to sell his goods at less than cost price to the British importers. What is to become of him?

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—There is a good demand for all lines of smoked meats, and prices are consequently firm. The call for barrelled is fair. Lard is firm at quoted figures. In dressed meats mutton and lamb have eased off to the extent of a cent, and dressed hogs are also slightly easier. We quote:

Long clear bacon, per lb		$0 10½
Smoked breakfast bacon, per lb		0 13
Roll bacon, per lb		0 10½
Small hams, per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb	0 12	0 12½
Shoulder hams, per lb		0 10
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl		20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 09½
" tubs "		0 10
" pails "		0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	9 50
" front quarters	5 50	6 75
" choice carcases	7 00	8 25
" medium		7 00
" common	6 00	7 00
Mutton		0 08
Spring lamb	0 14	0 15
Veal	0 07	0 09½
Hogs, street lots	8 75	9 25

Butter—Receipts are reported fairly large and quality generally very good owing to the fine meadows. Demand keeps strong both locally and in Old Country. Prices are as a result firm. We quote:

	Per lb.	
Creamery prints	0 19	0 21
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 15	0 16

Cheese—There is little change in the cheese situation, with perhaps a little firmness noticeable abroad; there is a better demand, but dealers say the price locally is still above that in England. Quality reaching this market for consumptive requirements is reported very good. We quote:

	Per lb.	
Cheese, large	0 10	0 10½
" twins	0 10½	0 10½

Cheese Board Report.

Opening prices at this week's boards show a greater strength.

(For week ending July 3.)

Board.	Boxes.	Price.
Brockville	7,445	0 09⅞
Belleville	2,260	0 09 11-16
"	310	0 09⅞
Watertown, N.Y.	8,208	0 09
Vankleek Hill	1,849	0 09 9-16
Cornwall	1,245	0 09 11-16
"	374	0 09⅞
Canton, N.Y	2,300	0 09
Alexandria	1,365	0 09⅞
Campbellford	1,840	0 09 11-16
Utica, N.Y	8,137	0 08¾ 0 09

MONTREAL.

Provisions—Firmness is the prevailing characteristic of the provision market. The short supply of live hogs has tended to hold prices high, and as the demand is good there is little likelihood of any downward change. No change is noted in fresh abattoir-killed stock, which has held strong at $9.50 to $9.75 under fair demand. Hams and bacon are selling well, being seasonable, and an active business is passing.

Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head" brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 07
" " 80-lb. fancy tubs		0 07
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 45
20-lb. tin pails, each		1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09½

Butter—Butter holds up firm. The demand for both foreign and local account is satisfactory from all reports. There is strong complaint on part of exporters that the high prices they have to pay prevents doing a large export trade, but strange to say, a very large foreign trade was done during the past week. Creamery is held at 20c. at country points, and 20 1-4 to 20 1-2c. is asked locally. Choice creamery is quoted at 20c., and good at 19 3-4c. Shipments from this port last week were 40,004 packages, or 24,525 more than same week last year, and since the opening of the season 104,036 packages were sent out, or 36,449 more than same period last year.

Finest creamery	0 19¾	0 20
Fine	0 19½	0 19¾
Medium	0 18½	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16½	0 17

Cheese—The cheese situation is showing up well, and export business last week was the enormous amount of 100,544 boxes, or 16,803 more than same time last year. There exists an active demand. This week finest Ontario is held att 10 1-8c., though 9 7-8 and 10c. is as often accepted. Townships 9 3-4 to 9 7-8 and Quebecs 9 5-8 to 9 3-4. Since the opening of the season 491,885 boxes have been shipped abroad, or 70,707 boxes more than same period last year, while New York shipments have been 9,754 boxes less than last year same period.

Eggs—Egg market is steady, demand locally very good. Straight gathered quoted at 16c., though in many cases 15 to 15 1-2c. is accepted for 5 to 10-case lots. Receipts are light, and this tends to keep market firm.

For Manitoba Provision Market report see general markets.

EGG IMPORTS OF GREAT BRITAIN.

The Danish egg export trade may serve as an example how a trade by co-operation and systematical work in a comparatively short time may be developed to become of considerable importance. Up to the year 1867 nobody

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

REFRIGERATORS Useful to every one. 4 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal
C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

in Denmark thought of exporting eggs, and poultry-keeping was only given little attention. Since that time there have been made energetic efforts to bring this trade up, and in the year 1895, there was formed an association for egg export known as the Danish Egg Export Co-operative Association.

In the following year the export of eggs from Denmark reached a value of kroner 7,400,000 or $1,973,300, and in 1902 it had grown to kroner 22,500,000, or $6,000,000. At present the association has about 33,500 members and 500 local branches. Every branch gathers the fresh eggs within its district and sends them to a certain export harbor. From the moment the eggs leave the branch, where they are gathered, all expenses are paid by the association, which also guarantees the freshness of the eggs. Every branch has at least 10 members.

The eggs gathered must be shipped inside of four days. At the central export place the eggs are weighed and assorted in groups according to the size, and they are also there tested to determine their freshness, after which they are packed in cases bearing the mark of the association and an inscription, showing the number and quality. It will be easily understood that this method is far to be preferred instead of the storekeepers buying up the eggs and letting them lie around their stores and warehouses for weeks before they are shipped. The English market, therefore, takes all the eggs which Denmark can produce, and the very highest prices are always obtained.

RUBBER DEPARTMENT.

Owing to the great increase in the production of rubber in all parts of the world, and notably in Ceylon, India and the Straits, Wm., James and Henry Thompson, 38 Mincing lane, E.C., have opened a department for handling this article.

CANADA IN FRANCE.

At a luncheon recently given by the Trade and Industry Union of France, at Ledouen, Mr. Poindron, commercial agent for the Canadian Government to France, gave an interesting address on the "Economical Future of Canada." After he had given a rapid sketch of the geography of this country, Mr. Poindron stated that Canada was divided into three great regions, east, west and extreme west. He pointed out the principal resources of these three regions and showed that, notwithstanding the immense area of the country, there were ample means of communication with other nations.

The national resources, he pointed out, were most abundant, and unlimited water power made their development possible. Coal was worth in Sydney three dollars; in Alberta less than two; and in Vancouver from two to two and a half. The speaker attributed the consistently good crops to the amount of snowfall. One hundred and fifty thousand immigrants entered the country each year.

Mr. Poindron, in speaking of New Ontario, referred to the impression in some quarters that this was a poor land. On the contrary he showed that it was rich in minerals and would experience a wonderful industrial development.

Without considering the future at all, Canada had reached figures beyond expectations. In seven years the foreign trade had doubled. From about $1,300,000,000 in 1897 it rose in 1904 above $2,370,000,000, which represents a per capita trade of two and a half times as much as in France. Everything, he said, should encourage France to take an active part, why not a leading one, in the development of Canada, instead of being headed by European nations. This was for France not only a question of interest and profit, but also of dignity.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

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Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A., Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

Quality Thy Name Is

If a **better** tea **than**

Blue Ribbon *Ceylon* Tea

could be **found** it **would have** been **found** long ago. **Blue Ribbon Tea** is made **faultlessly.** That is **why** it has **outdistanced** all **others** on **Sales** and **Satisfaction.** "High-Grown," delicately picked, containing no tannin, the People's Favorite—that is **Blue Ribbon Tea.**

The **Red Label** Line, the Grocer's Friend, **sells** at 40c. when it is **worth** 50c. Get **Red Label** and **Profit.**

Blue Ribbon

FOR

TOURIST TRADE

B. H. M.

DEVONSHIRE PUZZLE JUGS

Special net price to the trade $6.00 doz.

IN QUANTITIES TO SUIT.
PRINTED DIRECTIONS WITH EACH JUG.
SUPPLY LIMITED—ORDER AT ONCE.

BARNARD & HOLLAND CO.

CORISTINE BUILDING

Grockery Importers and Manufacturers Agents, MONTREAL

24

Delicious Desserts for

10 cents

GREIG'S WHITE SWAN RENNET TABLETS

Each making one pint Junket. 24 in a tube.
To retail at 10 cents.

JUST THE THING FOR WARM WEATHER

3 Doz. Tubes in a Display Tray

THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO

"Illegitimate, Cut-throat, Less than Cost"

is what an advertiser in last week's "Grocer" terms the Canadian Canners Co.'s prices on Peas, for the season of 1905.

If a careful comparison is made between prices since the organization of the Canadian Canners, Limited, and prices prior to that date, it will be found that prices generally are on a lower scale with the exception of one or two lines where prices have ruled high owing to partial crop failures. The policy of the Canadian Canners from the first has been, and will continue to be, highest quality at lowest prices.

PEAS IN PARTICULAR—When prices are "less than cost" it is a good time to buy, as the probability of loss is practically nil, and the possibility of gain is very great, even if the goods have to be carried over into another season. The law of demand and supply holds true in the canned goods business as in all others, therefore buy while prices are "less than cost."

Make sure, however, that the quality of the Peas you buy is strictly first-class. The only way to make "absolutely sure" of the quality is to buy brands controlled by the Canadian Canners, Limited. These are

Canada First Little Chief Log Cabin Horseshoe
Auto Lynnvalley Maple Leaf Kent Lion
Thistle Grand River Lakeport

The watchword of the Canadian Canners, Limited, is

QUALITY :: QUALITY :: QUALITY

REMEMBER the seal of the Canadian Canners, Limited, appears on every label as a guarantee of quality.

REMEMBER the best are always the cheapest.

REMEMBER well known guaranteed brands are the easiest sold and give the best satisfaction.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
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Lind, Kerrigan & Co., London, Ont.

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Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Eby, Blain Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Lucas, Steele & Bristol, Hamilton.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, .

Chewing Gum.
Little Bode's Slot Machine Co., Montreal.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass
Mott, John P., & Co., Halifax, N.S.
Peters'—Lamont, Corliss & Co., Montreal.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions.
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rose & Laflamme, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.
British America Ass. Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Imperial Extract Co., Toronto.

Fly Pads and Paper.
Kay Bros., Limited, Stockport, Eng.
Powell & Davis Co., Chatham, Ont.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
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Sowerbutts, A. E., & Co., London, Eng.
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Distributors Co., Toronto.
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Smith, Tom, Toronto.
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Gillard, W. H., & Co., Hamilton.
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Page, C. S., Hyde Park, Vt.

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Greig, Robert, Co., Toronto.
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Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
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Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
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McPhie, Norman D., Hamilton, Ont.
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Greig, Robert, Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
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Taylor & Pringle Co., Owen Sound.

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Turner, James, & Co., Hamilton.

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Gillard, W. H., & Co., Hamilton.
Oakey, John, & Sons, London, Eng

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Duncan Company, Montreal.
Tippet, A. P., & Co., Montreal.

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Brantford Starch Works, Brantford.
Colmans—Frank Magor & Co., Montreal
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Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

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Ewing, S. H & Sons, Montreal.
Japan Tea Traders' Ass'n.
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Minto Bros., Toronto.
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Salada Tea Co., Montreal and Toronto.
Social Tea Co., Hamilton.
Sloan, John & Co., Toronto.
Wood, Thos., & Co., Montreal.

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PULL DOWN THE FENCES.

IN these days when benevolence and philanthropy are talked about so much and when thousands of dollars are being spent to provide fresh air and amusements for the poor, it is surprising to find how many simple means of attaining these ends are being overlooked. It would appear that nothing is worth doing unless it costs money.

In passing through any city or town, one is always sure to notice a great deal of vacant property. In a few cases this property stands bare and open to the public and forms a splendid playground for the children. But in most cases it will be found that the vacant property is fenced in and guarded from intrusion by such familiar notices as "Trespassing strictly prohibited." Why should this be so? Will the value of the property be diminished if the fences are pulled down, the signs burned and free access given to the public?

We would urge the philanthropically-inclined aldermen of our cities and towns to turn their attention in this direction. It is all well enough for them to appropriate thousands of dollars for purchasing and maintaining parks. But the same object could be secured in some measure in a much cheaper way by compelling the owners of vacant property lying useless to tear down their fences and allow the public to enter. The same restrictions which prevent rowdyism and abuses in the public parks could as easily be enforced in these vacant lots and proprietors be safeguarded from the destruction of their property.

No one can minimize the importance of fresh air and breathing space in the lives of our children, and the children of the poor should receive as much consideration as the children of the rich from the authorities. In their interest we advocate this measure.

INDICTED THE BEEF TRUST.

LAST Saturday afternoon the Federal grand jury, before whom the investigation of the charges made against the United States beef trust was carried on, brought in their report. The investigation, it may be explained, had been conducted for several months, at a cost in the neighborhood of $300,000, and the finding of the jury was awaited with keen interest.

The result has been that seventeen men and the corporations of which they are the chief officers, have been indicted for violation of the Sherman anti-trust law. The corporations are: Armour & Co., Swift & Co., Nelson, Morris & Co., the Cudahy Packing Co., and the Fairbank Canning Co.

The indictments in each case are identical, and consist of eight counts. Of these the first and second counts pertain only to beef sold in domestic trade. The third count charges a conspiracy in restraint of trade and commerce among the states and with foreign countries. Competition in the buying of cattle at stock yards was to be prevented and destroyed by the defendants, who required their purchasing agents to refrain from bidding against each other. Competition in the selling of commodities was to be prevented and destroyed by the defendants fixing non-competitive and unreasonable prices. Supplies were to be curtailed and restricted whenever necessary to maintain prices so fixed. There was to be a division of territory. Certain corporations were to be given exclusive contracts for the supply of materials.

The fourth count charges that the same dealings mentioned in the third count as being in restraint of trade and commerce, constituted an offence on the part of the packers to monopolize such trade and commerce.

The fifth count specifically covers the handling of the by-products and describes a conspiracy in restraint of trade to be effective in the same way as set forth in the third count with reference to all of the products mentioned.

The other counts refer to the dealings of the National Packing Co. The persons indicted will have to appear shortly before the court to plead to the indictments.

THE LAST SHALL BE FIRST.

SLOWLY and surely Canada is wresting from the United States supremacy as an exporter of dairy produce. To-day the export trade in cheese and butter is almost exclusively in the hands of Canadians. A reference to the table in our London letter this week amply proves the truth of this assertion.

From statistics recently published, it is shown that the shipments of butter from the port of Montreal up to June 28 totalled 65,791 packages. Over the same period last year shipments were 56,208 packages, or 9,083 packages less than this year. Compare this with New York. From the United States port there were shipped this year the insignificant total of 1,209 packages, which is considerably less than the amount shipped last year, viz., 4,156 packages.

In the export cheese trade the same diminution is to be noted. Up to June 24, 17,705 packages of cheese were shipped from New York, whilst during the same period last year 57,855 packages were despatched to European markets. This decrease is not due in any case to a reduced production. It is rather owing to a rapidly increasing home demand, which threatens to become so extensive as to require relief from Canada in the near future.

AMBITIOUS SASKATOON.

THE rivalry of Calgary and Edmonton and the dispute as to the capital of the new Province of Alberta have been given considerable prominence in all parts of Canada, but it is not so well known that Saskatoon has ambitions to be capital of Saskatchewan, an honor which Regina considers rightly hers as the old Territorial capital. Saskatoon is ambitious, and in the language of the sporting fraternity, is determined to give Regina "a run for her money." When it was found that the celebration in Regina, which had

been set for Dominion Day in honor of the creation of the twin provinces, had to be postponed because of the delay in passing the Autonomy Bills, Saskatoon citizens decided upon an enterprising step. The delegates and press representatives at the Board of Trade convention at Regina were invited to visit Saskatoon on Dominion Day, attend a banquet that night and remain over until Monday for the Dominion Day celebration. A special train was provided for the accommodation of the guests and everything possible was done to provide for their comfort, the object being to show the business men of the west what manner of place is the enterprising town which aspires to be capital of Saskatchewan. Without expressing any opinion as to the respective merits of Regina and Saskatoon, we must at least pay our tribute to the enterprise of the ambitious new aspirant for capital honors.

A SUCCESSFUL CONVENTION.

IN view of the full account which appears elsewhere in this issue of the convention held in Regina last week by the Associated Boards of Trade of the Northwest Territories, it is unnecessary to make extended editorial reference to it. Our readers can form their own conclusions from the report. Its length is justified by the importance of the gathering, the personnel of the convention, which was composed of the best business men of the west, and the nature of the topics discussed. The functions of such a convention are purely advisory, but they are rash politicians and legislators who think they can afford to ignore the soberly-expressed opinions of representative business men who feel the responsibility of all their utterances. The Legislatures of the new provinces will, if they are wise, pay serious heed to the various pronouncements of the convention.

One suggestion we desire to make to the Executive. The bill of fare this year was too long and the delegates were not given sufficient notice of the subjects which were to come up for discussion. This should be remedied next year by insisting strictly that the various boards should submit their resolutions at least a month in advance, in order that copies may be distributed before the convention.

A noticeable feature of the convention was the popularity of the principle of Government ownership of public utilities. Opinions may well be divided as to the wisdom of the policy, but if these business men who were delegates to the convention represent the sentiment of the business men of their communities—and there is no reason to doubt that they do—the west is strongly in favor of public ownership. It is a significant sign of the times.

At one time it seemed likely that the convention would decide to separate into two distinct provincial bodies, but what we feel was the wiser policy ultimately prevailed, and a strong united association was formed to be known as the "Associated Boards of Trade of Western Canada." A bright future seems to be in store for this organization and we do not doubt but that it will have a powerful influence in moulding the legislation of the Provinces of Alberta and Saskatchewan.

QUEBEC'S COMMERCIAL TAX.

MUCH misunderstanding and unfavorable comment is resulting from the recently adopted law assessing travelers of foreign houses doing business in the Province of Quebec the sum of $300 annually. A large number of Canadian manufacturers and wholesalers are, according to Mr. J. F. Stewart, of the Manufacturers' Association, still under the impression that the tax applies to them. As has been pointed out in these columns, a strict reading of the wording of the Act would consider residents of other provinces in Canada to be foreigners in Quebec, but the Quebec law-makers are not interpretating the Act so closely, and Canadians are, therefore, not liable to the tax as it is being at present enforced. In this respect, Quebec is more friendly to her sister provinces than British Columbia, whose tax of $50 semi-annually is imposed on Canadians as well as "foreigners."

In the United States the impression also seems to be held by many that the new law is a piece of Dominion legislation. An item emanating from the Boston News Bureau, headed "Canada's New Business Tax," is being copied extensively throughout the east. It reads as follows:

"Boston commercial travelers en route from Toronto to Montreal were surprised to learn that if they went farther east they would be subject to a new tax of $300 as representatives of commercial houses having no place of business in Canada.

"The law became effective Wednesday last and the penalty is very severe; ranging from $500 to $1,000. The Boston men immediately returned home after notifying their customers in the Province of Quebec that they must send their orders direct to the home office or arrange a meeting at Toronto or elsewhere in Ontario."

The feeling of American commercial men on the subject can be judged by an extract from a letter sent by a large association of manufacturers in the United States to the Canadian Manufacturers' Association, as follows:

"This would appear to be a matter for Dominion legislation, and not for that of a province, seeing that it is to some extent an interference with international trade. It is conceivable that if it is constitutionally correct for one province to pass legislation of this kind others could do the same, and might perhaps place the license at so high a figure as to absolutely prevent any traveler from Europe or the States soliciting business in Canada, if that should be the object."

Little has been heard from Great Britain as yet, but it is certain that the commercial press there will strongly condemn Quebec's action as tending to destroy imperialistic sentiment and as being altogether out of harmony with the friendly commercial feeling between Canada and the Mother Country, which has been developed during the past few years.

As stated last week, it seems likely that the Quebec legislators will find the Act to be a boomerang, and on account of the loss of trade will find it necessary to reduce the amount of the tax or abolish it altogether.

THE CHINESE BOYCOTT.

IT would be practically impossible to over-estimate the importance of the boycott declared by the Chinese people on all goods of American origin. The movement has become so general that it is bound to attract a great deal more attention than it has so far done. Not only in the coast cities of British Columbia has the action been taken, but all down the coast the Chinese communities in such cities as Portland and San Francisco have taken up the cudgels. Recent events in China and other points across the Pacific are detailed at length in papers received the other day by the Empress of China, which arrived from Hong Kong. The determined action of the Chinese has been given force by the proposal to exclude from the United States even Chinese merchants and students. The protests of the Chinese against the signing of the proposed Act by the president took the form of a convention in the Canton Guild Hall at Shanghai, on May 12. This was one of the most notable and largely attended meetings ever held in Shanghai. Bankers and Chinese merchant princes from every province in China were present, and the utmost decorum was observed in the calm deliberations of the distinguished body of business men. Business-like resolutions were adopted briefly setting out the action to be taken to emphasize the protest. Not only will all American goods be boycotted, but every servant will leave his employ if American, and

no coolies or other laborers will aid in discharging cargo from any ship loaded, in part even, with American goods. It was also decided to urge upon the Imperial Chinese Government not to grant passports to the interior to Americans, or to grant any concessions to them should the proposed new Exclusion Act of the U. S. Congress go into effect.

THE B.C. RAILWAY WAR.

VERY keen interest is being displayed in the Province of British Columbia in the fight being made by the V. V. & E. Ry. Co., which is practically the Great Northern, to secure amendments to the charter in the Dominion House. Importance attaches to the progress of the negotiations because on the result in large measure depends the immediate opening of the Similkameen district and its being placed in direct touch with the coast section of the province by means of the line which will be built. The fact that at first the connection will not be direct, but by means of connections with the Hill system in Washington State, has had some adverse influence, but the desire to see rapid development of this rich and favorably located portion of the province has predominated.

The opening of the Nicola Lake section, the northern portion of the Similkameen district, by the building of the line of railway from Spence's Bridge on the main line of the C.P.R. to the head of Nicola Lake, has doubled the impetus the district has received from the prospect of transportation being supplied. Many people are making their way into the district, and the rapidity of its development promises to equal that which opened the Kootenays in the early days of Rossland. Like the Rossland district the Similkameen is being taken stock of by the progressive western American cousins. They are to be met with in large numbers, and as none know a good thing better than they, there is every assurance that Brother Jonathan is going to be a lively competitor with Jack Canuck for the riches that are part of the Canadian cousin's birthright, but which he may lose to the smart Yankee cousin, as he did in the Kootenay and in the Yukon. Pessimism has no place in western philosophy. The above remark is plain statement of hard fact. See how much the future will bear out the statement.

AFTER MANY YEARS.

The advantages of subscribing to The Canadian Grocer sooner or later are brought home to the mind of the trade. As a usual thing a glance through its pages is sufficient to win a subscriber; with others time for consideration is required. This fact was brought to mind recently when, on June 13th last a subscription card was received at this office that had been sent out in 1894. After giving the matter mature consideration, looking at it from every side, and resolving every doubt, the inevitable conclusion was reached, after eleven years of deliberation, that the only reasonable thing to do was to subscribe for The Canadian Grocer, and keep up with the times.

IN NEW HANDS.

THE assets of the manufacturing confectionery firm of A. J. Stewart, Limited, have been sold to Mr. Stewart, who for some months previous to the recent assignment had not been connected with the firm. Mr. Stewart has secured strong financial backing, and is organizing a new company, to be called the Stewart Co., Limited, which will be able to develop the business in a strong manner. Mr. L. J. Applegath will be president of the new company, and Mr. A. J. Stewart superintendent.

The manufacturing end of the business will be under the full charge of Mr. Stewart, whose experience and reputation as a manufacturer of high grade chocolates and confectionery will insure the success of this department.

The plant of the company on Duncan and Adelaide is located in a fine pressed brick building 90 x 48 feet, and four storeys high. On the lower flat are located the dipping, packing, stock and boiler rooms. On the next above the offices occupy the front, with packing rooms to the rear and a fine shipping room opening on the company's own roadway to the south. On the third flat are placed the cream rooms and boiling rooms, and on top the ornamenting stock and men's dressing rooms.

The building is so situated as to have light from all four sides, is fitted out with a 'phone system, but what strikes the visitor very forcibly is the marked neatness and cleanliness everywhere apparent.

With the capital now available Stewart's chocolates should take a strong position on the Canadian market as their quality warrants.

Factory where Stewart's Chocolates are Made, Duncan and Adelaide Streets, Toronto.

PERSONAL MENTION.

Mr. John Anderson, of Chase & Sanborn, Montreal, has been away on a few days' holiday at Lake L'Achigan.

Mr. W. P. Downey, Montreal, went to New York on a business trip last Friday and is expected in town early next week.

Mr. J. M. Kerr, general manager Deerfield Water Co., Deerfield, Ohio, was a visitor to Montreal during the past week, and called upon the trade in company with Mr. J. H. Maiden, Montreal agent. He expressed himself as satisfied with the reception Deerfield water had received and orders for several carloads more were booked.

Mr. D. J. Rattray, of D. Rattray & Son, Montreal, was on a business trip to New York during the past week.

Mr. William Taylor, merchant, Dunedin, New Zealand, was a caller at the Montreal offices of The Grocer last week. Mr. Taylor is making a tour of Canada and the Old Country. He expressed himself as more than surprised at the vastness and business, as well as agricultural and manufacturing progress of Canada and takes home with him very pleasant recollections of his visit to his country's great sister colony.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports the arrival of fifty half chests of Condor V tea, which he quotes at 25c. per lb. in spite of the advance on May teas.

Strawberries are much firmer in price this week and it is thought the bulk of the crop has been marketed. White & Co., Limited, were amongst the heaviest receivers on this market this week.

White & Co., Limited, are handling enormous quantities of California peaches, plums, apricots, etc., having sold eleven cars so far with the season just fairly started.

A shipment of "Phonograph" pines, sliced, grated and whole, is to hand with L. Chaput, Fils & Cie., Montreal.

Real connoisseurs and amateurs of fine high-grade new crop Japan teas will find their requirements at L. Chaput, Fils & Cie., Montreal. Prices range from 35c. to 45c. per lb. Cup fine; style perfect.

Orders are coming in freely with L. Chaput, Fils & Cie., Montreal, for new pack canned salmon, fruits and vegetables. Prices on these goods are very attractive, and the assortment is very large.

ADULTERATED MILK.

Dr. Pearson, medical health officer of Brantford, has brought before the provincial health authorities the serious condition of the milk business. Adulteration seems to be very common. The doc,or thinks there should be a thorough investigation.

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MONTREAL G.C.A.'S PICNIC

THE annual picnic of the Montreal Grocery Clerks' Association was held on Sunday, July 2, at Plattsburg, N.Y., and proved to be a success, notwithstanding the bad weather. The train, composed of eleven crowded cars

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J. C. Marchand, President.

of the Grand Trunk Railway, left Bonaventure Station amidst the cheers and songs of the gay excursionists at 8.45 a.m. A car had been reserved by the organizers for their invited guests. Among these were Mr. P. Daoust, president of the Montreal Retail Grocers' Association, and Mr. J. E. Ethier, of the firm of Laporte, Martin & Co., of Montreal. This car was also occupied by the officers of the association, the members of the different committees and their fair companions, together with the newspaper representatives. From the start to the finish the officers, and specially Mr. J. C. Marchand, the president, and Mr. J. A. Jacob, president of the reception committee, did their utmost to make their guests comfortable.

The arrival at Plattsburg was the occasion for more cheers. The weather had not much improved, but every one felt happy. The majority of the travelers went to the New Cumberland Hotel, a very modern house. Dinner was served at 12 o'clock sharp, and was welcomed by all the hungry guests. The newspaper representatives were invited to dinner at the association's expense. A very substantial and copious meal was served.

It was late in the afternoon when the weather cleared up but, owing to the ground being too muddy, the races were postponed.

The "voyageurs" then separated to visit the town. The journalists, three in number, representing La Patrie, La Presse, both of Montreal, and The Canadian Grocer, went to visit the military grounds.

Back at the New Cumberland it was learned that it had been decided by the officers to hold a "fete champetre" at some popular Montreal park when the games, etc., will be run off, the date to be announced later.

During the afternoon a few ladies and gentlemen, members of the excursion, gathered in the cosy parlor of the hotel, and spent some charming moments in music and singing.

At 6 p.m. a hearty supper was served and welcomed by all the hungry excursionists. At eight o'clock the train left for Montreal.

After a most joyful trip the gay excursionists arrived home at 11.45 p.m. The guests and the members of the press parted after hearty thanks to their hosts.

The officers of the association are as follows: J. C. Marchand, president; J. N. Walker, 1st vice-president; O. Bergeron, 2nd vice-president; B. Guenette, secretary; A. Gauvreau, assistant secretary; J. B. E. Poirier, treasurer; H. Sauriol, auditor; J. O. Levesque, J. P. Lalande, collectors; A. Mercure, E. Normandin, commissioner-orderer; G. N. Desaulniers, F. Dubord, Z. Martineau, O. Dionne, E. Turgeon, directors; M. St-Pierre, M. Bonhomme, visitors to the sick; Dr. Bergeron, doctor.

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J. B. E. Poirier, Founder and Treasurer.

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B. Guenette, Secretary.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

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2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

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LEGAL CARDS.

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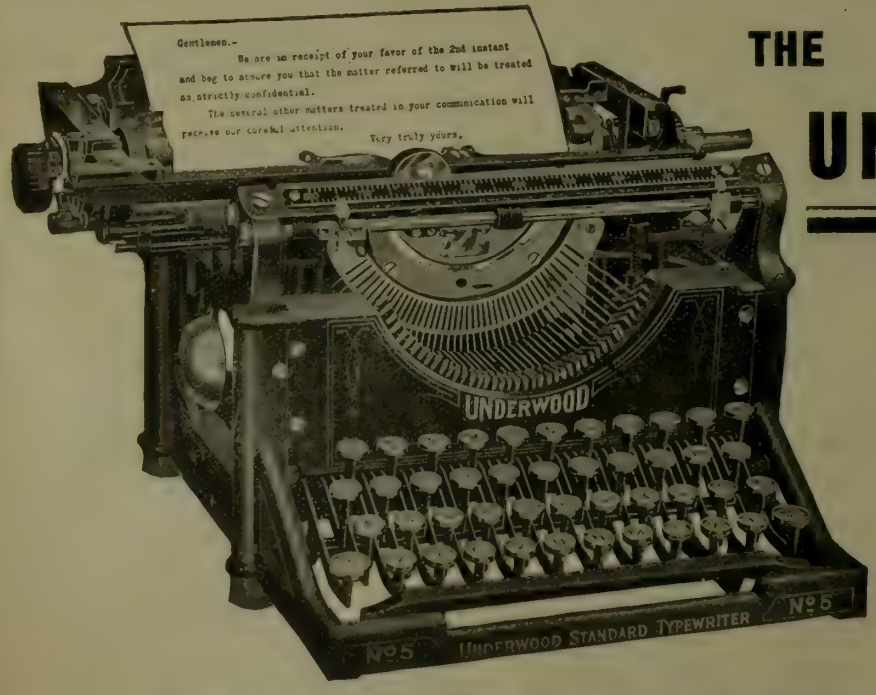
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No 5 UNDERWOOD STANDARD TYPEWRITER No 5

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Second Convention of the Associated Boards of Trade of the Northwest Territories

Held at Regina, June 29th and 30th.

IN attendance and enthusiasm, in the amount of trained intelligence brought to bear upon public questions, in the quality of its members and their serious determination to deal with business questions in a serious, business-like way, the convention of the Associated Boards of Trade of the Northwest Territories, held in Regina during the last two days in June, was a pronounced success. The delegates were serious business men and, for the most part, they settled down to the work of the convention in a business-like way. It is true that two or three men had their hobbies to ride and their fads to exploit, but, upon the whole, the discussion was intensely practical. These men are the leaders in their respective communities and one cannot help feeling that the future of Western Canada is assured while its affairs are under the control and guidance of the shrewd, capable, practical, and withal high-minded men who were delegates to this convention. Canada is a young man's country, and that this is particularly true of the west was evidenced by the personnel of this representative gathering of business men. The average delegate was in his thirties, if one may judge from appearances, and there were a few still in their twenties. Clean-shaven, aggressive, well-built, athletic-looking men, these residents of the western towns show themselves men well able to grapple with any problem, no matter how difficult. It is not hard to understand the secret of the rapid growth of the western towns when one has seen their business men.

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Regina from Lands Office.
(A Section of the City that was Open Prairie 18 Months Ago.)
Courtesy of Regina "Leader."

History of the Convention.

The Associated Boards of Trade of the Northwest Territories are a young organization, this being only their second convention. Early in January of 1904 the Calgary Board of Trade, through their secretary, sent out a circular letter to the various Boards of Trade of the Northwest Territories suggesting a general convention. The suggestion met with favor and a convention was held in Calgary on June 15 and 16, which was attended by 68 delegates representing 29 Boards of Trade. It was then decided to hold another convention in Regina in 1905, but the question of permanent organization was left over for decision this year. The following resolution was also passed at the same convention:

"That at future conventions, Manitoba and British Columbia be represented by invited delegates who shall have the privilege of making motions and amendments and of taking part in debate, but not of exercising voting powers."

Accordingly, President A. L. Johnson, of the Winnipeg Board of Trade, was present the first day and took an active part in the discussions.

At one time there was a danger that the convention would split up into two bodies, one for each of the two new Provinces of Alberta and Saskatchewan. Division found a number of ardent champions who argued that the distances were too great in the new provinces to allow delegates from all boards to attend conventions. It was also urged that the main function of the convention was to influence legislation and that accordingly the political division of the Territories into two provinces rendered necessary a similar division of the convention. In the end, the champions of a united convention for the two provinces carried the day, the speech of Premier Haultain at the Thursday night banquet, in which he strongly counselled unity in spite of imaginary lines dividing the

west, probably having a great deal to do with the result. A permanent organization was decided upon the name chosen being "The Associated Boards of Trade of Western Canada." The Executive hope to have large representation at the next convention from the Provinces of Manitoba and British Columbia.

The citizens of Regina made every effort to entertain the delegates, and the two days of the convention were one continual round of business and pleasure. On the afternoon of the first day the ladies of the city entertained the delegates at a garden party in the city park, and that same night, after a long session of the convention, the delegates were the guests of the Regina Board of Trade at a highly successful dinner held in the Windsor Hotel. Friday evening his Honor the Lieutenant-Governor and Madame Forget entertained at a garden party in the Government House grounds.

The List of Delegates.

The following is the list of registered and duly accredited delegates:

C. B. Murphy, Moosomin.

G. R. Tinning, E. P. McNeil and H. M. Stewart, Macleod.

Hon. Mr. Justice McGuire, Prince Albert.

George W. Green, A. E. Moore and Jesse W. Knight, Raymond.

E. Michener and G. A. Love, Red Deer.

H. F. Mytton, H. W. Laird, J. F. Bole, L. T. McDonald and Ald. McAra, Regina.

Dr. Willoughby, Frank R. Oliver, Thomas Copeland, A. E. St. Laurent and J. Clinskill, M.L.A., Saskatoon.

Mayor A. Davies and Dr. McIntyre, Strathcona.

H. G. Dawson and John Kidd, Wapella.

T. H. Blacklock, Jos. Mergeus and Oliver S. Black, Weykum.

R. A. Magee and G. H. Hurlburt, Wolseley.

A. L. Johnson and C. N. Bell, Winnipeg.

OPENING SESSION.

The convention opened on Thursday morning, June 29th, in the Court House, which would be held as a Territorial body; it was for the convention to decide whether or not separation along the lines of the two new provinces was advisable. His closing words were a strong plea for the dropping of all sectional differences and for united work for the good of a united west.

Division or Union.

As the first order of business was the election of officers, the question of division or union at once presented itself for discussion. Judge McGuire, of Prince Albert, and Wm. Short, of Edmonton, strongly advocated the maintenance of the status quo for at least another year. R. J. Hutchings, of Calgary, argued that division must come some time, as the principal function of the convention was to advise the legislatures. Finally the question was shelved for discussion later, and it was decided to proceed with the election of officers, the understanding being that the officers would hold their positions for a full year, unless it was decided before the adjournment of the convention to divide on provincial lines.

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A General View of Regina.

J. A. Boyle, R. N. Weir and C. C. Rigby, Balgonie.

W. C. Thorburn and B. Paul, Broadview.

R. J. Hutchings, C. W. Rowley, Wm. Pearce and W. H. Cushing, Calgary.

E. J. Suehring, H. P. Humphrey and R. H. Catherwood, Craick.

F. C. Whitelock, Reuben Lloyd, Geo. A. Scott and J. E. Miller, Davidson.

William Short, T. W. Lines, A. C. Fraser, G. R. F. Kirkpatrick and Mayor K. W. McKenzie, Edmonton.

Arthur Kelly, D. R. Davies and H. F. Jordan, Estevan.

B. P. Richardson and John Walker, Grenfell.

J. A. McCaul, H. H. Campkin and Jas. Conn, Indian Head.

W. C. Ives, Lethbridge.

W. Binning, Lumsden.

W. T. Finlev F. L. Crawford, W. Cousins and Thomas Tweed, Medicine Hat.

W. Loree, H. McKellar, G. K. Smith J. R. Green and W. B. Willoughby, Moose Jaw.

W. R. Abbott, G. W. Quick and J. M. Lang, Maple Creek.

President Thomas Tweed, of Medicine Hat, presiding. The court room was handsomely decorated with flags, bunting and flowers.

President's Address.

President Tweed gave expression to the pleasure which it afforded him to welcome the delegates to the annual convention. The large attendance was the best evidence of the interest taken in the convention by the various Boards of Trade throughout the west, and proved conclusively the wisdom of the City of Calgary in starting the movement last year. One result of last year's meeting had been an immediate increase in the number of Boards of Trade throughout the Territories, and in the interest and activity of existing boards. It was true that Boards of Trade are merely advisory and in no sense legislative bodies, but no Parliament or Legislature could afford to ignore the formally expressed opinions of such a body, and it would be difficult to over-estimate their influence. The present convention was the last

Officers Elected.

Officers were then elected as follows:

President—Thomas Tweed, of Medicine Hat.

First Vice-President—R. J. Hutchings, of Calgary.

Second Vice-President — Justice McGuire, Prince Albert.

Secretary-Treasurer—Wm. Trant, Regina.

Mayor Welcomes Delegates.

Mayor H. W. Laird then welcomed the delegates to Regina and tendered them the freedom of the city. Regina's mayor is an energetic young business man, a clear incisive speaker, and an excellent type of the enterprising, progressive young men who are building up the west.

He said it had come within the scope of his duties many times in the last 18 months to welcome to Regina visiting conventions, but not while he had been mayor, and probably never before in the history of Regina, had such a large and influential body of business men gathered in the city. There was plenty of scope for the convention, and he had no doubt they would take full advantage of their opportunity.

"Our plans for your entertainment

have been upset by Jupiter Pluvius. The heavens have been shedding tears of joy in anticipation of a bountiful harvest, and the water and Regina soil make a combination of which you are likely to carry away very many mementoes. Time was when we were touchy about our mud. We were told that a man might travel

'From Greenland's icy mountains
To India's coral strand,'

and nowhere find anything to compare with Regina mud. But we are wiser now and we are proud of Regina mud and the harvests which it produces. In the west we are all enthusiasts about our own localities, so you can not find fault with me for sounding the praises of Regina. Our population and assessment have increased three-fold in the last four years. Our assessment is now $4,000,000, and our population is in excess of 7,000. We have just completed a gravitation system of water works and an electric light plant (owned by the municipality) at a cost of $300,000."

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Court House, Regina.
Where Convention was held.

Courtesy Regina "Leader."

His worship then outlined the programme of entertainment provided by the city Board of Trade, the ladies of the city, and by the Lieut.-Governor and Madame Forget. He concluded with the hope that the time might soon come when Regina could again welcome the convention, and drew a roseate picture of what the city will be in another three or four years.

Committees Appointed.

Two committees were then appointed. The committee on resolutions and procedure was composed of the following gentlemen: Justice McGuire, Prince Albert, (convenor); T. H. Blacklock, Weyburn; J. A. MacCaul, Indian Head; W. B. Willoughby, Moose Jaw; Wm. Short, Edmonton; H. F. Mytton, Regina; R. J. Hutchings, Calgary, and Jas. Clinskill, M.P.A., Saskatoon.

The committee on credentials was composed of T. W. Lines, Edmonton; W. T. Finley, Medicine Hat, and Wm. Trant, the secretary, Regina.

The convention then adjourned.

SECOND SESSION.

At the afternoon session the committee on credentials reported that a number of boards had not complied with all the regulations, but recommended that their delegates be received. Report adopted.

The committee on resolutions and procedure also presented a report which, after some discussion, was adopted.

Salaries of Provincial Ministers.

R. J. Hutchings, of Calgary, then introduced the following resolution:

"That it is expedient and in the public interest that the salaries of Cabinet Ministers in the new Provinces of Saskatchewan and Alberts should be on the same scale as is paid by the Province of Ontario."

Speaking to the resolution, Mr. Hutchings pointed out that the salaries of Ministers in the Northwest Territories have been ridiculously inadequate. An ordinary country merchant could easily make a larger income than a Territorial Cabinet Minister. The Calgary Board of Trade were of opinion that the matter of an increase of their salaries is a delicate question for Ministers to touch, and they believed that a pronouncement on the subject by the convention would help solve the difficulty. It was eminently a fit subject to be dealt with by a Board of Trade convention, and it should not be allowed to become a party football.

The reso,ution was seconded by C. W. Rowley, of Calgary, who said he was a strong believer in the principle that if you want good men you must be prepared to pay them well. Money making opportunities in the west were very great, and it was ridiculous to ask men of sufficient ability to be Cabinet Ministers to serve for salaries which were only a small part of what they could earn in business pursuits.

H. F. Mytton, of Regina, supported the motion strongly. "We need Cabinet Ministers in the west who are every bit as able as the Ontario Ministers, for we are just as good as Ontario, but if we want them we must pay them well."

Thos. Copeland, of Saskatoon, opposed the resolution. He was in favor of increased salaries, but did not see that they should necessarily be on the Ontario basis. Finally, after a discussion which threatened to become acrimonious, Mr. Hutchings amended his resolution and it was passed unanimously. The resolution as amended was as follows:

"That it is expedient and in the public interest that the salaries of Cabinet Ministers in the new Provinces of Saskatchewan and Alberta should be on a liberal scale and commensurate with the responsibility and dignity of the position."

Transient Traders.

W. Loree, of Moose Jaw, then introduced a resolution, which was seconded by P. McAra, of Regina, to the effect that the law relating to transient traders should be amended. Speaking to the motion, Mr. Loree pointed out that there were no restrictions on transient trades (hawkers and pedlars) in the country districts, and they were taking away money and trade which should belong to legitimate resident merchants who pay their taxes. After some discussion the motion was referred back to Mr. Loree for amendment as it was not sufficiently explicit. At a subsequent session, in the absence of Mr. Loree, a resolution dealing with the subject was introduced by G. K. Smith, of Moose Jaw, and seconded by P. McAra, of Regina. This resolution, which was passed unanimously, was as follows:

"That in the opinion of this convention the Ordinance relating to transient traders should be amended to make the fee for such traders $25 in each electoral district of the Northwest Territories, the license to be good for three months only, and that such fee shall not be deemed to cover or include fees imposed by towns, cities or municipalities."

Freight Rates.

A resolution referring to freight rates was introduced by the Davidson delegation; it called upon the Governments of the new provinces to take up the question of excessive freight rates in the N.W.T. with a view to having them reduced to a reasonable basis.

Wm. Pearce, of Calgary, pointed out that the matter should be brought to the attention of the Railway Commission, not of the new provinces. Mayor Laird also objected that the resolution was out of order, and after some discussion it was withdrawn and it was not heard of again.

Government Telephones.

Government ownership is popular in the west, as was shown in the action taken by the convention in regard to the Government ownership and operation of telephone systems. The following resolution was introduced by G. A. Love, of Red Deer and seconded by Wm. Abbott, of Maple Creek:

"That the time has arrived when the Government ownership and operation of all telephones forming a complete national system would be in the public interest."

Speaking to his resolution, Mr. Love emphasized the absolute necessity of telephone communication in modern business and pointed out that from its very nature the telephone business should be a monopoly. It was a nuisance in any town to have two systems. There

must be monopoly; the only question is whether there should be a Government monopoly or a corporation monopoly.

"The Government at Ottawa have undertaken to consider the question in a practical business-like way, and as a result we have a commission now sitting and taking evidence at Ottawa. I am not sure that the scheme outlined by the Postmaster-General is as broad as that proposed in this resolution, but that does not matter. We want to establish the principle that the telephone system should be a national system corresponding to the post office.

"The Government need not run the system to make money. They can borrow the capital outlay at a low rate, and they require profits only to pay the interest. They could lower rates, as they would have no dividends to pay. The telephone system should be extended wherever the post office goes, and it should not be run to make a surplus."

Mayor McKenzie, of Edmonton, explained that that town has its own municipal telephone system. He would not want to see the Government take it over. He favored the Government ownership and operation of trunk lines with connections with municipal lines.

"My name is Ives, from Lethbridge," announced the next speaker, "also from Missouri, for I 'want to be shown.' This is a serious matter, a serious expression of opinion is expected from us, and we want some facts and figures as to cost, etc."

H. F. Mytton, president of the Regina Board of Trade, was the next speaker. "I am opposed to Government ownership for I want to stimulate private enterprise. Private ownership and individuality are the secrets of success. Very soon, if this kind of thing goes on, we shall all be working for a government and there will be no individuality in a new country. When that day comes, God help this new country!"

Justice McGuire, of Prince Albert, did not agree with Mr. Mytton. Since the telephone business is necessarily a monopoly, there can be no expression of individual effort in making it a Government monopoly. To give a monopoly to any individual or corporation is dangerous. If we are to be governed by a corporation let the corporation be a government which we can control.

G. A. Love, of Red Deer, then rose to present some facts and figures for the consideration of the "gentleman from Missouri." He gave the experience of the English and German Government-owned telephone systems. English rates are half the Canadian rates and the German rates are still less.

Frank R. Oliver, of Saskatoon, objected that comparisons with England and Germany are unfair. Canada is a country of greater distances and less population. He thought the subject should be shelved until after the report of the commission is at hand. He favored the abstract principle in case the lines could be made to pay, but not otherwise. "We want no telephone deficits; the Intercolonial deficits are enough."

C. W. Rowley, of Calgary, was also opposed. His experience in trying to get improved postal service south of Calgary was that the Bell Telephone Co. were more amenable to reason than the Post Office Department.

T. W. Lines, of Edmonton, urged that comparison with the Intercolonial Railway was unfair. "At all events we don't want to run the system to make a surplus. We can't get at the figures of the Bell Telephone Co., and it is not up to us to show that the proposition will pay. Suppose there is a deficit in the telephone system and in the Post Office Department, what of it? The important thing is cheap communication."

After some further discussion, the resolution was carried, not more than ten votes being cast against it.

Insolvency Legislation.

After a committee on permanent organization had been named, with Mayor H. W. Laird as its chairman, President A. L. Johnson, of the Winnipeg Board of Trade, who occupied a chair beside President Tweed, introduced the following resolution regarding insolvency debtors:

"That a committee be named by the president, consisting of a representative from each of the Provinces of Alberta and Saskatchewan, to act jointly with a representative of the Winnipeg Board of Trade to consider the question of insolvency legislation, the said committee to report to the president, and, together with him, to take the necessary steps towards securing the required legislation from the Legislatures of the new provinces to have the proposed Act made law.

In speaking to his resolution, Mr. Johnson pointed out that the subject had been raised in Calgary last year by William Georgeson, of Winnipeg, and that it had been left over for a year. Perhaps the term Insolvency Act was an unfortunate one, as the Dominion Parliament only could pass an "Insolvency Act," but since the Dominion Parliament would not take up the matter they wanted a substitute such as the Manitoba Act relating to the subject. In the N.W.T. there was no Act such as the Manitoba Act. The only requirement was an Ordinance to the effect that a debtor making an assignment must do so to a resident of the N.W.T. The Ordinance was inadequate for the assets of an insolvent debtor are by right and justice the property of the creditors and should be disposed of by them. The assignee in the N.W.T. was not necessarily bound by the wishes of the creditors; they could act only in an advisory capacity.

WHERE THE CONVENTION WAS HELD.

Regina the capital city of the Northwest Territories and the provisional capital of the new province of Saskatchewan, is a thriving city of over 7,000 inhabitants. There is an evident air of prosperity about the place, and a visitor cannot be long in the city before he is made acquainted with the fact that Regina has ambitions to be a distributing centre equal in importance to Winnipeg. Two years ago Regina was made a distributing railway centre with all the freight rate advantages the status implies. The result was soon seen. The big implement firms of Canada and the United States have erected there large warehouses that are well stocked. Wholesale houses are locating sites, while two foundries two planing mills, a furniture and fitting factory, a pork packing establishment, two brick yards and some minor undertakings form the nucleus of a manufacturing community. As a distributing centre, Regina has the advantage of being the only railway centre between Winnipeg and Calgary, a distance of 840 miles, being 360 miles from the former and 480 from the latter. The city is disected by the main line of the C.P.R., and is the southern terminus of the Regina and Prince Albert Railway and the western terminus of the Arcola Extension. In addition to these the C N.R. will soon pass through the city and the G.T.P. will tap the district.

Regina is the headquarters of the Royal Northwest Mounted Police. It is, too, the usual place for the sessions of the Supreme Court. There are five schools in the city as well as a high school and normal school. There are four weekly newspapers and one daily newspaper, an active Board of Trade and five banks.

The convention was held in the court house.

Mr. Johnson pointed out the advantages of a uniform Act in the new provinces and Manitoba. He hoped to see the new provinces adopt the Manitoba law, which was copied from the Ontario Act.

"The necessity is obvious to business men," continued Mr. Johnson. "In Manitoba a debtor is required to assign to an official assignee, who must call a meeting of the creditors. At that meeting an inspector is appointed whose duty it is to see what is the best way to dispose of the assets. We usually wind up estates in Manitoba in 30 days or less."

R. J. Hutchings, of Calgary, seconded the resolution. The Manitoba Act was, in his opinion, the simplest and most inexpensive in the country. Calgary was vitally interested in the matter, as more than fifty houses there are doing a wholesale business.

After some further discussion by Justice McGuire, A. L. Johnson and Wm. Pearce, the resolution was amended to include the Vancouver Board of Trade, to whom an invitation will be sent, and the resolution as thus amended was carried unanimously.

Notice of Sale.

On Motion of President A. L. Johnson, of Winnipeg Board of Trade, and of T. W. Lines, of Edmonton, the following resolution was then submitted to the convention:

"That a committee be appointed by the president, together with a representative from the Board of Trade of Winnipeg, to prepare special legislation which it is desirable should be enacted by the Legislatures of the proposed new provinces, providing that in the event of any trader making a sale of his business he should give due notice of same to each of his creditors, allowing a fixed time to elapse for notice to be filed on the purchaser by parties interested before a good title to the goods so purchased can be made by the purchaser."

Mr. Johnson explained that the wholesale men of Winnipeg had had much bitter and costly experience with merchants who sell out their whole business and then go to Winnipeg offering so many cents on the dollar, which the wholesaler must accept or get nothing. This resolution could do no harm to any honest man, but it would put a stop to this dishonest practice.

Wm. Short, of Edmonton, opposed the resolution vigorously.

"No free people would submit to such a law," he declared. "There is no distinction made between the insolvent and the man who can pay his debts. Why should not a man be allowed to sell when and where he will without restriction? Why restrict 90 per cent. of the merchants because of a fraudulent 10 per cent.? Besides, the law deals with this now. A sale made within 60 days of insolvency may be set aside upon evidence of fraud."

Frank Oliver, of Saskatoon, opposed the resolution and Justice McGuire, of Prince Albert, supported it. J. A. MacCaul, of Indian Head, spoke vigorously in opposition.

"No legislation can make a man honest, and this law would cast an unwarranted reflection upon the merchants of the west. The motion should not be passed without further consideration."

Mayor McKenzie, of Edmonton, thought the proposed legislation would interfere too much with the honest man who had

good reasons for wanting to sell out at once. Opportunities in business must be seized at once and delays would often hinder the sale entirely.

R. N. Weir, Balgonie, spoke as a retailer. He recognized that an evil does exist, but the protection proposed to be given the wholesaler against the retailer should also be extended to the retailer as against his customers.

H. W. Mytton spoke vigorously in opposition to what he thought a ridiculous proposal and an unwarranted interference with individual liberty, and after further speeches from Wm. Short and A. L. Johnson, the motion was lost by a very large majority.

Grain Shipments.

Hugh McKellar, of Moose Jaw, then introduced the following resolution regarding grain shipments westward bound:

"That the attention of the Dominion Government be again directed to the question of the inauguration of a system of inspection and weights for grain shipments to western markets."

Speaking to his resolution, Mr. McKellar said that the actual figures supplied by the grain men show that 1,000 cars of wheat are sent west every year. The output of Fall wheat in Alberta this year will be about 1,500,000 bushels and the natural market is in British Columbia and the Orient. The quantity was sufficient to warrant the Government appointing a man to grade this wheat and weigh it.

The motion carried and the convention then adjourned to attend the garden party tendered by the ladies of Regina.

THIRD SESSION.

The Thursday evening meeting was called to order at eight o'clock sharp, as the Board of Trade banquet was to follow, and there was much on the order paper. The first resolution referred to the surplus lands in

Indian Reserves,

the matter being brought to the attention of the gathering by Wm. Pearce, of Calgary, and W. T. Finley, of Medicine Hat, who moved and seconded the following resolution:

"Whereas large areas of land contiguous to prosperous towns and settlements throughout the Territories are at present unproductive on account of being occupied as Indian Reserves; and

"Whereas such Indian Reserves are generally unnecessarily large, frequently many times as extensive as demanded by actual requirements and larger than was ceded them when under treaty, and

"Whereas such surplus lands, if sold, would in many cases realize a large amount of money, which, if invested for the benefit of the Indians, would yield a considerable revenue;

"Therefore, be it resolved that this convention petitions the Dominion Government to exert the strongest influence possible with the Indians to have the said surplus lands disposed of to actual settlers and thus materially aid the development of the districts in the Territories at present contiguous to Indian Reserves."

Speaking to his resolution, Mr. Pearce said that the first clause might be passed over without comment, as no one would dispute the fact that the Indian Reserves are quite unproductive. In regard to the second clause, he would confine his remarks to Alberta, with the conditions of which he was familiar. The Indians are guaranteed one square mile of land for each family of five persons, but the census returns show that they have much more than the treaty guarantees them. The average population is about 1.5 persons to the square mile. The speaker quoted figures to show the conditions in the various reserves. In one reserve the land allowed is 30 per cent. in excess of that guaranteed by treaty; in another 93 per cent.; in another 105 per cent.; in another 135 per cent., and in another 104 per cent. The four reserves south of the main line have 127 per cent. more land than the treaty requires. The speaker urged that the Indians are shiftless and make no use of their lands. If they could be induced to sell a portion, and the money were invested for them by the Government, they would have a fixed and steady income more than ample for their requirements.

After some discussion the motion was carried.

Distribution of Government Institutions.

W. B. Willoughby, of Moose Jaw, then moved the adoption of the following resolution, seconded by J. R. Green, Moose Jaw:

"That in the establishment and locating of public buildings and institutions, and in the appointments to public office, by the Governments of the two new Provinces of Alberta and Saskatchewan, the principle of decentralization be adopted as far as possible."

Mr. Willoughby prefaced his remarks on the resolution by the statement that the convention would appreciate his altruistic motives, as no doubt they all knew that Moose Jaw is to be the capital of Saskatchewan—a statement received with groans and laughter by the Regina and Saskatoon delegation.

In Ontario, he said, the public institutions and offices had been centralized to a very great extent, and the people of that banner province were now convinced of the mistake that had been made. A great number of institutions must soon be established in Alberta and Saskatchewan, and this was the opportune time to insist that they be distributed throughout the provinces and not centralized in the capitals. Registry offices should be distributed. There should be a dozen or more in the Province of Saskatchewan instead of one large central institution in the City of Regina. Appointments to office should be guided by the same principle.

"I would take away from the Provincial Government the power to appoint sheriffs and clerks of the court. Let these officials be appointed by judges."

J. R. Green seconded the resolution. He said the United States gives us a good object lesson in the benefits of decentralization, which had proved to be a safeguard to liberties. In very many respects the United States is ahead of Great Britain, and this is one of them.

H. F. Mytton, Regina, opposed the resolution.

"The principle is all right; I find no fault with it; but every government must do what is expedient under particular circumstances. I don't believe in hard and fast resolutions on such matters—they don't come within the scope of this convention's work. Policy must always be secondary to expediency in such cases. It is all very well to say that these good things should be distributed throughout the province, but the Government must settle each case on its own special merits, and it is the height of folly to say that Government patronage must be distributed in one, two, three order.

Thos. Copeland, Saskatoon, also opposed the resolution.

"It is none of our business," said he. "It is the duty of the Government to put an institution where it is most convenient for the purposes for which it is intended, and where it can be most economically managed. If these principles could not be followed in placing a Government institution in Saskatoon I would not want it there—not if it increased the value of my property 100 per cent." (Loud applause.)

Wm. Pearce, Calgary, here suggested that the resolution might be made acceptable to the convention by the addition of the words "having due regard to efficiency and economy." The suggestion was accepted by Messrs. Willoughby and Green, and the resolution was then declared carried.

Commercial Agency Reports.

Mayor Laird of Regina then moved, seconded by C. W. Rowley of Calgary, the adoption of the following resolution:

"Whereas the present system of daily commercial reports, as issued by the commercial agencies, contains no information as to whether the writs therein noted are for disputed accounts or involve counter claims;

"And, whereas, the credit of the defendant is thereby unjustly impaired,

"Therefore be it resolved, that in the opinion of this convention of the Associated Board of Trade of the Northwest Territories the commercial agencies should be prevailed upon to note in their daily reports the fact that such writs are for disputed accounts or involve counter claims, on being notified by the defendant to that effect."

Speaking to his resolution, Mayor Laird said that he introduced it because personal observation had convinced him that the matter is one of pressing necessity. The resolution had been carried in the Regina Board of Trade after a long discussion.

"When writs are issued," he explained, "the clerk sends a report to the mercantile agencies, which distribute them among business men in all parts of the country by means of their daily commercial reports. When a business man sees that John Jones, of Calgary, is being sued for $1,500 he presumes that John Jones is not financially sound, that he is being pushed into a hole, and that the only safe course is to press John Jones for payment. The business man does not know that there is a counter claim for $1,400, and that the liability of John Jones is only $100. He doesn't know this, and he and others press for payment of their accounts. John Jones may be perfectly solvent, and yet this sudden pressure upon him is very inconvenient, and the commercial

EDMONTON NEXT YEAR.

There was keen rivalry among Edmonton, Saskatoon, Prince Albert and Lethbridge for the honor of being the next place of meeting. Edmonton was finally chosen.

agency report does him a great, although unintentional, injustice.

"This is not idle talk. I have personal knowledge of just such a case in which a perfectly solvent man was forced to make an assignment, and as his property was sold at a sacrifice he lost all that he had.

"I do not discourage the use of commercial agency reports, for they are absolutely essential to modern business; all that I do is point out one important respect in which they can be improved, thereby remedying a great injustice."

Frank Oliver, Saskatoon, objected that very few retailers take these reports, and they would not know that the agencies had published the news that they were being sued.

H. F. Mytten, Regina: Every intelligent man who has a writ served upon him knows that the fact will be published in the commercial agency reports, and he can write to the agency at once or he can enter a counter claim at once, and it will be reported. If he isn't intelligent enough to know that, I don't think it matters much whether he stays in business or not."

H. G. Dawson, Wakella: "There is just one objection to this resolution. Every defendant will be able to invent some plausible excuse, and the benefit of the report will be entirely nullified."

After some further discussion, in which Thos. Copeland, Saskatoon, took a prominent part, the resolution was carried without amendment.

Government Fire Insurance.

W. H. Cushing and R. J. Hutchings, of Calgary, then moved and seconded the adoption of the following resolution:

"Whereas, the fire insurance rates in towns and cities throughout the Northwest Territories are being increased from time to time to an alarming extent, principally in order to cover losses sustained in populous cities in the east; and

"Whereas systems of fire insurance under Government auspices have been successfully carried out elsewhere, notably in New Zealand; and

"Whereas the principle of Government Insurance has been adopted in the Northwest Territories in connection with losses in grain crops due to hail storms;

"Therefore, be it resolved that this convention most respectfully begs to submit for the consideration of the Governments of Saskatchewan and Alberta the desirability of causing enquiries to be made into the subject with a view of providing a system of Government fire insurance."

Mr. Cushing urged that there was nothing revolutionary in the motion presented. He thought there could be no difference of opinion that rates in the west are too high, mainly because they must help in the west to pay the big losses in the more populous centres in the east. He believed that Government fire insurance was working well in the Australasian sister colonies and all that the resolution asks is that the Government investigate.

Wm. Short, of Edmonton, made a determined effort to include the subject of life insurance in the resolution, moving an amendment to that effect. The amendment was lost and the original motion carried unanimously.

Fire Marshals.

President A. L. Johnson, of Winnipeg, then moved the following resolution, which was carried without opposition or discussion:

"That a committee of two be appointed by the president to consider the question of the appointing of a fire marshal in each of the new provinces and prepare the necessary legislation to be submitted to the Governments of the new provinces to be enacted."

Mr. Johnson explained that the object was to have the cause of every fire officially investigated, as he believed this would prevent a great deal of incendiarism and carelessness. The convention then adjourned to meet on Friday morning.

FOURTH SESSION.

In spite of the dissipation of the night before, at the banquet, several committees were at work shortly after nine o'clock in the morning, but the convention resumed its discussion sharp at ten o'clock. C. N. Bell, secretary of the Winnipeg Board of Trade, was present at this meeting and occupied a seat beside President Reed.

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J. A. MacCaul
A Prominent Delegate from Indian Head.
Courtesy Regina "Leader.

Timber Limits.

A. C. Fraser, of Edmonton, moved, seconded by W. H. Cushing, of Calgary, the adoption of the following resolution regarding timber limits:

"That it is considered highly undesirable that any timber limits in Western Canada should be sold, except under conditions requiring reasonable use to be made of such berths within not more than two years of the date of sale, and in the event of the purchaser failing to make use of such timber berth within two years from the date of the purchase, such berth revert to the Government to be available for sale to any parties desirous of utilizing the timber thereon. And that the Minister of the Interior be respectfully asked to give this matter his most careful attention."

Mr. Cushing explained that large areas of timber limits have been purchased by eastern speculators during the last five years and nothing has been done with them, the owners simply holding them in expectation of a rise in values. The Minister of the Interior has discretionary power enabling him to compel the erection of saw mills on pain of loss of the limits, but nothing had been done. Legitimate millers are being kept out of the country by speculators who hold their lands idle.

Mr. Cushing, of Calgary, seconded the resolution, covering much the same arguments as the mover.

Wm. Pearce, Calgary, said that he was surprised to find no reference in the resolution to the importance of preserving the forests from loss by fire. The loss by fire was greater than that from speculators.

"In this matter, the Government can go only so far as it is supported by public opinion, and it is our duty to educate public sentiment along the proper lines. Some of the regulations offer a big temptation to incendiarism. When a quarter section contains a certain amount of timber it is not open for homesteading. Consequently if the quarter section is desirable there is a strong temptation to start a fire in it."

Moreover there is a regulation that dead timber can be obtained without fees. Hence settlers often start fires in order that they may get the burnt timber for nothing.

T. W. Lines, Edmonton, brought the discussion back to the question of the speculators and finally it was decided to refer the whole question to a committee, instructing them to draft a resolution which would cover all phases.

The committee was composed of A. C. Fraser, Edmonton; Wm. Pearce, Calgary; G. A. Love, Red Deer, and B. P. Richardson, Grenfell. At the afternoon session they submitted the following resolution, which was unanimously adopted:

"That owing to the scarcity of growing timber in Alberta and Saskatchewan, it is highly desirable that the same should be reserved for the use of the actual settler, made available for immediate use and preserved from falling into the hands of speculators.

"To this end it is recommended that the present timber regulations requiring actual operation by timber holders be rigorously enforced, that the timber not already disposed of be retained by the Government for the use of actual millers or settlers, that vigorous steps be taken looking towards the preservation of the timber from fire and towards reforestration."

Hospitals.

Hugh McKellar, of Moose Jaw, then moved the adoption of the following resolution:

"That the best interests of the new provinces would be served by having our hospitals built and maintained by the provincial authorities."

A long discussion followed, in which a great number of delegates took part. H. F. Mytton, Regina, and W. H. Cushing, of Calgary, opposed the idea of Government control quite vigorously.

"There is far too little "noblesse oblige" in this country," said Mr. Mytton. "If you throw the responsibility holus bolus on the shoulders of the Government you do away entirely with voluntary contributions. No one will contribute to the support of an institution for which a Government is responsible."

Finally the following amendment was adopted by the convention, on motion of Wm. Pearce, of Calgary, and A. E. Moore, of Raymond:

"That the Governments be requested

to assist to a greater extent than at present the hospitals in the new provinces of Alberta and Saskatchewan."

The convention then adjourned until 2 p.m.

FIFTH SESSION.

The fifth and concluding session of the convention commenced shortly after two o'clock, Friday afternoon. The first topic for discussion related to

Education.

and was introduced by Mayor K. W. McKenzie, of Edmonton, who moved the adoption of the following resolution :

"That in the opinion of this convention of the Associated Boards of Trade of the Northwest Territories it is highly desirable, from the standpoint of economy as well as convenience, that the Governments of the proposed Provinces of Alberta and Saskatchewan endeavor, as far as possible, to adopt common text books for Public Schools and a common curriculum for High Schools, looking to the free interchange of teachers' certificates and other certificates of standing between the provinces, and that such a policy will best serve the highest educational interests of the said provinces."

Mayor McKenzie said that the uniformity which now existed in the Territories might well continue in spite of the imaginary line which was being drawn to divide the country into two provinces. He pointed out that there is a sparse population in the new provinces and much better terms could be obtained from the publishers if the same text books were used in both Alberta and Saskatchewan. It was also desirable to have "unrestricted reciprocity in teachers." He urged the adoption of the resolution because it was practicable and embodies business principles.

The resolution was seconded by R. J. Hutchings, of Calgary, and adopted unanimously.

Permanent Organization. — 1 c — —

Mayor Laird of Regina then presented the report of the committee on Permanent Organization. Constitution and By-laws. The report recommended that the association remain one united body and organize permanently as the "Associated Boards of Trade of Alberta and Saskatchewan." The committee also submitted a draft constitution and by-laws.

Mayor Laird moved that the report be adopted, and that the convention resolve itself into committee of the whole to consider the constitution and by-laws clause by clause. The motion carried without discussion.

A Misunderstanding.

That there had been no opposition was due entirely to a misunderstanding, and this was soon made clear, for there was a strong minority in favor of separation on provincial lines.

When the first clause of the constitution referring to the name of the association came up it was quite clear that very many members had not understoon that the principle of permanency had been adopted. In spite of interruptions Mayor Laird, who was in the chair while the convention was in committee, proceeded to put the vote on clause 1 of the constitution.

Then up rose Frank Oliver (not Hon. Frank! the doughty scrapper from Saskatoon. Young, aggressive, clean shaven, with a determined, firm-looking jaw, he looked the part of one who "scents the battle from afar." He protested vigorously against the "railroading" of such a resolution through in such a manner, and moved that the question of permanent organization be reconsidered. He was promptly ruled out of order, as the convention was in committee of the whole, and he subsided for the moment.

H. F. Mytton moved in amendment to clause one of the constitution that the name of the association be "The Associated Boards of Trade of Western Canada." This would allow the inclusion later of Manitoba and British Columbia if that were thought advisable. The amendment carried.

The constitution, as adopted in committee, provides that the association shall include all Boards of Trade in the Provinces of Alberta and Saskatchewan which shall comply with the regulations. A Board of Trade with 60 members and upwards shall be entitled to 5 delegates; a board with less than 60 members and at least 40 members, shall be entitled

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H. F. Mytton.
President Regina Board of Trade.
(Courtesy Regina "Leader.'

to 4 delegates; a board with less than 40 and at least 30 members, shall be entitled to 3 delegates; a board with less than 30 and at least 20 members, shall be entitled to 2 delegates, and boards with less than 20 members shall be entitled to 1 delegate.

Union or Division?

When the committee rose and Mayor Laird had move the adoption of its report, Frank Oliver's chance had come. He moved in amendment that the question of permanent organization be reconsidered. His motion was defeated, but there was a strong minority in favor of division.

Immigration.

A harmless and meaningless resolution referring to immigration, introduced by the Moose Jaw delegation, was carried without discussion. It was as follows :

"That it would be to the best interests of the new provinces for the Legislatures to adopt a progressive immigration policy."

Law Amendments.

Justice McGuire, Prince Albert, then presented the report of the Law Amendment Committee. Perhaps the most important recommendations referred to exemptions, and these were as follows :

"That the Exemption Ordinances should be amended as follows :

(a) "To provide a classification for different classes of persons, e.g., one for a farmer and another for an artisan, etc.; the total exemption in no case to exceed $1,500, including the homestead.

(b) "That a time limit should be put on exemptions.

(c) "That voluntary transfers of exempted property (particularly from husband to wife) or like transfers, should be declared fraudulent as against creditors."

(d) "That protection should be given a debtor in the discretion of a judge against a clear sacrifice of property liable under seizure, e.g., the sale of immature or unready stock."

A committee consisting of Justice McGuire, Prince Albert; Wm. Short, Edmonton; H. F. Mytton, Regina, and R. J. Hutchings, Calgary, was appointed to present the report of the Law Reform Committee to the Legislatures.

Hudson's Bay Railway.

The following resolution, moved by H. F. Mytton, Regina, and seconded by Wm. Pearce, Calgary, was carried unanimously :

"That the president appoint a committee of five to formulate a resolution expressing the interest of the people of the Territories in the matter of the proposed Hudson's Bay route from Western Canada to the markets of Europe, and urging that every possible means be taken to determine the conditions of navigation in the Hudson's Bay and Straits;

"And, further, that the committee endeavor to arrange that the various business centres of the west express their desires regarding the Hudson's Bay route to the Dominion Government."

Accordingly the following committee was named by the president : Wm. Pearce, Calgary; Mayor K. W. McKenzie, Edmonton; W. B. Willoughby, Moose Jaw; P. McAra, Regina; Justice McGuire, Prince Albert.

Edmonton Next Year.

The claims of Edmonton, Prince Albert, Saskatoon and Lethbridge, as suitable places for the next convention, were urged by delegates from these towns, and finally it was decided by a large vote to meet next year at Edmonton.

Votes of thanks were passed to the officers and committees, etc., and the convention was closed with the National Anthem.

THE BANQUET.

The banquet tendered the visiting delegates by the Regina Board of Trade was in every sense of the word a striking success. It was held in the Windsor Hotel on Thursday night, and as it followed a night session of the convention. it was almost 11 o'clock when it commenced and after midnight before the toast list was reached. H. F. Mytton, president of the Regina Board of Trade, presided, and was ably assisted by the vice-chairman, H. W. Laird, the clever and popular young mayor of the city. To the chairman's right sat Thomas Tweed, president of the Associated

Boards of Trade, A. L. Johnson, President of the Winnipeg Board of Trade, and Hon. G. H. V. Bulyea; to his left were Premier Haultain, F. W. Peters, general traffic manager of the C.P.R., and Hon. W. Elliott.

When justice had been done to a sumptuous menu, the following toast list was reached:

Toasts.

"There St. John mingles with my friendly bowl,
The feast of reason and the flow of soul."—Pope.

1. The King

"God save the King."

2. The Governer-General and Lieut.-Governor.

3. Transportation Interests.

4. The Parliament of Canada and Provincial Legislatures.

"For Forms of Government let fools contest,
Whate'er is best administered is best."—Pope.

5. Our Guests.

"For whom he means to make an often guest,
One dish shall serve; and welcome make the rest."—
Hall.

6. Trade, Commerce and Agriculture.

"Ill fares the land to hastening ills a prey,
Where wealth accumulates and men decay."—
Goldsmith.

God save the King.

The toast to the King was honored in loyal fashion and all joined in singing the national anthem. The chairman announced that he had a letter of regret from Lieut.-Governor Forget who was unavoidably absent and the second toast was honored without any speeches.

Transportation Interests.

F. W. Peters, general traffic manager of the C.P.R., responded to the toast to "Our Transportation Interests." Mr. Peters regretted that no representative of any other railway was present, for the time was past when the C.P.R. were the "whole thing" in the west. Other railways were extending in the west and would divide the traffic with the C.P.R.

In this connection, Mr. Peters told an amusing story of an Irishman who arrived in Canada a short time ago. Landing at Quebec from a steamer, which he had been told belonged to the C.P.R., his eye was caught by the graceful outlines of the Chateau Frontenac. "Who owns that house?" he asked.

"The C.P.R.," was the reply.

He traveled to Montreal on a railway line, which he was told was C.P.R., and he put up at the Place Viger Hotel, which, to his amazement, he found also belonged to the C.P.R. He traveled to Owen Sound by C.P.R. and boarded a C.P.R. boat which brought him to Fort William. Another C.P.R. hotel was there for his accommodation. Now Fort William is a divisional point; the time changes there. Meeting a man on the street Pat asked the time.

"C.P.R. time?" was the query.

"By Jabers, do they own time, too?" was the Irishman's exclamation.

Passing to the serious portion of his address, Mr. Peters referred to the great interest displayed in the United States and Canada in recent years in the question of the control of railway rates. "Two years ago the Canadian Government put on the statute books a law relating to the control of rates, a law framed with the very best object in view, viz., the prevention of discrimination in rates. They appointed a Railway Commission, in whom both the railways and the public have confidence, its chairman being a man of acknowledged legal ability.

"The railways and the general public should unite in an effort to give this commission a fair chance to solve the problems which come before it. So far it has done good work, and I am very hopeful as to the future. Of course not all of its decisions have been pleasing to the railways, and the public have not always been satisfied, but that is only to be expected.

"Let me make it plain that the railways do not object to this Act; we are willing and anxious to give the system a fair trial. We welcome every measure designed to protect the railways against the demands of selfish shippers who want discrimination in their favor. We need assistance for it is a hard matter to persuade the big shipper that he should not be given a better rate than the small shipper.

"All prospects point to a larger harvest than we have ever had before, and for that reason the people of the west are more than ordinarily interested in the transportation question. I may tell you that the C.P.R. are doing everything possible to handle the big crop quickly. Mr. Whyte has given the matter special attention and he has made some interesting calculations. You know he is a careful man, and what he says is usually correct. Provided the opening price is such that the crop will begin to move at once, Mr. Whyte estimates that 28,000,000 bushels can be moved before the close of navigation. We have put on 4,000 additional cars and 68 extra locomotives for the western lines. At Kenora a locomotive will pass every 22 minutes during the whole 24 hours in the busy season. The C.P.R. are doing everything possible to handle the big crop with the least possible delay." (Applause.)

Premier Haultain.

Chairman Mytton then proposed the toast of the Parliament of Canada and Provincial Legislatures, coupling with it the name of Premier Haultain. The storm of applause which greeted the name of the Territorial Premier caused the chairman to remark: "I never made such a popular speech before in my life."

Premier Haultain was greeted with prolonged cheers and "He's a jolly good fellow" renewed again and again, showing conclusively the strong hold which this gifted young statesman has upon the affections of his own western countrymen. After thanking the audience for their kind reception of his name, he proceeded to express his pleasure as a citizen of Regina in welcoming the delegates of the Board of Trade Convention. There was no need to waste time in dilating upon the advantages of such a convention as they are quite obvious.

"I am glad that if this is to be the last gathering of a Territorial convention, there is still to be a western convention. Somewhat unnecessarily in my

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Courtesy Regina "Leader."

Premier Haultain.
Principal Speaker at the Banquet.

opinion we are to be divided politically, but our interests are the same on both sides of the imaginary line, by means of which the Dominion Parliament intend to separate us, and I hope there will be no division of this association.

"Strangely enough my name is associated with the only toast with which I have nothing whatever to do. I am not a member of Parliament and I don't know very much about Parliament. Moreover, my recent acquaintance with it does not cause me to think very highly of it. (Laughter.) I am not a member of any Provincial Legislature, but as some one has said, 'I 'as 'opes.'

"It is in the Northwest Territories Legislature that my political experience has been gained, and of it I desire to speak a few words. We are told we should speak nothing but good of the dead, and perhaps the same rule should apply to the dying and practically dead. I may be pardoned for being proud of the record of that Legislature. Of course we made mistakes; we were human representatives of very human constituencies. But I believe that no body of men have ever met with a greater sense of their responsibilities or a more single-minded idea that there was important work to be done. This may sound like bombast, but you must allow the dying swan to sing his song.

"The growth of the Territories has been gradual and steady, and so has been the legislative and constitutional growth. A great change is coming and I only hope that the new Legislature will grapple with public questions as ably and honestly, as sincerely and as resolutely as the old.

"It was the glory of the old Legislature that we tried to do business with regard to that business alone; we did not draw the party lines. From 1888 until 1905, in a country where politicians are numerous and party feeling often is very strong, a body of men have been elected who set aside party traditions and worked together for the common good of the west. That was the glory of the old Legislature, and I hope it will be the praise of the new. We have no time here for party politics, for we have too much to do. In a material sense the transportation problem is the greatest question in this country. In my opinion the great project which is coming up for the consideration of the two new provinces and the old Province of Manitoba is that of a Hudson's Bay railway. I firmly believe that this road is coming and that when built it will revolutionize conditions here. It will not interfere with the railways we have already; they will still be necessary. This is the great question that is coming, but this is not the time or place to speak of it."

Our Guests.

Vice-chairman Laird now took charge of the toast list and proposed the toast to "Our Guests," coupling with it the names of President Tweed, of Medicine Hat, Mayor MacKenzie, of Edmonton, W. H. Cushing, of Calgary and A. MacCaul, of Indian Head.

Mr. Tweed, in a humorous address, begged to be excused as he had been sitting close to the chairman and was "under the influence of Mytton." The guests had all been delighted with their visit to Regina and could not say enough to express their gratitude for their kindly reception. Like Premier Haultain, he hoped they would meet again as a united body, and if, as was suggested, they meet next time in Edmonton, he did not doubt they would have a "capital time" no matter what Calgary might say to the contrary.

Mayor MacKenzie, of Edmonton, also claimed to be in a jaded condition, but made a "capital" speech. He was glad to hear Premier Haultain suggest that the Boards of Trade stay together in one association in spite of the imaginary line which was to divide the Territories into two provinces. Personally he hoped the association would extend its scope to include Manitoba, for the whole of the country between the lakes and the mountains has similar interests, and its Boards of Trade may well be united.

Messrs. Cushing, of Calgary, and MacCaul, of Indian Head, both spoke briefly along the same lines.

Trade, Commerce and Agriculture.

With the toast to "Trade, Commerce and Agriculture," Vice-chairman Laird coupled the names of Messrs. A. L. Johnson, president of the Winnipeg Board of Trade, Clinkskill, of Saskatoon, W. B. Willoughby, of Moose Jaw, and T. H. Blaicklock, of Weyburn.

Mr. Johnson spoke briefly and to the point. He was glad to see so little sectionalism in the proceedings of the convention. The Winnipeg Board of Trade was free from the spirit of sectionalism and in its deliberations he thought it considered only the general interests of the entire west.

"Our interests are mutual in the west," said the speaker, "and what builds up the Territories helps to build up Winnipeg."

In humorous vein Mr. Johnson disclaimed all knowledge of agriculture. The farmer, he knew, was the backbone of the country, for he wears the shoes which his (Mr. Johnson's) firm sell, and he rides on Mr. Peter's C.P. Railway.

Mr. Clinkskill dilated at considerable length upon the glories and advantages of his own town Saskatoon, which he hoped many of the delegates would visit. He also dealt very effectively with the immigration problem and the unoccupied homesteads which are held by speculators, thus hindering the development of the country, its trade, its commerce, and its agriculture.

Messrs. Willoughby and Blaicklock also spoke briefly to the same toast.

City of Regina.

R. J. Hutchings, of Calgary, then proposed a toast to the City of Regina, and took occasion to thank the mayor and the officers of the Board of Trade for their kindness and courtesy. The mayor replied briefly on behalf of the city.

The Ladies.

A toast to the ladies of Regina brought the gallant Premier to his feet to respond, and his rising was the signal for another ovation.

The gathering dispersed about 3 a.m. after singing "Auld Lang Syne."

CONVENTION NOTES.

Regina is a hospitable city.

Saskatoon has ambitions to be capital of Saskatchewan.

"Abbott from Maple Creek" was the wit of the convention.

Hon. Frank Oliver has a namesake at Saskatoon who was a delegate to the convention.

On Thursday afternoon the ladies of Regina entertained the delegates at an informal garden party in the park.

Delegates carried away many souvenirs of that fertile Regina mud, whose wheat growing properties are so well known.

Local jealousies cropped up occasionally, but upon the whole the convention was remarkable for the harmony displayed.

H. F. Mytton was a capable chairman at Thursday night's banquet. Those "under the influence of Mytton" seemed to enjoy themselves.

Saskatoon provided a special train and invited the delegates to visit the ambitious northern town and attend a banquet on Saturday night.

President A. L. Johnson, of the Winnipeg Board of Trade, was present at the convention on Thursday and Secretary C. N. Bell attended on Friday.

The delegates and the press were extended the privileges of the Assiniboia Club during their stay in the city, a courtesy which was much appreciated.

The noticeable feature at Thursday night's banquet was the wonderful popularity of Premier Haultain. Those who know him best apparently appreciate him most.

Secretary Trant was untiring in his efforts to provide for the wants and comfort of the delegates and very much of the credit of a successful convention is due to him.

On Friday morning there was on exhibition on the press table a sample of Spring wheat from the farm of Wm. Reddick, of Maple Creek. It measured 41½ inches in length.

William Pearce, of Calgary, is an old-timer who had probably the most intimate acquaintance of any man at the convention with conditions in all parts of the west. His opinions were always listened to with respect.

A strong sentiment in favor of government ownership of public utilities was a notable feature of the gathering. Messrs. Mytton and Cushing were the principal opponents of such ideas, but the majority of the convention were opposed.

The fire brigade gave a good exhibition on Friday night, throwing streams of water which Winnipeg would find it hard to equal. Regina has accomplished the seemingly impossible for a prairie city—she has an excellent waterworks system in which the pressure is supplied by the force of gravitation.

His Honor the Lieut.-Governor and Madame Forget entertained the delegates at a garden party on Friday evening at Government House grounds. The reception committee assisting Madame Forget consisted of Mrs. McCullough, Mrs. Peverett, Mrs. Ford Jones and Mrs. Bulyea.

During the convention the chairman wisely suggested that all speakers should give their name and Board of Trade on rising to address the meeting. This was a sensible request, but it was not always followed. "Coupland from Saskatoon" and "Mytton from Regina" created some merriment by always announcing their name and town.

Conceit and Ability

ARE as far apart as the poles. Conceit promises much without the ability to fulfil. Allow us to demonstrate our ability to produce the best line of goods in America. Peas are now receiving particular attention. It is a ten to one shot many dealers will load up with old stock, no need to say what that quality is. We have installed the most modern machinery in the world for canning peas and we know how to operate the same. Now, with a technical knowledge and practical experience of more than 25 years' canning peas, does it not stand to reason that we are able to produce the nicest canned green peas in this or any country. No section of the world is so specially adapted to the growing of delicious peas as Canada ; and by our special process we know that the consumer will buy 10 cans of **"Autumn Leaf Brand"** Frankford canned peas to one of any other if you have them in stock. We put up six grades of peas and label every grade true to name. It is very important to know what you are buying. Cut the tins, see the clear appearance of the syrup, taste the peas ; note they are young and tender, canned the same day as picked. No need to wash or rinse our peas, but warm them up in the same syrup they are canned in and you will have as delicious a pea as is possible to get picked in your own garden. Again, we say, it is to both your own and customer's benefit that you should demonstrate the facts mentioned above. If your Jobber does not handle our goods get on the line with us.

RESPECTFULLY YOURS,

The Frankford Canning & Packing Co., Limited

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

THE FASTEST SELLING TEA ON THE MARKET

"SALADA"

CEYLON TEA

Black and Green

13,500,000

PACKETS SOLD ANNUALLY AND STILL SOARING UPWARD

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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Are You Handling CELLULOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result. Its success is a "continuous performance."

BRANTFORD STARCH WORKS LIMITED

BRANTFORD, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 6, 1905.

THERE is a distinct improvement noted in the grocery trade, and jobbers report a better lot of orders, and reports from travelers are also more encouraging. Merchants who have been holding off buying their season's supply of sugar have come to the conclusion that this necessary article is now about as low as can be expected this season, and the preserving of early small fruits being in swing has forced them to buy. Refiners report larger busines from the jobbing trade. In teas a decided improvement has to be recorded, all lines and grades turning over better and in much larger quantities. The market, while somewhat higher than a month ago, is still in buyers' favor, and it is apparent from the amount of business turning that the trade is stocking up. China blacks, notably Pan Yongs low grades, have ben sold in large lots early part of this week. Ceylon greens and blacks are being disposed of by London houses at satisfactory figures. Japans also are in good favor. The latest cable from Yokohama gives a shortage of 8,000,000 pounds, an increase of 2,000,000 in shortage since our report of two weeks ago. Molasses has been reduced 1c. per gallon by the Montreal Wholesale Grocers' Guild, as applying to the Quebec district. No features of interest are noted, and business is not large. Corn syrups are holding their own, though this is hardly a good season for either syrups or molasses. Spices continue very strong, and cloves particularly are slated for an advance. Coffees unchanged. In canned goods business has been quiet, with exception that jobbers have placed all their orders with the Canadian Canners', Limited, for lines quoted in first circular. The low opening prices augar well for a large busines this season. Canned salmon orders also have been placed, and as prices have been decided on by the Guild in the four lines usually grouped, the retail trade is in a position to place its orders. In foreign dried fruits there is nothing of striking interest to record. Local fish dealers express themselves as satisfied with business turning over, considering that this is not the fish season. The arrival of fruits (fresh) always has a tendency to check trade in fish. Flour has shown a decided firmnes, and the leading millers have put up prices 10c. per barrel, owing to strong and advancing wheat markets. Feed is dull on acount of available pastures. Rolled oats is advancing in sympathy with higher prices in oats. There are no changes to note in maple products, honey or evaporated apples. The provision market is strong and steady all round.

Sugar—Jobbers report better business in sugar from country merchants. Everyone has been holding off as long as possible for sugar to reach the bottom, but the arrival of small and early fruits has forced the trade to stock up. Refiners also report good business. The foreign beet market is still unsettled and fluctuating.

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and ½-bbls.	5 60
Extra ground, bbls.	5 35
" 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses — Barbadoes molasses reduced in price 1c. per gallon, making basis of puncheons now 37c. Trade is quiet and not any indication of activity. Corn syrups only in ordinary demand.

Barbadoes, in puncheons	0 37
" in barrels	0 39½
" in half-barrels	0 40½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business in teas shows a decided improvement. Some good-sized parcels of Congous have been sold at prices of 9 to 9 1-2c., principally Pan Yongs. Cable quotations from Shanghai say Ping Suey market opened up with short supplies. Ceylon greens have shown good business, some heavy orders being put through London houses. Blacks also are receiving good attention. Latest cable report from Japan give shortage this year of 8,000,000 pounds, and heavy rains prevailing. Local trade in Japans is reported as good. Jobbers are buying more freely, and this is being reflected from outside points.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—No change in coffee. Market report of Watt, Scott & Goodacre below gives satistical position of crops for the past four years, and from all appearances the physological moment to stock has arrived.

"The 'coffee year' begins on July 1. The visible world's supply at that date in the last four years is stated as follows: 1905, 11,100,000 bags; 1904, 12,361,000 bags; 1903, 11,900,000 bags; 1902, 11,261,000 bags. Thus the consumption for 1904-05 was 1,261,000 bags in excess of production.

"Whereas consumption is incrasing, there can be no ncrease in production for two or three years, even if new planting were contemplated in the large exporting countries. But, on the contrary, cultivation is decreasing ownig to labor troubles arising from reduction in wages, occasioned by higher exchange. For instance, the Brazil out-turn for 1904-5 was 400,000 bags less than the previous year.

"Although Santos and Rio new crop arrivals continue to increase, shippers cannot cover offers on he basis of New York markets. In the meanwhile, stocks are accumulating in Brazil, and if roasters continue to sit on the safety valve long enough we will have even cheaper coffees to offer."

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

Spices—Spice market continues very strong in sympathy with New York market. Cloves are particularly interesting, and higher prices are looked for. Peppers are held firm, and grinders apnear to have bought available stocks. It would not be a surprise if the spice grinders should feel it necessary to make an advance in these staples shortly.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—Business during the week has been good, particularly for Summer canned meats and company picnic supplies. The new prices of canned goods are meeting with pleasurable acceptance by the trade, and it is to be hoped that corn and tomatoes will receive equal reduction to peas. All orders are in hands of the Canadian Canners' agents. Salmon orders being booked at quotations under special heading.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	4 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 20
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " standard	5 00
Gals. " solid pack	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " standard	4 75
2's Rhubard, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

Wholesale limited selling prices in salmon for 1905 :

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 1 to 4 cases—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms : Net 30 days, or 1 p.c. 10 days, f.o.b. any wholesalers' points in Ontario and Quebec.

New Canned Goods for 1905 :

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, prtted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3).	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Rice and Tapioca—Business fairly good. Hot weather demand is steady. Prices unchanged.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—Sultana raisin stocks abroad are about exhausted, but no change in price is reported.

Filberts—Some little business has been done during the week in new crop for October shipment at slightly easier prices.

Shelled Almonds—Nothing doing at present. Prices unchanged.

Shelled Walnuts have slightly receded in price, as usual at this season of the year, naturally without inducing import orders.

Malaga Raisins—Quotations have been received for new crop pack, and same are about on same parity as last year's figures.

Currants are sluggish with only a hand to mouth demand and without any change in price.

Valencia Raisins—No further reports from Spain at hand from which it is inferred that the crop is progressing favorably, and unless storms interfere we look for an early delivery at low prices. We quote:

Valencia Raisins		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Fish—Wholesale fish dealers report a very good demand for all sorts of fresh fish. Receipts of same are ample for requirements, but dore and halibut are very scarce at present. It is expected that in a week or so supply will be better. Brook trout is pretty nearly finished, in fact there is hardly any to be found on the market. The quality of the new stock arriving is of the fines. There has been an extra demand for Gaspe salmon during the past week, owing to the Independence Day across the border, where on such occasions much of our salmon is used. On account of this, salmon has a tendency to advance in price. There is a fair demand for salt, boneless and smoked fish, but dealers do not look for any material improvement before September. There are very little changes in prices, which seem to be firm. We quote:

Black bass	0 10
Fresh mackerel, per lb	0 08
Shad, each	0 20
Gaspe Salmon, per lb.	0 13
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 09
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddoek, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " ½ bbl	8 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ½ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Country Produce.

Maple Products—Hot weather keeping up pretty well has affected the sale of maple products. However, business, though being small, remains steady. Dealers do not expect any improvement before the Fall. Prices are firm and unchanged.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb.	0 06	0 07

Honey—Honey is moving very slow, as it does usually at this time of the season. The market is too well supplied with other attractive products to

produce any better demand before the new honey arrives. We quote:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—Beans are only in a very limited demand. The last few weeks' improvement has disappeared, owing perhaps to high prices. The crop prospects are said to be very poor on account of too much rain. No change in prices this week.

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—There is nothing of note to report in hops; the local market is dull as ever. Prospects of the crop in the States are said to be fine. Owing to poor demand, prices, it was thought, might decline, but, on the contrary, they remain firm because of the stocks being so light.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples — Evaporated apples continue very dull. They sell with a poor demand at from 6 1-4 to 6 1-2c. However, we hear of some cutting in prices by some dealers, though such hopes of easier prices are promptly denied by some authorities, who have received advices that the price might go up to 8c. this Fall. Dried apples with little doing, 3 to 3 1-2c.

Flour Feed, and Meal.

Flour—An interview with the principal dealers shows little change in the flour market, which is strong owing to prevailing good demand. Wheat continues very firm, and the Manitoba crop, according to last advices, promises a very large yield.

Very little is done in export to England, while very substantial shipments are made to South African ports. In general this week's market lacks in any new feature, except that some millers have advanced their prices. We quote:

Royal Household		5 70
Glenora		5 40
Manitoba spring wheat patents	5 40	5 60
" strong bakers	5 10	5 30
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—The steadness n feed is wearing off a little. Bran is weak, and but small sale sof it are made. This is due to pastures being very rich this year, and will be the cause of little doing for some time. Mouillie also in limited demand. In fact there are no important changes to note. Prices are as under:

Manitoba bran, in bags, per ton	16 50	17 00
" shorts	19 00	20 00
Ontario bran, in bulk	15 00	16 50
" shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—The market in rolled oats is strong, owing to oats being very firm. Oatmeal has been particularly dull last eek, and exports were purely nominal. Sales are made easily as per quotations below:

Fine oatmeal, bags	2 85	2 90
Standard oatmeal, bags	2 90	2 95
Granulated " "	2 90	2 95
Rolled oats, "	2 20	2 25
" bbls	5 65	5 75
" 90-lb. bags		2 75
" 80-lb. bags		2 60

Hay—There is not much change this week. The demand is good enough, but dealers entertain hopes for better business when the farmers will start harvesting. No. 1 particularly scarce, though all stocks generally are much lighter than those of last year. The hay crop, especially in new prairies, promises a good yield. No change in prices to report.

No. 1 timothy		9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 25
Clover	6 25	6 50
Clover mixed	6 50	7 00

Ontario Markets.

GROCERIES.

Toronto, July 6, 1905.

THERE is the usual seasonable slackness on the street this week, but considering the time of the year on the whole things are satisfactory. A number of houses report good full orders coming in. The crop prospects throughout the country are good, and a fine Fall business is anticipated. There is some more interest being manifested in sugar of late, buyers heretofore holding off on account of the unsettled conditions. Canned goods are the centre of much interest both in vegetables and fish. A rise in U.S. tomatoes have been followed by corresponding advance here, while peas are being bought freely at prices named. The price committee having announced the price for salmon one would have expected more interest than is being manifested, especially in view of the closed season for the next two years.

Molasses is firm and meeting very fair seasonable demand, with some inquiry for syrups.

Coffees are quiescent with only a few lines of milds changing hands. Tea is without feature. Rice and tapioca are firm with advancing tendency noticeable in the latter. Spices are quiet locally, but on the New York market indications are for higher prices. In dried fruits prunes are firm and other California dred fruits scarce and high. It is early yet for Mediterranean, but some buying for importation is being spoken of in a quiet way. Evaporated apples are strong and slightly higher. There is little of interest in other country produce, with eggs probably a little weaker. In grain and flour we have the northwest millers reducing prices, while on Toronto market Manitoba wheat shows an advance over last week's quotations of 1 1-2 cents.

Up to going to press there was no further change in sugar, with the exception that acadia is now 10 cents below Montreal granulated.

Canned Goods—Canned goods are still absorbing the attention of the street, and at the low price made for peas this line is receiving no little attention. Speculation is rife as to the probable price for corn and tomatoes. Some predict that the canners will make a price relatively as low as for peas, while others take the opposite view. In the meantime the market is pretty well cleaned up, so far as these staple vegetables go, and the new crop will have a clear show. A rise has been recorded in American tomatoes, and as a result prices here have firmed up, and no more are offered for $1.25. The price for salmon has been made on a basis of $1.57 1-2 per dozen for 1 lb. talls in one to four-case lots. This applies to Horse Shoe, Maple Leaf and Clover Leaf brands. Arrow brand is fixed at $1.50. A concession of 2 1-2c. per dozen is allowed on orders of five cases and up. These prices are good for new pack, only delivery to be made in the Fall around September 15th. The prices are about on a level with five years ago. Last year was the highest in many years. The trade do not seem to be taking hold very briskly, but if the order in Council closing the fishing for the next two years be adhered to it would be well to give the salmon situation serious thought, especially as it is understood that the English market is practically bare and can take care of large quantities. We quote:

Peas, standard, 2's, group 1	0 62½
" " " 2 and 3	0 60
" early June " 1	0 70
" " " 2 and 3	0 67½
" sweet wrinkle, " 1	0 82½
" " " 2 snd 3	0 80
" extra fine sifted, 2's, group 1	1 22½
" " " " 2 and 3	1 20
Spinach, 2's, group 1	1 42½
" " 2 and 3	1 40
" 3's, group 1	1 82½
" " 2 and 3	1 80
Asparagus, 2's, group 1	2 52½
" " 2 and 3	2 50
Cherries, red, pitted, 2's, group 1	2 02½
" " " 2 and 3	2 00
" red, not pitted, group 1	1 57½
" " " 2 and 3	1 55
" black, same as red.	
" white, pitted, 2's, group 1	2 23½
" " " " 2 and 3	2 20
" white, not pitted, 2's, group 1	1 82½
" " " " 2 and 3	1 80
Strawberries, heavy syrup, 2's, group 1	1 52
" " " 2 and 3	1 50
" preserved, 2's, group 1	1 67½
" " " 2 and 3	1 65
Rhubarb, 2's, group 1	1 17½
" " 2 and 3	1 15
" 3's, group 1	1 92½
" " 2 and 3	1 90
" gal. group 1	2 65
" " 2 and 3	2 62½
Tomatoes, 3's	1 30
Corn, 2's	1 10 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 75
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2's	0 90
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 85 0 90
" preserved, 3's	1 47½
" standard, gal	1 70 2 00
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½

Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes —		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02½
Arrow Brand.		
1 lb. Talls, 5 cases and over, "		1 47½
1 lb. " less than 5 cases, "		1 50
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s. "		18 00
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The course of the sugar market for the present week has been disturbed by the holidays, both here and in the United States. At the close of the week there was no change since last advice and the market is without special indications for the immediate future. Europe has continued its downward course, and latest quotations for 88 test was 10s. 11½d, which is equivalent to parity of 4.31c., duty paid, N.Y., for 96 test centrifugals, in which recent transactions have been at 4.25c. Latest advices indicated that holders of cane sugars might accept offers of 1-32 less, but buyers continued their indifferent attitude. However, as we have entered upon a new month we shall probably see more business doing with American refiners in raw sugars, and there are those who think that refiners' necessities will compel them to pay more money for their supplies, as stocks of available raw sugars are light. The margin between raw and refined sugars in New York is now 1c. per lb., as compared with the recent high difference of 1.35c.

The recent decline in beet sugars is attributed to the favorable weather for the growing crops that has prevailed on the continent for some time past, and it was also expected that the large difference of over 3s. between quotations for August and October beets would sooner or later be wiped out. This is gradually taking place, consequent upon the expectations of a large yield during the next campaign, which have been based upon the increase in the sowings and the favorable growth which has since developed. Within the past ten days there has been a decline of over 1s. per cwt. in beets. The difference between old crop and new crop is now about 1s. 5d per cwt., and there appears no good reason at the moment why there should be a decline in next crop quotations unless they should be sympathetically affected by the present demoralization in actual sugar.

A much better demand for refined sugar has developed during the week and this is the hope of the situation both in Canada and the United States for the immediate future. Only light stocks are held by merchants throughout the country, as most have pursued the hand-to-mouth policy for some time past.

Combined stocks for Europe and America for latest uneven dates are 2,158,918 tons, as compared with 2,554,381 tons same period last year, the decrease being 395,463 tons. U.S. refiners continue to melt 39,000 tons per week, according to Willett & Gray, and total stocks in all hands at Atlantic ports showed decrease for week ending June 29 of 83,359 tons.

We revise our quotations as below and have changed the price of Acadia granulated from 5.03 to 4.98 This sugar is now listed at 5c. per hundred below Montreal granulated in bags.

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	4 98
Acadia granulated	5 03
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2 "	4 68
No. 1 "	4 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, July 6, 12.30 p.m.

BUTTER No change; firmness continues; export demand for mild creamery good; fancy creamery, 20½c.; medium to fine, 19½c. to 20c.

CHEESE Firm, with no change; country reports firm markets; finest Ontario, 9¾c. to 10c.; finest Quebec, 9¾c to 9¾c.; Townships, 9¾c. to 9¾c.

EGGS Quiet; business under firm prices; 16c. for straight gathered; country buyers paying 15c.; can't get prices under this figure.

PROVISIONS — Prices steady on all lines; no change in prices; demand for bacon and hams good.

Syrups and Molasses—Molasses are reported firm with low class stuff pretty well cleaned up. There is scarcely anything available on this market in the way of good grocery stock at less than 30c. Syrups are quiet. We quote as follows:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—Coffee is very dull. A few small lots of mild grades have changed hands of late, but in Rios the buyers are holding off, thinking the market will be easier. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—The quality of Ceylon black tea on Colombo sale is much better than was the case a month or six weeks ago, but supplies are not so plentiful and the combined circumstances have caused an advance of a farthing to ½d all round in quoted figures, but as a matter of fact, the value is equally good in all grades above commonest, as the better quality has more than compensated for the increased cost. In Japans there is less activity or interest at this date than at corresponding date in any past season. The value offered from Japan is very good and lower prices could hardly be expected in view of the undoubtedly short crop, and yet orders are few and small. Evidently the wholesale trade feel quite uncertain as to the probable Canadian demand for Japans and it looks as if Ontario is fast becoming an exclusively black tea market.

The Indian market is just opening and first samples just at hand. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Rice and Tapioca—In rice Japans are higher and no more procurable at less than a half cent advance. Tapioca is also reported very firm, with upward tendency. We quote:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 03¼	0 03¾
Rangoon	0 03⅜	0 03½			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spices—Spices are all very firm on the New York market, with an upward tendency, especially in peppers. There are also indications of higher prices for cloves, nutmegs, cassias and gingers, owing to the short crops, small supplies and large demand. Locally there is as yet little movement. We quote:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits—Currants are slightly easier. Candied peels are being

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. The Greatest Variety.

OUR POLICY.

Low Prices. Quick Turnover.
Big Business

A few trial orders will convince you of

OUR RELIABILITY.

Best Equipment. Competent Staff.
Perfect Organization.

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada.

MANITOBA MARKETS.

KWinnipeg, July 4, 1905.

BUSINESS continues very active, and there is a heavy movement of all lines of groceries. Price changes are not very numerous, but there are some new quotations to record. The interest of the trade centres just now in the new prices of canned goods announced by the Canadian Canners. There will be found below some particulars regarding a new grouping of the different brands.

Sugar—The market is still in a very uncertain state, and as further declines are expected merchants are buying in small quantities. The situation is very annoying, as this is the season of increased consumption. Prices are quoted now as follows:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—The canners are this year dividing all canned goods into three different groups Nos. 1, 2 and 3. Group No. 1 is quoted five cents. higher than groups 2 and 3, which are the same price. The difference between group 2 and group 3 is that the price of the former is fixed by the Canadian Canners, while in No. 3 the jobbers arrange their own prices. Group No. 1 is supposed to have the finest quality of goods, but some of the best known and most popular brands are included in the lower groups. Group No. 1 includes the following brands: Aylmer Canning Co., "Canada First"; A. C. Miller & Co., "Little Chief"; Miller & Co., "Log Cabin"; Canadian Canners', Limited, "Auto." and Bowlby's "Horse Shoe." Group No. 2 comprises the following brands: "Lynn Valley," "Maple Leaf," "Kent Brand," "Lion," "Thistle," and "Grand River." Group No. 3 comprises the following brands: "Jubilee," "Globe," "Stag" and "White Rose." Most of the prices given below are for last season's goods. In all cases it should be understood that the prices quoted are for groups 2 and 3, and for group 1 the price is 5 cents higher.

Canadian corn has been reduced to meet the price of the American brands, which have been offered on this market lately. New prices for "Clover Leaf" salmon for Fall delivery are announced, and will be found below. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 25
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2 s, per case		3 25
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No 2), Sweet Wrinkle, 2's		1 88
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
" " " 10 to 25 cases		6 10
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25

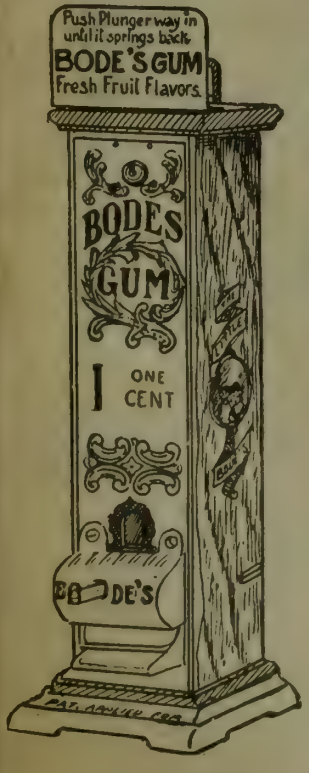
Picnic Supplies—Prices are steady, and the goods are in fair demand. We quote as follows:

Boneless chicken, lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ¼'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

Lime Juice—Prices are steady, and there is a fair demand. We quote:

"Montserrat," pints, per doz	4 25
" quarts, "	7 00
Local brands, pints, "	2 50
" quarts, "	4 50

Salad Dressings—Sales are keeping up. Prices are as follows:



The - Little - Wonder

Bode's Gum Slot Machine

Demand rapidly growing but Price remains the same.

This machine and 10 boxes, **1,000** pieces, or **$10.00** worth of gum at retail, all for only - - - - **$8.00**

You can't afford to be without one.

Order at once through your jobber or direct from

The Little Bode's Slot Machine Co., *28 & 30 St. George St., MONTREAL.*

Durkee's, per 2-doz. case		7 00
Royal, small, per doz		2 85
" large, "		4 75
Vinegar (C. & B.), bottles, pints, per doz		1 20
" " " quarts, "		2 10

Macaroni and Vermicelli—New supplies of these goods have just arrived. The price will be 9 cents per lb., and the goods are packed in 1-lb. boxes.

Spices — Prices are steady. We quote:

Pepper, black, per lb		0 20
" white, "	0 28	0 30
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 18
Allspice, "		0 14
Ginger, "		0 18
Cloves, whole		0 25

Rice, Tapioca, Etc.—Demand is normal and prices are steady. We quote:

Rangoon rice, per lb	0 03¾	0 03¾
Patna " "		0 04½
Tapioca, per lb		0 03¾
Sago, "		0 03¾

Pot and Pearl Barley — Prices are quoted as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses — Prices are steady and are still quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03¾
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" in barrels		0 02¾
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee—No change in price. Quotations are as follows:

Green Rio, per lb	0 10¾	0 11½
Roasted, per lb		0 13

Provisions.

Creamery Butter—Prices are easy owing to large supplies. We quote:

Finest fresh creamery, in 56-lb. boxes		0 19
" " in 28-lb. boxes		0 19½
" " in 14-lb. boxes		0 19½
" " in 1-lb. bricks	0 20	0 21

Dairy Butter — Supplies continue liberal, and prices are likely to decline further. We quote buying prices as follows:

Dairy, assorted pkgs., selected		0 13
" " round lots		0 12

Cheese—We quote:

Finest Ontario, large		0 11½
" Manitoba, large		0 11
" " twins		0 11½
" " small		0 11½

Lard—Prices are steady at former quotations, which were:

Lard, 50-lb. pails, per pail		5 25
" 20-lb. " "		2 15
" 3-lb. tins, per case 60 lbs		6 70
" 5-lb. " " "		6 60
" 10-lb. " " "		6 50
Pure lard in bbls, per lb		0 10½

Cured Meats—Selected smoked bacon has been advanced 1 cent per lb. Sugar-cured hams have been advanced, and there are some other changes to be noted below. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure		0 16
Bacon, " " "		0 18
Backs, " " "		0 13
Picnic, " " "		0 09
Hams, sugar cured, assorted sizes		0 14
" heavy, 20 to 30		0 12½
Picnic, " assorted sizes		0 08½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 14
" " breakfast backs		0 12
" " Wiltshire sides		0 15½
" " spiced rolls, long		0 10
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

You Can't Get Around This Fact!

Thousands of Grocers have bought CLARK'S MEATS and are repeating their orders all the time. Not one bought as a favor to us. We had to prove to every man that our Meats were right.

We can prove the same thing to anyone who will give us a chance.

60 VARIETIES TO CHOOSE FROM 60

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

WHITE DOVE COCOANUT

TRADE MARK COCOANUT

WHOLESALE GROCERS:

Compare the Quality with other brands.

You will then buy no other.

W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK

This design a guarantee of quality

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES

CANADA PAPER CO. LIMITED
TORONTO MONTREAL

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with al sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the argest concerns are subscribers, and we should like to place our proposition before you. For further nformation write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

DRY SALT MEATS.

Bacon, dry salt long clear		0 09½
" " " smoked		0 10½
" " " boneless backs		0 10½
Shoulders "		0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickledspare ribs, not cooked, per lb				0 04
" hocks, "				0 04

Cocoa and Chocolate -The price of Baker' schocolate in 1-2-lb. packages is

now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Prices are unchanged as quoted last week. We again quote:

C & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dred Fruits—Prunes have been advanced locally and new prices will be found below. Trenor's Valencia raisins have declined. We quote:

Valencia raisins, Trenors, f.o.s., No. 1 grade	1 90
" " " No. 2 grade	1 80
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¼-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 11 0 11½
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 09½ 0 10
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 19
" Pekoe P.H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—Prices continue as follows:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 14
B.C. salmon	0 10
Halibut	0 10
Flounders	0 06
White fish (L. Winnipeg), per lb	0 05½
Pickerel	0 05
Jackfish	0 03½
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40

Evaporated Apples—Prices are still as follows:

Evaporated apples (choice), 50-lb. case	0 07½
" " (fancy), "	0 07½
" " (choice), 25-lb. case	0 07½
" " (fancy), "	0 07¾

Salt—Local houses are featuring a line of salt in glass jars, quart size, selling at $1.25 per dozen.

Soap—Fels Naptha soap is cheaper in Winnipeg now, as the manufacturers are carrying a stock in this city and saving on freight rates by bringing in car lots. Price of single-case lots is $5.90, and of 5-case lots $5.80.

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Cornmeal has been sharply advanced. Other prices are unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 80
" in ½ sacks, "	1 85

Maple Products—New maple syrup from the Eastern Township in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

Eggs—Buyers are paying 14c. per dozen for eggs delivered in Winnipeg.

MANITOBA MARKETS.

Green Fruits.

The season is over for Hord River strawberries. Shipments from British Columbia are now arriving. Oranges and lemons are soaring skyward. We quote:

Med. sweet oranges, 126's	4 25	4 50
Apricots, per case		1 75
Peaches, per case		1 75
Plums		1 75
Cal. cherries		2 75
Late Valencia Oranges	120's	4 50
" "	150's	5 00
" "	170's to 250's	5 50
Fancy Cal. Lemons	300's and 360's	6 00
Fancy Messina Lemons	309's and 360's	5 50
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, 24's and 30's, per case		5 00

Vegetables.

Vegetables—Some new vegetables are on the market, and are quoted below:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz.	1 20
Tomatoes, 4 baskets in crate, per crate	1 75
Lettuce, per doz.	0 50
Radishes "	0 50
Cucumbers "	1 00
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 03
Australian onions, per lb	0 05
Bermuda Onions per case	2 25
New Potatoes, per lb	0 02

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year	$30 00
" " "	6 months	17 00
" " "	3 months	10 00
50 " "	1 year	17 00
" " "	6 months	10 00
25 " "	1 year	10 00

AGENCIES WANTED.

ENGLAND. London agent, doing regular business with the largest firms all over the country, is open to represent Canadian shippers for butter, cheese, bacon, etc. Address Davis, 29 Tooley St., London, Eng. (28)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

PROFITABLE employment, full time or part, prompt pay, hardy stock, delivered early, write for our liberal terms. Brown Bros. Company, Nurserymen, Limited, Brown's Nurseries, Ont. (f)

FOR SALE.

FOR SALE a first-class bakery in a thriving town of 2,500, write for particulars. Box 56, Preston, Ont. (f)

PARTNER WANTED.

PARTNER wanted with $250 to join Englishman in opening restaurant, English style, experience unnecessary, half profits, sure fortune, letters. Hallam, Walkerton postoffice, Ontario. (f)

TO LET

WELL established business stand, two and a half storey brick building, known as MacPherson block, corner of two principal streets in Lancaster village, Ontario, also large warehouse if desired. Address 2435 St. Catherine St., Montreal. (27)

Any quantity of fish shipped

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

HOLBROOK's SAUCE

THE BOTTLE THAT IS MIGHTIER THAN THE SWORD

IT HAS CONQUERED THE WORLD

Samples and Prices from

H. GILBERT NOBBS

496 Spadina Avenue, Toronto

WHY SOME GROCERS ARE FAILURES.

IT is interesting to note the number of changes in the grocery business that are constantly occurring, and it has been said that at the end of ten years not more than ten per cent. of the same grocers will remain in business.

The causes for these continual changes are many, says the Interstate Grocer, but are due principally to incompetency, and lack of capital. To incompetency should be attributed at least 85 per cent. as there is usually sufficient capital on hand to run the business at the time it is started. When financial embarrassment comes the almost invariable cause is found to be bad management.

The grocery business seems to be the only avenue to riches, for every carpenter, shoemaker, crippled railroad employe or any man who has laid by a few hundred dollars. For some unknown reason they seem to think it is a life of ease, a business requiring no very great amount of ability or previous experience, and a stepping stone to greatness.

As a result of this blindness the aspirant for wealth, either buys out some grocer already in business at a cheap price, or puts in a small stock and establishes a new store. He has enough money to carry on the business for a time, but soon discovers that trade is not as brisk as anticipated nor profits as good. If he should be fortunate enough to get a good line of customers he shortly discovers that credit has been given with too free a hand and that collections are hard to make. Then comes financial troubles, due of course, to his incompetency.

In addition his previous lack of experience makes him a fit subject for all kinds of schemes that are forced on him by unprincipled salesmen who sell him goods that are unsalable. He then has a lot of stock on which no money can be realized, and lack of money again begins to trouble him. Incompetency, however, was the cause of the distress.

Then, again, having had no experience, such men are not aware that frauds are perpetrated on them daily through their being short counted, over-weighted, over-gauged and over-measured on many of the purchases which they make. In other words they are easy prey for dishonest houses, who know of their inexperience and as a consequence they "do" them. Having confidence in all the world they shortly begin to realize that although they have handled a good business, no surplus of profits are visible. Again here is a shortage of funds with which to meet the bills of the jobber, and they finally quit because of their inability to cope with their more wide-awake and experienced brother merchants.

Of course some of these carpenters, shoemakers and railroad men become shrewd merchants and make successes, but it is only the exceptional one who does. The exception on close inspection will prove to be a man of tact, observation and a close student of the requirements of the business, who watches every detail and who is a good listener and a reader of all information that comes to him relating to the groceries. He is a man who, while he supposes everybody is honest, takes no chances, but carefully checks up deliveries of groceries made to him by concerns that he buys from and he will not say "it's too much trouble" to count a barrel of pickels or of mackerel. Neither will his store be the dumping ground for a lot of unsaleable groceries, nor will he extend credit indiscriminately to whoever asks for it. On the contrary, he will figure that every dollar's worth of groceries leaving his store on credit is so much cash loaned out without interest, and no security other than the honesty of he debtor, and he can be relied on to investigate pretty thoroughly the chances for getting back the money for this goods, and will not hesitate to say "No" to a credit applicant if his chances are the least doubtful.

NEW FACTORY.

The building permit will shortly be issued for the new factory of the Walter M. Lowney Co., in William street, Toronto. The cost of the new building and power plant, exclusive of the confectionery machinery, will be about $100,000.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

FINANCE

FRATERNAL life insurance companies have been coming in for much severe criticism recently at the hands of financial journals and experts. The rates which have been in force in most cases have been entirely inadequate. Actuaries were apparently neglected in striking a rate which would be sufficient to meet the death claims as they fell due. Sane life insurance is based on one absolute principle, that the average man shall pay in enough to cover his claim, with an additional percentage for expenses, etc. This is the only common-sense theory of insurance. If this has not been done, arguments based on the number of members and the increase of business are deceptive. There is no strength in numbers where each member is a losing proposition. If the rates have been fixed so low that the average man in his lifetime does not pay as much as his beneficiaries will receive, then the more the members, the bigger will be the crash.

* * *

The worst feature of it is that where a bad start is made, it is practically impossible thereafter to rectify the mistake. If a company admits members for a number of years at an insufficient rate, the only means of equalizing matters is by charging later members a sum in excess of what they ought to pay. Since no one is prepared to pay for other men's mistakes, practically no one would come in at what was then an exorbitant rate. As a matter of fact, most of the fraternal companies have not raised their rates to meet the requirements, but have gone on blindly trusting to pay the claims out of the fees from new members. At best, this device can only stand off the enevitable a short time. When the mass of men who entered the company some years ago as young men reach the age where life is insecure, and begin dropping off in increasing numbers, the sinking funds will disappear with disastrous rapidity. An authoritative English financial paper recently reckoned that one Canadian fraternal society, which had a surplus of about six million dollars, in reality should have shown a rest fund of over fifty million dollars to secure its liabilities. The prospect is ominous when these liabilities shall become pressing.

* * *

The increase in investment is the most remarkable feature of the report. It far exceeds that of the United States when account is taken of the difference in populationtion. At the present rate of development it will not be many years till the whole country is honeycombed with steel rails. The Grand Trunk Pacific is one of the greatest enterprises ever undertaken on the continent. A line is being pushed up towards James Bay, to connect with that great waterway. In the far west the whole development of the mineral resources is waiting on an increase of railway facilities. To meet this the C.P.R. and the Great Northern are vieing with each other to see

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. clerks*

which can build lines the quicker. The railways are a mighty factor in the industrial life of the country.

* * *

Changes consequent upon the death of Geo. Gooderham have taken place in the Canada Permanent Mortgage Corporation. W. H. Beatty has been elected president; W. G. Gooderham, first vice-president, and W. D. Matthews, second vice-president. Mr. J. Herbert Mason, managing director, has retired from the general management, and was appointed chairman of the board of directors, in which position he will still have a general supervision of the affairs of the corporation. Mr. Mason, in his connection with the Canada Permanent has become widely known in the commercial life of the country. He has been with the present company now from its inception, fifty years ago. He has also been connected with the Canada Land Law Amendment Association, and the Ontario Land Mortgage Companies Association.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $1,500,000.00
Assets, over - - 3,300,000.00
Annual Income - 3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - - - $3,500,000

HEAD OFFICE : TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.

LONDON, ENG., 60 Lombard St., E.C. S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. P. Walker, Agents.

TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

LEWIS & CLARK CENTENNIAL EXPOSITION

PORTLAND, ORE.

This Bank having its own branch at Portland, Ore., is able to offer special facilities to visitors to the Lewis & Clark Centennial Exposition. Branches at San Francisco, Seattle, Vancouver, Victoria and other points on the Pacific coast.

Money Orders, Drafts and Traveller's Letters of Credit issued payable at any of these places.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS
R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.,

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED
Drafts Bought and Sold.
Letters of Credit Issued.

BRITISH AMERICA ASSURANCE COMP'Y

Incorporated 1833 FIRE AND MARINE.

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director.
P. H. SIMS, Secretary.

Three Cars

Assorted California Fruits

PEACHES, PLUMS, PRUNES

BARTLETT PEARS

Prices right, send in your orders. Will have full supply all season.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Our receipts of Canadian

STRAWBERRIES and CHERRIES

are heavy, which enables us to ship at right prices.

Full lines ***Lemons, Oranges, Bananas, etc.***

Mr. Retailer

I select the fruit for ***my*** *customers —that's why my business is increasing daily. Have you sent me an order? If not it will pay you to start now.*

TOM SMITH

FRUIT BROKER, PHONE MAIN 520

63 Front Street E., - TORONTO

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

G. C. Warren

Wolseley, Assa.

Direct Importer and Distributer of Tea and Jellies. Manufacturers' Agent. More lines desired.

Why handle American

Cabbage, Cucumbers, Wax Beans,

when you can get strictly first-class fresh stock daily from

E. E. ADAMS

Ridge Hall Fruit Farm, - LEAMINGTON

GREEN FRUITS AND VEGETABLES

ONTARIO MARKETS.

Green Fruit.

Toronto, July 7, 1905.

THE fruit market is full of activity these days, with California fruits absorbing the principal interest. Strawberries are only in medium supply and, having come in late, it is a question how long they will last. Raspberries from Leamington made their first appearance on the market Tuesday. Red brought 18 and black 12½c. Larger supplies and lower prices will shortly be in order. Florida pines are practically done. Valencia oranges are meeting satisfactory sale. Lemons are higher, and it is even hinted that $6 lemons are in sight. Bananas are meeting active demand. Watermelons are good sellers just now and some fine Rockyford jem melons are having a ready sale at $4 to $4.50. Our quotations are as follows:

Florida pines, per case	3 50	4 00
Oranges, late Valencias	4 75	5 00
Lemons, Messina	4 50	5 00
" "	4 50	4 75
Bananas, large bunches, crated	2 00	2 25
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 90
Bananas, red, per bunch	2 25	3 50
Domestic strawberries, per quart	0 07	0 09
California apricots, " crate	1 25	1 50
" peaches' " "	1 00	1 25
" plums, " "	1 25	2 60
Cantaloupes, Rockafords, per crate	4 00	4 50
Watermelons, each	0 25	0 35
Gooseberries, per box	0 06	0 08
Cherries, per basket	1 00	1 50
Red raspberries, per box		0 18
Black " "		0 12½

Vegetables.

The domestic vegetables have almost entirely supplanted the imported on the market now. The quality is good and prices in a number of lines becoming more popular. There are some fine new potatoes appearing. The demand is satisfactory and, on the whole, a brisk market. We quote:

Outdoor lettuce, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 20
Bermuda onions, per crate		1 00
Egyptian onions, per sack		2 50
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 85
Cabbage, per doz	0 50	1 00
" Canadian, per doz	0 40	0 50
Outdoor rhubarb, per doz. bunches		0 20
" onions		0 15
Mississippi and Texas tomatoes, per case		1 25
New beets, per doz. bunches		0 25
Spinach, domestic, per bush		0 35
Baltimore potatoes, per bbl	2 50	2 75
New carrots, per doz. bunches		0 30
Waxed beans, per bush. box		1 00
Baltimore cabbage, per bbl. crate	1 50	1 75
Green peas, per bush		1 00
" basket	0 25	0 40
Cauliflowers, domestic	0 75	1 50
Squash, per doz		3 50
Cucumbers, per hamper		1 75

QUEBEC MARKETS.

Green Fruits.

Montreal, July 6, 1905.

The fruit market is a little dull this week owing to the holidays of the past week. Dealers have provided themselves with large quantities of fruits. Stocks are plentiful and generally moving slowly.

There are large stocks of strawberries, which sell well between 5 and 12c. Navel oranges, owing to a limited demand, are moving slowly; prices are higher, in fact between $4 to $4.75, and even $5. Bananas are strong and supplies much smaller than requirements. About 40 cars of them arrive weekly, and are taken up, while last week only 23 cars came in. However, as more are coming prices will probably lower in a few days. They enjoy good demand.

Sufficient stocks of California plums and peaches are on the market. Lemons, owing to a scarcity and to a good and steady demand, are known to sell as high as $4.50 a box. Lemons have ruled very high this past week in new York, and the highest prices of the season have been realized.

The prospects of the pear and apple crops are poor both in Western New York and in the Hudson River Valley. However, some authorities claim that the pear crop will not be bad in Hudson River Valley, but will average some of the late years good outputs.

Montreal dealers expect to see some home-grown apples on the market about the first of August. The crop is very promising. Some American apples are arriving in small lots from California. They are of a fair size and sell well. There are also some spys, but they are scarce.

California peaches and plums, which are in fair lots, are coming daily in car lots, and sell well owing to good demand.

Prices are generally firm this week. In fact there are hardly any changes. We quote:

Plums, crate	1 50	1 80
Peaches, box	1 50	1 80
Apricots, crate	1 25	1 40
Apples, bbl.	5 00	6 50
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		3 75
" 30 to case		3 00
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	4 00	4 75
New Messina lemons 300's	3 00	3 25
" " " 360's		2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.		6 00
Tomatoes, Floridas, crate		2 75
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each		0 35

Vegetables.

Vegetables, as usual, are in a very good demand. Cucumbers, cabbage, young onions, beets, green peas, in quite large quantities, are selling very well. Stocks in general are moving fast, owing to low prices. However, it is believed that next week will see still lower figures.

Texas onions are much lower. The best that can be said of them is that they are of but a very ordinary quality. In New York the supply is so large that the very best of them do not sell higher than 85c. The best onions in New York are coming from the east shore of Virginia. They average from 80 to 90c.

The crop of Louisiana onions is said to be so large as to threaten an over supply. They are of the finest quality

ever seen. Very large lots of home-grown vegetables are coming daily. Cabbages, asparagus, cucumbers, arrive very freely. Florida celery is out of the market, and Charleston cucumbers also.

Prices are easier this week. We quote:

Mississippi tomatoes, 4 lb crate		1 25
Florida tomatoes, crate		3 00
Bermuda onions, per box		2 25
New cabbage, per crate		1 25
Green and wax beans		3 00
Canadian Asparagus, doz. bunches		3 50
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		1 50
Egg plant, per dozen		2 00
Green onions, per doz		0 15
Egyptian onions, per lb		0 02
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Waxed beans, per bush		2 50
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Cucumbers, per doz	0 50	0 75
Texas onions, crate		1 50
Cranberries, per bbl		10 00
New potatoes, barrel		2 25
Montreal cucumbers, dozen		0 50

For Manitoba Fruit Market report see general markets.

NEW FRUIT COMPANY.

The Georgian Bay Fruit Growers, Limited, have been incorporated by Ontario charter with a share capital of $25,000, and with headquarters at the town of Thornbury, in the County of Grey. The purposes of the company are: (a) To deal wholesale and retail in all kinds of fruit; (b) to build and own fruit houses and cold storage plants, and (c) to own and operate evaporators, canning factories, cider and pulp mills, factories for the making of barrels, boxes, baskets, crates or any other packages required in the handling of fruit. The directors are Grey farmers.

FRUIT DIVISION REPORT.

Last week's report from the Fruit Division, Ottawa, indicates a medium to full crop of apples in the Maritime Provinces, except for early varieties, which do not promise more than a light crop. The prospects are for a medium to full crop in most sections of Ontario. A full crop of pears is indicated.

There are excellent prospects for plums in almost every section. Allowing for the Winter killing of 1899 and 1903, the prospects for peaches are promising. Indications are that cherries and bush fruits will be an abundant crop in nearly every district. Some losses occurred to the strawberry crop from the late frosts.

WILL OPEN IN TORONTO.

Mr. Charles Niechia, representing Fratelli Sacca, fruit importer, New York, has been in Toronto and vicinity the last week calling upon the fruit trade. Mr. Niechia's specialty is lemons, the head office of the firm being in Messina with branches at Hamburg, Leipsig, Melbourne and New York. Mr. Niechia expects to return shortly and open a branch in Toronto.

Celebrate the 12th July

By placing your order for fruit with us. Being the largest receivers and with warehouses in Toronto and Hamilton places us in the best position to serve you.

——A FEW HINTS——

California Peaches, Plums, Apricots, Watermelons, Florida Pineapples
Stawberries, Tomatoes, New Potatoes, Bananas, Oranges, Lemons, Peanuts

Our price list explains fully. Send for one quick.

WHITE & CO., LIMITED

Hamilton **PHONE US OFTEN** **Toronto**
34 York St., Phone 1115 **Phone Main 4106**

W. B. STRINGER **"Keep 'em Coming"** J. J. McCABE

Your orders for Watermelons—send 'em right along to us—you can't beat our quality or price.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

PINEAPPLES **NOW** is best time to buy
Best Fruit, all sizes in stock

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

HUGH WALKER & SON, - GUELPH, ONT.

LEMONS

are predicted to run high. Market nearly cleaned out. We can supply you **now.**
Prices per box, $4.50 to $5.00.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

IF YOU HAVE

any good ***cherries,*** or ***other fruits,*** to ship to ***Toronto,*** we can handle them to an advantage for you.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

STRAWBERRIES AND CHERRIES

Best Berries. **Cheapest Price.** **See us about Strawberries.**

Timeliness

is the watchword when buying Fresh Fruit.
If you live in Ontario and I get your order for

Strawberries

before noon, you get the **Strawberries** the following morning. My berries, too, are picked on **order**, not **before**, so you get them sound and fresh. As to **Strawberry Preserves** and **Preserved Fruit** in general—you cannot get better goods than the **E. D. S. Brand.**

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY
108 PRINCESS STREET, WINNIPEG, AGENTS FOR WEST
Carry stock of Jams, Jellies, etc.

BUY DIRECT—I am better equipped to supply you with Fresh Strawberries at close prices than your commission merchant. I grow, pack, and can ship you direct. Write or wire for quotations on "Crown" Brand Strawberries.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Sixty Years of Popularity

COX'S CELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., - Montreal

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

NO

matter how large a stock you may have it is not complete without

SAN-TOY STARCH

The starch that always gives satisfaction Ask your jobber for it or write direct to

J. H. MAIDEN
MONTREAL

N. S. Markets.

Halifax, N.S., July 3, 1905.

SOME improvement is noted in the grocery markets, and a fair jobbing trade was done during the week. Orders from some parts of the province are coming in more freely, and trade generally is brightening up. Prices on most articles remain unchanged, and collections are about the same. According to information received here the tea markets are improving, recent advices showing advances in Japans of 1½ to 2c. per pound. Dealers also say that there is a shortage in the crops of ginger, pepper and nutmegs, and in consequence of this the tone of the market is very firm.

* *

Recent advices from Barbadoes indicate that the molasses market is now over at the island. The season was one of the best in years, and the prices were well maintained throughout, the shipments to Canada and Newfoundland being unusually heavy.

* * *

The demand continues good for canned stock of all kinds, and also hams and bacon. Smoked might be considered very scarce, though the dealers have not advanced the price on their present holdings.

* * *

The sugar market is steady and the wholesale price is unchanged. The retail dealers have dropped the price half a cent per pound, the article now selling at six cents. During the week brokers were taking orders for new pack canned on the usual conditions.

* * *

Fruits and green truck continue in good supply. American cabbage advanced 50c. per crate during the week, but it is expected that it will drop again when the next shipment arrives. Good oranges are scarce, and there was a shortage of bananas at the week's end, but the fruit steamer is now due. California cherries, plums, apricots and peaches found good sale during the week. Old stock potatoes are disappearing from the market, and American tubers are coming in more freely. They are quoted at $3 per barrel. The receipts of Ontario strawberries during the week were quite large. These berries are late coming to the market this year, and now will have to compete with the native berry. Ontario berries are quoted at 15c. per box. The native berry sells more freely, as it has the advantage of both color and flavor. Reports from the fruit-growing centres say that the recent wet weather has injured the crop, and that there will be a shortage.

* * *

Dairy butter is a little easier, being quoted at 19c., and the best creamery at 20 to 21c. The receipts are not up to expectations. The scarcity of small tubs of choice butter for family use is unusual for this season of the year. Eggs are steady at 17c. for Nova Scotia, and 16 for Prince Edward Island. Advices from the island say that there is a prospect of the price becoming a little easier this week. Cheese continues in good demand at last quotation.

* * *

The only change worthy of note in the fish market is a drop of 50c. per quintal in Bank cod at the end of the week. The receipts of dry fish are coming in more freely, and foreign shipments are not very brisk.

Forging ahead

The sale of

St. Charles Evaporated Cream

has grown to an enormous extent since introduced to the trade and public a few years ago. This preference is solely due to the **guaranteed superiority** of the Cream over all other similar goods.

Valuable premiums given to the trade—Coupons in every case.

Write us for particulars and premium list.

Montreal Agents: **S. H. EWING & SONS**

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Shirriff's Flavoring Essences

have stood the test for over twenty years and are more largely used than ever.

Do You Handle Them ?

Imperial Extract Co.
Manufacturers
TORONTO

Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

EVERY DEALER

Who Knows Anything About

CHOCOLATES

Knows that

STEWART'S

is the BEST

THE

STEWART COMPANY
TORONTO

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Every Grocer in the country associates the name of

MOTT'S

with

CHOCOLATE.

Mott's Chocolate
"Diamond"
and
"Elite" brands
are
Canada,s Standards—

Always reliable ———— Always profitable

For Sale by every Jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

At All Times

You will do business with Condensed Milk, Coffee, Cocoa and Sterilized Cream, but more so at this season, if you supply

Reindeer Brand { Milk, Coffee, Cocoa

and

Jersey Brand Cream

The Ideal Goods for Campers

W. G. A. LAMBE & CO., Agents.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

"YELLOW EYE BEANS" is an attractive line in a small advertisement. No doubt it caught the eye of many who, as a result, were drawn on to read the rest of the advertisement. The type is well suited for a "special," though the firm name should have been set larger.

* * *

Armstrong Brothers' advertisement is nicely balanced, typographically speaking, and the display lines are set with taste. As a salutatory advertisement this one is well worded, it being essentially general in tone. There might, however, have been an improvement in the structure of one or two of the sentences.

* * *

The advertisement of Dixi H. Ross & Co. belongs to the "itemized" order.

B. C. Granulated Sugar, 20 pound sack - - - - - - - $1.25

Royal Household Flour, sack - - - - - - - $1.60

Dixi Brand Pastry Flour, sack - - - - - - - $1.40

DIXI H. ROSS & CO.

The Progressive Grocers.

It hits out direct, mentioning nothing but names and prices. This class of advertising always appeals to certain people, even though there may be no particular reason why the goods should be advertised. A heading would, undoubtedly, have advanced the attractiveness of this advertisement.

* * *

In advertising a retail store, especially, there is a great deal in studying the people to whom you are advertising—their tastes, whims, location, standing, etc. Failure to give this phase of advertising attention accounts for many of the paradoxes in publicity. A certain grocer whose trade is principally made up of farmers and market gardeners will perhaps run an advertisement on such a line as pickles, when the chances are that two-thirds of the readers of the advertisement have a supply of home-made pickles, and generally will have a supply. Another grocer again, will, perhaps, advertise a line of goods for which at no time is there a big call, say, canned mackerel. The same grocers would not bank much on this trade, from this sourse, in their stores. Why, then, in their advertisements?

* * *

While the purpose of one class of advertising is to build up a business on a particular line of goods, and then, when built up, to let that line of goods look after itself, this is not the purpose of advertising in a town. In the first place, the advertising appropriation of a town merchant is necessarily limited; in the second place, patronage is confined. Knowing this, it would be unwise to attempt to boom goods for which, at the best, there would never be much more than a one-day-a-week call. Your competitors might at the same time boom staple lines and get some of your customers when your attention was divided.

* * *

In a town the best policy for a merchant seems to be that of announcing "special" lines or regular lines, when the latter, by the price you are able to sell them at, or by the quality of your stock, deserve attention. When there ordinarily appears to be nothing to say about a regular line of goods, you may ingeniously discover some point worth mentioning, something about the packing, shipping, manufacture, etc.—that is the secret of profitable advertising. By thus occasionally advertising merchandise, for which there is a steady call, you have a rejoinder for any moves on the part of your competitors—cuts in prices, sales days, etc.—whereas if you had spent the same money on an advertisement having a solitary reference to an uncalled-for line, even though it was selling at a special figure, the other stores would, perhaps, have got the business by drawing the people's attention to a larger attraction. The uncalled for line can be advertised in the store and cost nothing.

YELLOW EYE BEANS!

100 Bbls. Improved Yellow Eye Beans (Fancy Stock).

GILBERT BENT & SON

* * *

While a grocer advertising in a city should be just as judicious in this respect as if he were advertising in a town, he can advertise on a broader basis, because of the dissimilarity of

Ready for Business

We beg to announce to the public that we have opened our store at Freeman, which is stocked with a full line of choice groceries, meats, tobaccos, etc. Our stock is fresh, clean and up-to-date, and we will always strive to keep it up to the standard.

We solicit a share of your patronage. Orders called for and delivered to any part of Freeman or Burlington.

GIVE US A TRIAL.

ARMSTRONG BROS.

FREEMAN

C. F. Gunther.
Manufacturing Confectioner, 212 State St., CHICAGO.
Canadian Representative—H. W. HUNT, 49 Wellington Street, East.

Cultivate your Biscuit trade by ordering
McLAUGHLAN'S
Cream Soda Biscuits
McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS: Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

MOREWOOD'S PATENT GAS-HEATED ROASTER with Hot-Air Gas Blast.

Write for particulars before putting down any other machine.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

THE GROCERS' ENGINEERING CO.
(Late WAYGOOD-TUPHOLME LTD.)
Cole Street, Swan Street
LONDON, S.E., ENGLAND
Illustrated Catalogue Mailed (Post) Free.

his trade, and because not being able to gauge his field as well as the town grocer, he must indulge in some problematic advertising. While a city grocer might turn over a nice business on goods that sell but sparsely in the country, he should have no more reason for advertising goods on which there is but a small profit—goods largely carried as accessories—than the town grocer, unless in either case it was advisable to clear out a stock.

* * *

After a grocer feels that he has weighed pretty well what he is chiefly called upon to supply to his patrons, he should next adapt his advertising to market days if he has a large country trade. Farmers generally peruse the papers the evening preceding the day they go to town. It is obvious that if your advertisement is to be effective it must be in the paper at the time when it will be most read. Of course, if you are able and have a reason to advertise every day this does not apply, outside of the fact that your advertisements should be especially strong on the evenings preceding market days.

* * *

The catalogue of E. D. Smith, Winona, comprises 128 pages of nicely-gotten-up matter on fruit and ornamental trees, set off with a tasty cover design. The catalogue opens with some valuable hints to planters, then passes on to descriptions of the chief fruits, the smaller fruits, miscellaneous fruits, and closes with the ornamental department. The details, which are alphabetically arranged, and in most cases double leaded, are clear and ample throughout. Illustrations adorn the pages. In the preparation of this catalogue Mr. Smith shows a thorough grasp of the subject and a full appreciation of the value of informative literature.

SEED GROWERS MEET.

The second annual convention of the Canadian Seed Growers' Association was held last week at Ottawa. Prof. J. W. Robertson was again elected president. The directors are: Prof. C. A. Zavitz, Guelph; Thos. A. Peters, Fredericton, N.B.; G. A. Gigault, Quebec; T. H. Woolford, Gardston, Alt.; H. W. Gibson, Woolsley, Assa.; W. L. Davidson, Bethel, Que.; M. Middleton, Vernon, B.C.; T. S. Waugh, North Baddeck, P.E.I.; J. O. Duke, Olinda, Ont.; John Mooney, Valley River, Man.; M. Cumming, Truro, N.S.; George Harcourt, Regina, N.W.T.; J. W. Wheaton, Toronto; W. L. Smith, Toronto; George Batho, Winnipeg; W. Thompson, London; John Reddy, Charlottetown; Donald Innis, Tobique River, N.B. Leonard H. Newman was appointed secretary.

The proceedings against the Canada Biscuit Co., Limited, Toronto, by J. Sloan & Co., have been dropped for the present, and it is probable that the petition filed by the latter to wind up the company will not be heard again.

THE PACE

is practically set by

Southwell's

Jams and Marmalades

the good old English goods. Lots have tried to make Jams and Marmalades as good as Southwell's.

None have succeeded.

Did we get your order?

Frank Magor & Co.

Canadian Agents

MONTREAL

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

Good Sellers

All our lines of biscuits are good sellers. We don't ship anything that's not right if we know it, and on the whole we rarely have a dissatisfied customer. Our Vanilla Bar, Lemon Bar, Vanilla Wafers, Chocolate Wafers, Cocoanut Taffy and Marshmallow goods, are having the largest sale in our history.

If you are not already a customer, all we ask is a trial order.

IMPERIAL BISCUIT CO., LIMITED

GUELPH, ONT.

Toronto Branch: 60 Front St. E.

Quebec City and Province: Messrs. BOIVIN & CRENIER

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co., Limited

NIAGARA FALLS CENTRE, ONT.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

A NEW FIRM.

ATTENTION is called to the announcement in another column of Monteith, Nixon & Co., who have just opened a fully-equipped factory at the head of Macdonell avenue, Toronto, for the manufacture of office, warehouse and factory trucks.

In addition to the ordinary lines of these goods they also manufacture special lines of drying trucks, with steel or wood frames, and with glass or woden shalves, as may be required, which are of use in many manufacturing processes in the confectionery trade. They look forward to meeting the requirements of those who want trucks out of the ordinary for special purposes, and invite inquiries for these goods.

Both members of the firm are experienced in this trade, and can be depended on to satisfactorily fill any orders entrusted to them.

HINTS FOR HUSTLERS.

Show your clerks what hustle is by hustling yourself.

A smiling clerk is a better advertisement than a gilt sign.

A clean show window is a better trade drawer than a surplus stock of soap.

Unfailing politeness will do your store more good than daily bargain sales.

A bright gossipy handbill with some real bargains on it will do a lot of talking for you.

Remember that so far as your store and stock are concerned, your customers prefer cleanliness to Godliness.

Keep your promise to deliver goods on time. If you don't you will spoil some dinners and lose some good trade.

Never get wrathy either with customers or clerks. If you do you're sure to sour something.—From the Retailers' Journal.

INCREASED CAPITAL STOCK.

The Rolla L. Crain Co., Limited, Ottawa, manufacturers of loose leaf systems, have been granted supplementary letters patent increasing their capital stock to $100,000. The firm have found this move absolutely necessary owing to the increasing demand for their goods. They have, during the past year, more than doubled their capacity, and now stand out in the forefront of manufacturers in Canada.

Hand a Man a Biscuit

and he will thank you.

HAND HIM ONE OF THE

PERFECTION CREAM SODAS

and he will want a box of them. Will pay for it too. There is a difference, isn't there? You try the experiment and see if we are cajoling you.

Order a few cases—3-lb. cards or tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

MIND YOUR PEAS

and see that you are not loaded up with a line of "cheap" goods, goods that may appear cheap in price but which will prove anything but cheap in the long run.

There are peas and peas you know ranging from the deliciously tender "petit pois" to great hard pellats hardly distinguishable from canned bullets. You will not increase your trade by selling the latter kind.

Old Homestead Canned Peas are put up to eat. They are grown in the garden of Canada, the Picton district, and are put up under conditions of most scrupulous cleanliness. They are peas that once bought are bought again. They are the best goods on the market and the handsomest as well.

You will hold the best trade of your town by supplying them with the best quality canned goods. The Old Homestead Brand fills this bill.

If your wholesaler will not supply you, write us direct.

We meet the canners prices and with goods of the best quality.

The Old Homestead Canning Co.

PICTON, ONT.

Not
The Cheapest
But
The Best

That is our argument for

ORANGE MEAT

Mr. Grocer.
You get full-weight packages, and a food that medical men everywhere have endorsed.
We assist you in your sales by continually adding to our premiums and by liberal advertising in the newspapers.

Orange Meat
will repay you for all the attention given it.

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

THE U.S. RICE INDUSTRY.

THE rice industry of the United States is discussed by E. Seymour Bell, British commercial agent at Chicago, in a report to the British Foreign Office.

The report is of especial importance in view of the fact that the United States in 1904 became a rice exporting, instead of a rice importing nation, increasing her exports 50 per cent. and decreasing her imports 20 per cent., as compared with the transactions of the preceding year. In the calendar year 1904 the importations of rice into the United States amounted to 137 million pounds, as against 178 millions in 1903, a decrease of 41 millions; while the exports of rice (including the shipments to Hawaii and Porto Rico) were 138 millions, as against 92 millions in 1903. In 1903 the purchase of foreign-grown rice by the United States exceeded its sales of that staple abroad by 86 million pounds, whereas in 1904 the sales abroad slightly exceeded the importations of rice.

During the fiscal year 1899 the production was 250,280,221 pounds, the land under rice cultivation was 343,218 acres. This year it is calculated that the yield will be about 470,000,000 pounds, the land planted with rice being 643,400 acres. Notwithstanding this large increase it is still insufficient to meet the home demand.

"Before 1860 the rice production in the United States was practically limited to the alluvial lands of the Carolinas, Georgia, Florida and Louisiana. When labor conditions were altered after the civil war the production in the Eastern States decreased considerably. When machinery was adapted to rice production and it was discovered that the prairie lands of South-western Louisiana and Southern Texas, with their impervious subsoils, would dry before the rice harvest sufficiently to support machinery, there was a revolution in the rice industry.

"Fifteen years ago there was scarcely a barrel of commercial rice produced in what is now known as the prairie rice section of Texas, which extends 400 miles along the Gulf coast, and contains some of the most fertile lands on this continent. These lands were then valued at 25 cents to $1.50 per acre. To-day improved lands are worth on an average $12.50 per acre. Within the territory there are about 30 rice mills with a daily capacity of over 20,000 barrels of rice.

"By 1898 the canal and the deep-well system of irrigation had been satisfactorily tested, and the rice industry was rapidly extending along safe lines. At this date it was found that too large a percentage of the machine handled rice was liable to breakage in milling. The attention of the United States Department of Agriculture was called to this fact, and measures were immediately taken to remedy the defect and to overcome the difficulty by the introduction of new varieties. The department's work resulted in the introduction of a variety from Japan known as Kiushu, which has given very satisfactory results.

"The Kiushu variety is known for its short, thick kernels and thin hull. It takes on but little polish, and the percentage of bran is small.

"Japanese growers consider the following points important for the successful growing of rice:

"1. The seed should be pure bred, of even quality and size of grain.

"2. Any light or imperfect grains should be removed. This is done in Japan by soaking the seed rice in water several days till it is about ready to sprout, when it is thrown into salt water of 1.3 specific gravity and allowed to remain two minutes, being gently stirred meanwhile. The light grains will float, the others are removed, washed in cold water and planted. When a seed drill is to be used the damp seed it first dried by being rolled in the ashes of rice straw.

"3. Even sprouting of the grains is very essential to even ripening of the crop. This is accomplished by previously soaking the seed as above stated.

"The seed is sown in March and April. A later crop is sometimes sown in June. For this the white seed is used on account of early maturity.

"In a report issued by the Census Bureau, June 23, 1902, and covering 80 establishments, it is shown that since 1880 the number of rice mills in the United States increased 264 per cent., capital 363 per cent., and value of products 178 per cent. This report noted that the increase in Louisiana and Texas was very marked, their production having advanced from 75,753,856 pounds in 1890 to 179,919,203 pounds in 1900. The statistics indicated that the industry is being transferred from the South Atlantic States to Texas and Louisiana, and later reliable statistics have pointed out a continued change in this respect."

CEREAL NOTES.

The huge elevator of the Goderich Elevator and Transit Co., at Goderich, was destroyed by fire on Monday. The elevator was worked in conjunction with the G.T.R., and had about 320,000 bushels of grain stored in it at the time of the fire. It was valued at $130,000.

The Western Canada Flour Mills Co. have definitely decided to erect their mill at St. Boniface, opposite Winnipeg.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED

GODERICH, ONTARIO.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture. ***Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

Hold your customers by giving them full value in quality.

For absolute purity and perfection there is nothing better than Chase & Sanborn's Coffees.

They are honest goods and attract trade.

CHASE & SANBORN

The Importers, Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

VACATION SPECIALTIES.

FOR Summer business many retailers are making a specialty of packages of cigars and tobacco suitable for taking away to the country or wherever the person is going to spend his holidays. Such packages, being put up for a specific occasion, are likely to arouse a real demand for them by their suggestiveness. The trouble with most tobacco departments lies just in that, that there is a monotony of display, and there is absolutely nothing to hold the attention. In nine cases out of ten a man buys tobacco because he goes into the store with that intention, not because it has been suggested to him.

Opportunities such as holiday occasions should be seized to brighten up the department. Special boxes of a smaller size than the ordinary fifty lot are dis- by many retailers with good effect. They catch the eye and are something out of the ordinary.

Special lines of pipes, too, may be stocked and sold at a close figure, thus familiarising your regular customers with the idea of buying their smoking supplies from you. A good pipe sold at a low figure is often the means of selling many a package of tobacco at a good fair profit.

Tobacco in quarter and half pound tins is good stock for holiday sales. Men become accustomed to particular brands, and when they a.. away for a week or two they can easily be persuaded to lay in a supply to cover their needs.

These are just some of the many possibilities of using the season to increase sales. No occasion should be overlooked for featuring special lines. That is the way to keep the department new and fresh. It is by having something new to show a man every time he comes into the store, or by showing the same things in novel, striking, and varied ways, that the grocer forces his customers to take an interest in this part of his store. It is worth the effort.

THE ORIGIN OF STOGIES.

"This species of cigar known as the Stogie," remarked a tobacconist, holding up one of those long, pencil-like rolls of tobacco known by that name, "had rather a curious origin. It is distinctly an American form of cigar making, and if it obtains in any other country was copied from our model.

"It was a good many decades ago, I think along about the time of the Revolution, that it came into being. There is a strong grade of Tobacco grown in Lancaster County, Pa., near Conestoga, and the town was virtually supported by the freightage business to Philadelphia. The teamsters on the Conestoga wagons were fond of smoking their native Lancaster tobacco, but found it difficult to manage pipes, teams and heavily laden wagons at the same time, so they took to rolling up the natural leaf in forms roughly similar to the Stogies of to-day.

"It was easy just to roll a few leaves together, twist them at the end, and the result made a smoke possible without much trouble, such as that attending the pipe. Gradually the rolls were better made, and soon the strong smoke of the teamsters came to be known in Philadelphia and in the west as far as Pittsburg.

"Men who liked such smokes began to place orders with the teamsters, and for want of a better name the cigars were known as Conestogas, which soon came to the abbreviation of 'stogas,' and the transition from that to 'stogie' was very easily made. The wagoners and Lancaster people generally called them 'rat tails' however, and by that name they are known in the county and town of their origin even to this day."

CIGAR MANUFACTURERS ASSIGN.

Maddocks Bros., cigar manufacturers, 246 Spadina avenue, Toronto, have assigned to J. P. Langley. The business, which was started some eighteen years ago by the father of the present members of the firm, had expanded in the hands of the sons, who had, however, insufficient capital to carry it on. They employed about twenty hands, and it is understood owe their workmen considerable back wages. The failure to meet the wage bill was one of the reasons for the assignment. No statement has been prepared by the assignee, but the trade liabilities are not likely to be heavy.

INLAND REVENUE REPORT.

The inland revenue collector, of Kingston, Ont., reports as follows for the month ending June 30 :

Collections.

On cigars from factories	$ 408.00
On cigars from warehouse	993.00
On mfg. leaf from warehouse	800.00
On Raw leaf taken for use	489.86
	$2,690.86

The Ottawa collections for the same period are as follows :

Spirits	$22,167.22
Malt	1,602.00
Mf'd tobacco at 25c	2,893.25
Cigars	90.00
Vinegar	20.46
Supervision fee, bonded fact'ry	25.00
Methylated spirits	42.58
Fines and seizures	45.00
Grand total	$26,885.51

CUBAN CIGARS.

Since April 1, 1904, the statistical bureau at Havana has published monthly statements of the exports of cigars, which shows the name of the manufacturers and the destination of the product. According to these data the ex-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Money Back

If you cannot sell your order of ***Pebble*** and ***Pharaoh*** Cigars at the end of three months you get your money back. Few Grocers come after the money. They sell the ***Pebble*** and ***Pharaoh*** Cigars long before the three months are up. Try an order.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, - QUE.

There is a Ring

of sincerity about the make and fidelity to standard in

T. & B.

That draws the smoker to it, and satisfies him. **T. & B.** adds to the profit of any grocer's store. Get **T. & B.**

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, - ONTARIO

ports during the last nine months of 1904 were as follows:

Exports of cigars from Cuba during the nine months ended December 31, 1904.

Whither Exported.	Number.
England	66,541,000
United States	45,422,000
Germany	24,087,000
Canada	5,070,000
All other countries	27,590,000
Total	168,710,000

BLACK CIGARS NOT STRONG.

Probably there is not one smoker in a thousand who would not be surprised and, in fact, incredulous if he were told that the color of a cigar is absolutely no guide to its strength. Yet such is the case, and a fact well known to cigar manufacturers and importers, says the Tobacco Leaf. The belief of smokers that cigars of dark color are strong and those of a lighter shade are milder is, in point of fact, as fallacious as it is general. This is but one of many delusions harbored by consumers of tobacco, and which practical cigar men have smiled at and indulged from time immemorial.

ARE YOU SELLING

McDougall's Clay Pipes

THE BEST IN THE WORLD

D. McDOUGALL & CO., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

If we didn't know how to make

KING BUFFALO CIGARS

we couldn't honestly ask you to buy them—even at that price, $35.00 per M. Express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. Packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of Fine Art Pictures.

Cut this out so you won't forget to send an order for King Buffalo Cigars

Canada Cigar Co., Makers, London, Ont.

THE OUTLET

from unsteady to a steady trade is in sure-selling lines like

Ivorine Starch

a cold-water starch that yields 60 per cent. to the dealer and pleases the user as she was never pleased before.

$2.50 for a case of 40 pkgs.

See your jobber.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.

It is the *Best* and cheapest of any *Tea* or *Coffee* substitute on the market.

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills
21, 23, 25 Cosport Street, - - MONTREAL

FREIGHTS AND CHARTERS

SHIPPING of all descriptions is very active. Ocean, as well as lake tonnage is abundant and of very interesting proportions. The like and river rates have not changed, and business is first rate. On the outgoing ocean boats large grain cargoes continue to go forward, and the dairy produce is increasing every day. Hay is going forward in large quantities also, and the work of hay pressing as a business has received an impetus.

Large cargoes have been booked from Port William to Buffalo, and it is likely that copious quantities of these will come through Montreal. Provisions and frozen meats are also being shipped by the Laing Co. and other Canadians.

The South African service has not been short of Canadian produce, yet amazing quantities of American provisions and meats have gone through Montreal to Durban, Port Elizabeth and other South African destinations.

Peabody & Co. seem to be the large consignees for the American goods, and it is again a subject for wonderment that Canadians have not more agents on commission representing them in all the colonies.

The big Canadian flour mill companies continue to export their products, and ready sale is found for them.

A number of sailing ships are now in the Port of Montreal awaiting cargoes, principally lumber, for the United Kingdom, and some for the Argentine Republic.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	15/	15/9	15/	15/6	17/6	17/6	12/	12/	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Meats	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13¼c	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	.....	..	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/	.....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....		17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.. ..	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be col'ected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

TWO GREAT EVILS.

OVERMEASURE and overweight are difficult to control in every store, says an exchange.

The statement is true, and the merchant needs to be on the lookout all of the time for these deviations from good business rules. Many people who lack good sense and good principle are forever tempting the clerk to do the wrong thing.

They ask him for overweight and overmeasure as a premium for their business. Once they find that he will succumb to the temptation they give him to understand that he is holding their trade because he is more liberal than others in the store.

There are many small people who think that an extra quarter yard or an ounce or two overweight is worth walking around the block after.

You have seen them in your store. They hang around until some certain clerk can wait on them. He is the clerk who gives the down weight and an extra measure.

Watch for those weak spots? When you find them, handle the situation diplomatically. You can handle it so as to drive the grafting trade away from the store, or you may be able to handle it so as to hold these customers.

But above all things drive overweight and overmeasure out of your store system. Here is where constantly coaching the clerks will accomplish a great deal.

THE

"VAMPIRE" Spiral Flycatcher

5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.

SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for $10.00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

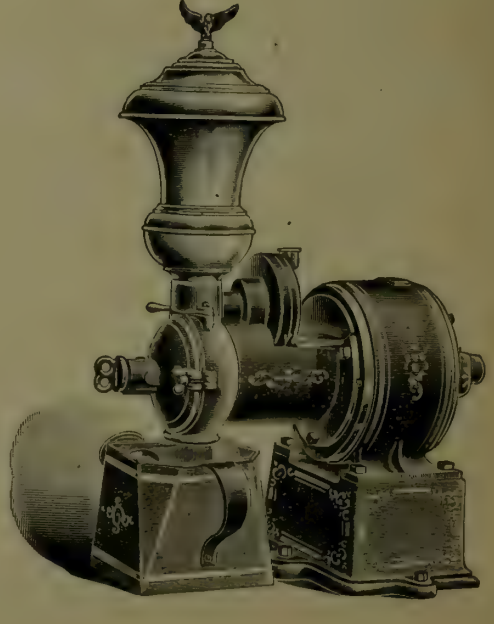
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

WM. BRAID & COMPANY

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 6, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
⅛ " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins. 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins	" 3 50
" ¼-lb. tins	" 2 00
" fancy tins	" 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

	per lb.
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

	Per doz.
Icings for cake—	
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

INTRODUCING

We beg to advise the Trade that we have been appointed Canadian selling agents for ***COCOAGENE, the new and most convenient form of COCOA.*** It is put up in attractive tubes containing 18 tablets, requiring only one tablet to make a ***large cup of delicious Cocoa.***

Just the thing for Picnics, Camping, Yachting, etc., and at the same time the cheapest and best for family use.

In cartons of 1 dozen tubes.
Price $1.80 per dozen tubes.

IN STOCK NOW - TRY IT.

"COCOAGENE"

ROSE & LAFLAMME - Montreal.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case, per doz.,	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
½ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—

6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 60
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	1½ 00
Roquefort—Large size	"	3 40
Small size	"	1 60

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	**Kegs and Pails.**
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

The above list shows selection you can make for an order of ***CANADA'S***

BEST TABLE SYRUP

" CROWN " **BRAND**

For sale by every jobber ——— Try ***"Crown"*** brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co'y Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley	½-lb. tins	$1 2 5
" " "	1-lb. tins	2 2 5
" " groats	½-lb. tins	1 2 5
" " "	1-lb. tins	2 2 5

	Per doz.
Robinson's patent barley, 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.

	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins, per lb.	0 25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$3 00

Soap and Washing Powders.

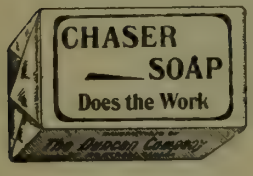
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.

Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Benson's brand starch—	
Laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 3 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

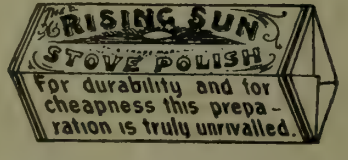
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

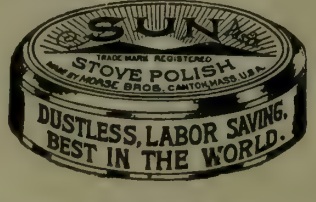
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 8 4, bxs., ea. 3 dz.
Enameline No. 0 6 6, bxs., ea. 3 dz.
Enameline liquid, bxs, ea. 0 80 3 doz.
Blackene, 5-lb. 0 10 cans, per lb.

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

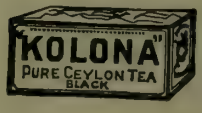
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

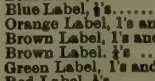
	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 56

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½

EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 30 at 0 35
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 40 at 0 50
Red Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 26
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 42½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz "	1 05
Jersey cream yeast cake, 2 doz.	1 00
Victoria " doz. 5c.	1 09
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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GEO. MUSSON & CO., TORONTO
JOHN W. BICKLE & GREENING, HAMILTON
GEO. H. GILLESPIE, LONDON
JOSEPH CARMAN, WINNIPEG

IF VINEGAR WAS USED

to a large extent in the household, there would have been a tremendous uprising when acid vinegar had sway. The small consumption by each person saved this vinegar from the fate it deserved, until pure fruit vinegar came as the result of the best researches and the most stern tests, to show that the human system was being shattered by adulterations.

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

was the pure fruit vinegar that came—came to stay. Its consumption increases every year—but never a complaint. Where do you stand?

THE W. H. WILSON CO., LTD.
TILLSONBURG, ONT.

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For Retailing
By JOHN H. BLAKE

PART I.
The Tea Gardens of the World.
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Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.
How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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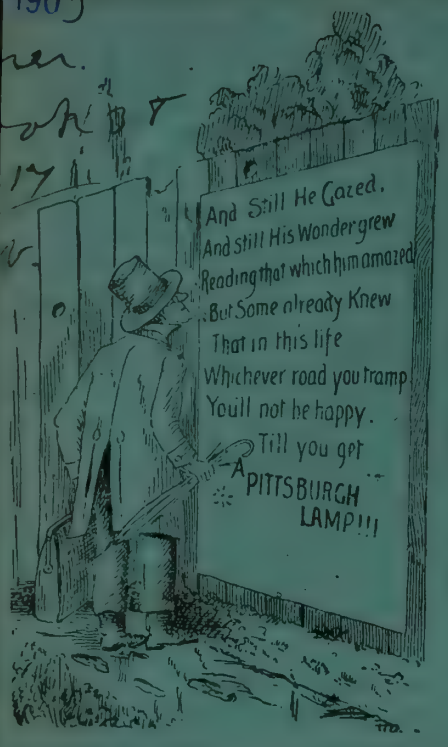
Owner.



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LAMPS

THE PITTSBURGH or THE BELGIAN

WRITE FOR PARTICULARS

GOWANS, KENT & CO.

TORONTO

"Perfectly clean from our kitchen to your customers."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

RAW SUGARS

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General Commission Merchants

QUEBEC Montreal OTTAWA

GREAT WEST NUMBER

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JULY 14 1905

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20 lbs.
NET
EDWARDSBURG
CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX | MONTREAL AND TORONTO, JULY 14, 1905. | NO. 28.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

HAVE YOU TRIED OUR

STRATHCONA?

A hard, sweet, square biscuit. Quality good. Price within reach of all.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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The Call

is for

PEACOCK BRAND MINCE MEAT

No other Mince Meat better.

No other Mince Meat cheaper.

Peacock Brand Mince Meat for you.

The BATES MFG. CO., Limited

9-11 Francis St., TORONTO.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

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is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

Increase Their Faith!

"Price" is an argument for trade, but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods.

Scotch Fish

Kippered Herring, Herring in Tomato
Fresh Herring Herring Roes
Packed by Specialists at North Shields, G.B.
Once tried always used

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

Order Now

"Thistle" Brand Haddies

Parchment Lined Full Weight
Always the Best
Not the Lowest Price, but *Cheapest* to use

"Shell" Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles. In 1 pound bars and upwards and in pressed cakes also.

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Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Heinz Pure Food Products Stand All Tests

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Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

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Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

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4. **Japan Teas** require no bolstering up with other teas.
5. **Japan Teas** are not injurious to the most delicate constitution.
6. **Japan Teas** always please the consumer.
7. **Japan Teas** pay you well.

JAPAN TEAS ARE ALWAYS RIGHT

SPEAKING OF SAUCES—

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

Paterson's Worcseter Sauce?

Honestly now, do you? We don't.

ROSE & LAFLAMME,
AGENTS,
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A Pickle Pointer

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another" kind. Not the kind that you have to work hard to make every sale and then your customer isn't satisfied. Sell **Flett's Pickles**— the pickle of quality.

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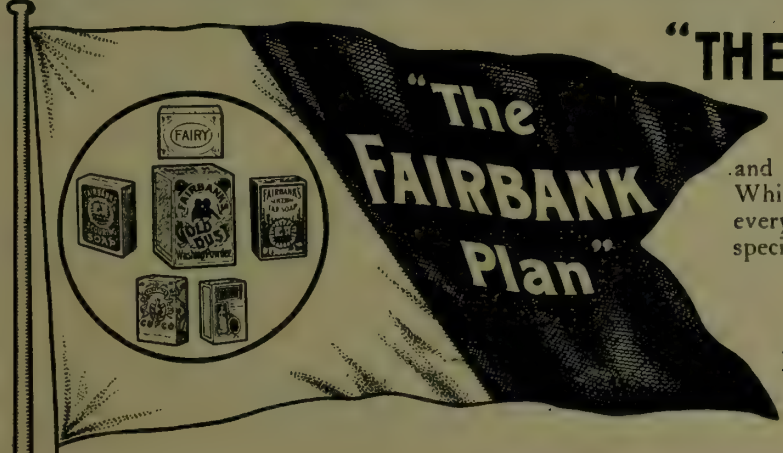

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LOOK INTO IT

.and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
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and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

NO DOUBT ABOUT IT!

There is no doubt that wherever **good** judgment prevails **Ceylon Teas** prevail. It would be an impolitic, substance-for-shadow move to **substitute** Japan, or China Teas for **Ceylon Teas** when there is **no cause** for rejecting **Ceylon Teas.** Your business will not permit of much experimenting. You cannot afford to **risk sales.** Tea consumption is big. **Ceylon Teas lead** in amount **consumed.** If you lose your **Ceylon Tea** trade by an unwise move, where will **you** be? Keep **close** to **Ceylon Teas** and you keep close to **trade.** **Ceylon Teas** are here to stay—**be sure of that.**

ATTENTION!

We will send you a sample of a perfect Metal Polish

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if you will send us your name and address. If you get a sample, you'll want a supply.

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Any Size. All Guaranteed to do the work.

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WE EXPORT

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Let us hear from you.

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THE STANDARD COMPUTING CHEESE CUTTER

is a fixture that no merchant who believes in up-to-date money-saving devices can afford to be without.

It is perfect in its operation and in every detail of its construction.

It cuts to weight and to money value, at any price per pound, in one operation.

It stops losses on cheese by preventing waste, crumbling and sampling, while it protects the cheese from dirt, mould and drying out.

The customer gets just the amount of cheese asked for in one perfect cut.

It will save the three to five pounds you are losing on each cheese cut.

Terms and Prices Right. Write for Folder.

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anything nearly as good as

SYRUP OF MALT
EXTRACT OF MALT

Why not sell the best and make the most?

SAMPLES ON REQUEST.

GEO. SLEEMAN, Guelph, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

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COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
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Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Make Your Own Sales

If there is a woman who has never used

The Tarbox Mop Cloth

she certainly would not long be a non-user if she knew how much energy would be saved in mopping.

Awaken to your opportunity for sales.

Your Jobber Sells Them.

TARBOX BROS., Toronto

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

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C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

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Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

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for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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Purnell's
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Shows a good profit.

Is the Best Value on the Market

Order to-day from our agents.

PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION" BROOM (PATENT)

1.—It costs no more than the ordinary broom.

2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.

3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING $2.30, 4 STRING $2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.

Wholesale Grocers, - London, Ont.

"Condor" Ceylon Black Tea in Lead Packages

Madam Huot's Coffee

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

1 lb. Tins - - 31c.

2 lb. Tins - - 60c.

Pure, Rich, Delicious

This Coffee has been over five years on the market and the increasing demand proves its worth.

Its well-known merits put it above all others, and the extensive publicity in daily papers and reviews of Canada helps the retailer to sell it.

It has the qualities to please the lovers of good Coffee, and leaves you a good margin of profit. **Keep it in stock.**

New Teas in Stock

50 Half Chests Condor V. Japan May Tea, Second Lot, at . . **25c.**

25 Half Chests Condor XXX. Japan May Tea, at . . . . . **20c.**

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All Choice Liquoring Teas

25 Chests Ceylon Green Tea, Natural Leaf, Hyson No. 1, at . . **16½c.**

25 Half Chests Ceylon Green Tea, Natural Leaf, Yg. Hyson, at . **17½c.**

50 Half Chests Ceylon Green Tea, Fancy Finished Leaf, Yg. Hyson, at **18½c.**

66 Boxes 50 lbs. each, Ceylon Green Pinhead Gun Powder, Very Fancy Leaf, at . . . . . **22½c.**

Ask for Samples. It pays.

Specialty of High-class Goods in Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

E. D. MARCEAU

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

281-285 St. Paul St., MONTREAL

BEWARE!!!

That I was **FOUR YEARS** in **EUROPE** studying and choosing the very best representations in

Wines, Liquors and Alimentary Products

The following firms speak for themselves:

P. GARNIER. All kinds fine liquors.
THE UNITED VINEYARD CO. Salamander Medicinal Brandy and other fine brands.
L. CHANDON. Regal and First Champagne.
DIEZ HERMANOS. All kinds of Genuine Spanish Wines.
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J. LATRILLESON. All kinds of Genuine Bordeaux Wines.
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MACLEAY DUFF & CO. All kinds and sizes in Scotch Whiskies.
ALFRED CHANCERELLE. French Imported Sardines.
BUSCHETTO BROS. Vermicellis, Macaronis and Nouillettes.
BOY PERE & SON. French Olive Oil for Table Use.
HARTMANN & CO. All kinds of Foreign Liquors.
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GRANDE SAVONNERIE MARSEILLAISE. All kinds of Castile Soap.
MASSARDIER & GRANJON. (QUINA EXCELSIOR) Famous Apperitive and Strengthening Ozonified Wine.
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EDUARDO HEREDIA. Tarragona Wines.
PABLO DELOR. Raisins, Fruits and Mediterranean Products.
F. LECOURT. French Peas and Beans.
ROMAN SPRINGS. French Mineral Water.

Sub Agents Wanted

B. O. BELAND

1684 Notre Dame St., MONTREAL

HALIFAX. N.S. OTTAWA, ONT. VANCOUVER, B.C. QUEBEC, P.Q.

We're Strong on Teas.

If you want something in bulk Teas that will startle your opposition, write us for samples. Just now we can show values that are really extraordinary—teas that will improve your trade. Would like to do some mail order business with you.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

MAPLE SYRUP

Telfer Bros., brokers, Winnipeg, took 3 cars in month of Jan., 1905.
Wm. Maitland & Co. (retail) took 1428 packages in 1903, and 2614 in 1904.

If your Syrup Trade is Stagnant, Why?

PRODUCT OF
CANADA MAPLE EXCHANGE

Small's Brand Maple Syrup and Confections have highest awards from all quarters of world. Every package bears guarantee and analyst certificate.

All Jobbers.
Head Office, Montreal.

Canned Goods

The Grocer who has not placed his order with us made a mistake—Our price for Peas, order taken before June 30:

Old Church Peas 55c.
Jersey " 57½c.

Nothing better packed in this grade.

Delivered in car lots. Less quantities F.O.B. Hamilton
Do not tell any one, but if you write promptly you may be able to get a few.

Strawberries $1.55 **Raspberries $1.45**

Let us hear from you. Our prices will be right for corn and tomatoes.

Standard Canning Co., - Hamilton, Ont.

RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.

GLADSTONE

Began his political career as a Tory, but his desire for progress and reform led him to adopt the ideas of the great Liberal Party.

The Grocer may experiment with a miscellaneous variety of brands, but at length discovers that

WOOD'S COFFEES

are what he has been seeking as they combine all the elements for successful trade.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

Preference

is given by all storekeepers to articles which are well known to the people and that have a reputation behind them.

MATHIEU'S NERVINE POWDERS

are not only well in the public mind, but they have a reputation as the most reliable and safest cure for all Nerve Pains, Headaches, etc.

Unlike most extensively advertised articles there is a good profit on their sale; they sell rapidly and the profit soon accumulates. It is to your interest to display some of the boxes in a conspicuous place. They sell at sight.

Some short-sighted dealers let their stock run out of

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

because they think it is exclusively a winter preparation. Even through summer many people are troubled with cough, colds, etc., and many will ask for "MATHIEU'S SYRUP OF TAR AND COD LIVER OIL.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

Canned Peas

Place your order early for the Popular Standard Brands.

Prices for 2-pound Tins, 60c. and 62½c. per dozen.

Guaranteed New Pack

Delivery in a few weeks.

Best Goods — Most Attractive Labels
Lowest Prices — Satisfaction Guaranteed

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

Winnipeg as a Wholesale Centre

IT is a commonplace to indulge in high-flown generalities concerning the wonderful growth of Winnipeg during recent years as a wholesale distributing centre for Western Canada, and it is not the intention of the present article to repeat a multitude of platitudes and generalities which are now as an oft-told tale. At this day no one doubts the prosperous present and still more roseate future of Winnipeg and the great fertile prairie country lying west of the lakes. It is no longer fashionable to doubt it; the westerner is outdone in his praises of the newer Canada by the eastern man, who probably knows the country only by hearsay. Business men in all parts of Canada are looking to the west for the expansion of their trade, and the interests of the country west of the lakes occupy about three-quarters of the time of the Dominion Parliament. It is not necessary to occupy any valuable space explaining in a general way the wealth and potentialities of the west.

But, while no one now is brave enough to cast any doubts upon the prosperity and bright prospects of Winnipeg, it is nevertheless the case that very few visitors on their first arrival in Winnipeg are prepared to see the immense warehouses in which the merchant princes of the western city transact their business. The man from Montreal or Toronto who pays his first visit to Winnipeg is not prepared to find warehouses as large as those he has known in the large eastern cities and many that are larger. He is not prepared to find in a city of about 80,000 inhabitants serving a country whose population is not much in excess of one half million, warehouses larger than he has known in eastern cities of larger population serving a constituency with a much larger population. But this is exactly what he finds. In spite of all that he has heard the reality surprises him

Aim of This Article.

This article attempts to sketch the history of the leading jobbing and manufacturing firms of Winnipeg, and to show by illustrations to what proportions the Winnipeg firms have grown. Winnipeg's business history is yet in the making and there are few firms here which have been in business in Winnipeg for twenty years. The number who have commenced doing business in Winnipeg or have built large warehouses during the last four or five years is astonishing. New establishments are being opened out with astonishing rapidity, and the number of eastern firms sending representatives to Winnipeg and establishing branch warehouses and sample rooms to cater to the western trade is legion.

Nevertheless there are few indications of a boom; the rapid growth of Winnipeg as a commercial and distributing centre rests upon solid foundations. It is true that a number of firms have built beyond their present requirements, but he is a foolish business man in Winnipeg who does not provide for future expansion. At the present moment Winnipeg is the undisputed distributing centre for the people of the most fertile and largest continuous wheat belt in the world. It is true that only a small portion of this wheat area is yet under cultivation, but immigrants are pouring in by the thousands every season to take up free Government lands and every new arrival means a new customer to be supplied from Winnipeg or the east. Undoubtedly there will be other jobbing centres in the west, but Winnipeg, having been first in the field, should maintain the first place. Her relative importance as a commercial centre is shown by the fact that she ranks third in Canadian cities in clearing-house returns.

Few Manufacturing Industries.

A glance through the pages that follow will show that there are as yet very few manufacturing industries in Winnipeg. The prairie city is, as yet, essentially a distributing centre, handling the manufactured products of eastern cities and outside countries. That this will always be the case no person believes, and already there are a number of prosperous manufacturing plants. The chief drawback is the absence of cheap power. Power generated from coal costs relatively so much more in Winnipeg than in the east that manufacturers hesitate to locate here. At the present time the city council and the most enterprising business men are looking for a solution of the difficulty in the water power available at the Winnipeg River, between sixty and seventy miles distant from Winnipeg. It is urged by those who have studied the situation that, contrary to the popular opinion, Winnipeg occupies one of the most commanding positions of any manufacturing centre in the country, and that it will be the fault of Winnipeg's citizens if the advantages of cheap water power are not realized.

Water Power.

In a paper by Mr. Chas. Esplin, who has made a personal examination of the Winnipeg River and has given the whole power question a careful study, the situation is reviewed at length. The commonly accepted data show the elevation of the Lake of the Woods to be 1,042 feet. The elevation of Lake Winnipeg is 710 feet, and the total fall of the Winnipeg River from the Lake of the Woods is consequently 332 feet. The portion of the river in which Winnipeg business men are most keenly interested because of its potentialities as a source of cheap power is near the Big Bonnet Falls. In a distance of less than six and one half miles from the head of the Big Bonnet Falls to the foot of Silver Falls the river drops over 94 feet and in that distance there are three principal groups of falls. The first is Big Bonnet Falls, with a drop of over 35 feet; the second is White Mud or Electra Falls, with a drop of 13½ feet, and the third is Silver Falls, with a drop of over 22 feet.

It is estimated by power experts that the Big Bonnet Falls will easily yield 390,000 horse-power, that the Electra Falls will yield 227,000 horse-power, and that the Silver Falls, if improved, will yield additional 227,000 horse-power, or a total of 884,000 horse-power within 6½ miles.

That is, within 65 miles of Winnipeg, an enormous amount of water power is going to waste and is available for use in Winnipeg if advantage be taken of the situation of the city. It is estimated that this amount of power is equal to that which can be obtained from 7,000,000 tons of coal per year.

The river at the points in question is about half a mile wide. It contains not only the water from the region drained by the Lake of the Woods and its tributaries, but also another volume of water about twice as great, from the region drained by the English River and its tributaries. Sixty feet is not an uncommon depth and the volume of water is not less than 7,000,000 cubic feet per second. While several hundred thousand horse-power can be developed there, the total amount of horse-power used in the manufactures of Toronto is about 150,000 horse-power.

It is unnecessary to dwell upon the possibilities which access to such power opens to Winnipeg industries. The development of the water power of the Winnipeg River and of the St. Andrew's Rapids on the Red will mean a revolution in the industries of Winnipeg. In addition to being the distributing centre for the west Winnipeg will also be its manufacturing centre.

Gordon, Ironside & Fares.

This is a firm with a more than national reputation, and, although its beginnings were in the west and the west is still the source of its supplies, yet with stockyards in Montreal, with facilities for handling their own cattle in Liverpool and Birkenhead and with cold storage plants in various Canadian towns, Gordon, Ironside & Fares are much more than an ordinary Winnipeg firm. It is, however, in the packing facilities and packing house business of the firm that readers of The Canadian Grocer will be most interested, and that is a Winnipeg industry.

In 1891 the firm were known as Gordon & Ironside, and headquarters were in Manitou and Pilot Mound. In 1896 Mr. Fares was admitted to partnership and the firm became known under its present name. Two years later the present extensive plant was built in Winnipeg, and the history of the firm since then has been one of rapid progress. Branches with cold storage plants have been established in Rainy River, Kenora (Rat Portage), Fort William, Port Arthur and Sault Ste.

Marie. These are all supplied with dressed and cured meats from the central establishment in Winnipeg.

The Winnipeg plant is one of the most complete and up-to-date in Canada and the products of the firm are sold in all parts of the country.

Warehouse Foley, Lock & Larson.

Foley, Lock & Larson.

It is hard to realize that the firm of Foley, Lock & Larson date their existence only since January 1, 1903; hard because of the immense warehouse in which they carry their stock, and hard because of the ramifications of their business throughout the entire west. Foley, Lock & Larson are the successors of Lock Bros., who for two or three years before the formation of the present firm carried on a fruit and produce business. Lock Bros. started in a small way in the Oddfellows' Block, on Princess street, conducting a fruit and produce trade. From there they moved to Bannatyne street east, where they remained until a move was made into their present quarters. In the meantime the firm of Foley, Lock & Larson was formed, its members being Foley Bros., St. Paul railway contractors and wholesale grocers; T. H. Lock, J. A. Lock, W. G. Lock, A. S. Lock and Peter Larson, railway contractor, of Helena Mont.

The present building on Market street was built in 1903 and the firm moved into it in October of that year. At the present time they are building immediately to the east of their warehouse a big confectionery and biscuit plant which will be completed, it is hoped, before the snow flies. The building will have a frontage of 216 feet, a depth of 100 feet, and will be five storeys high with a basement. The combined warehouse and confectionery plant will probably be the largest building of its kind in Canada. The firm are also building on James street a warehouse 50x100 feet for the storage of heavy goods, such as salt, sugar and syrups.

The rapid growth of this firm is a splendid example of what may be accomplished by push, energy and capital in the Canadian west. Although a new firm, Foley, Lock & Larson occupy a foremost place among the wholesale grocery firms of the west. They have ten travelers in the country and four in the city.

J. Y. Griffin & Co., Limited.

It was in 1880 that this firm established the first pork packing business in the Canadian west. At that time dressed hogs only were handled and there was no system of refrigeration or cold storage. Methods were not then what they are now and appliances in general use and employed by this firm now were primitive when compared with the plant now in operation. Hog products, butter, eggs and cheese were all handled in one ordinary warehouse.

In 1886 a step in advance was made when the company erected a new pork packing plant with a daily capacity of 250 hogs, and in this plant the company made their first use of ice for chilling and storage rooms.

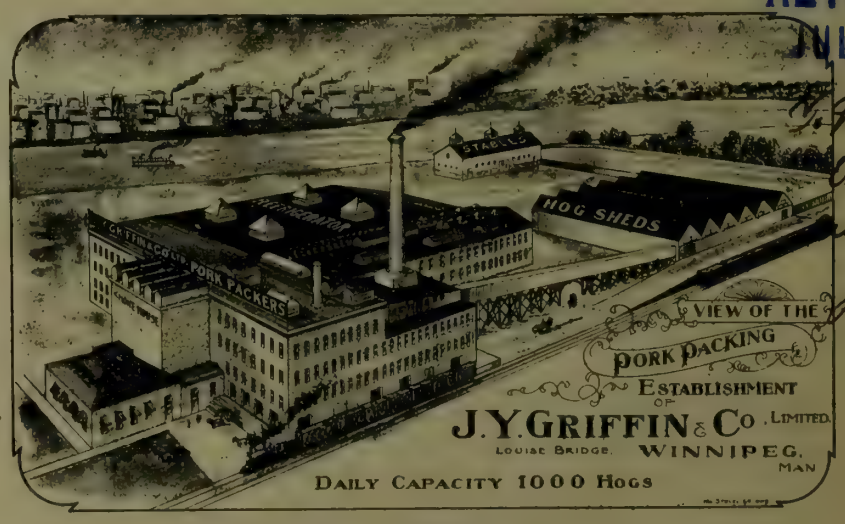
The steady growth of the west was the underlying reason for the growth of this pioneer packing industry and the year 1898 saw a big expansion while the intervening years have been one continued story of rapid growth. In 1898 the plant was doubled in size and the daily capacity was now 500 hogs. Mechanical refrigeration was installed for the chill rooms and butter, egg and cheese rooms. Branches were also established in that year in Vancouver and Nelson, B.C. In 1902 the plant was again enlarged making the daily possible capacity 1,000 hogs. The use of ice was discontinued and the mechanical refrigeration system was extended throughout all the storerooms. In 1904 a branch was established at Calgary and the killing of cattle and sheep at the Winnipeg plant was commenced.

At the present time further extensions are contemplated to be made next year which will nearly double the present plant. Distributing warehouses will also be established in the near future at Rat Portage (or as it must now be known, Kenora), Fort William, Rainy River and Sault Ste. Marie. Evidently the history of the company is still to be one of rapid growth.

Nicholson & Bain.

Nicholson & Bain are the successors of Henderson & Bull, a firm of commission merchants who will be remembered by those Rho have been in the trade a few years. Mr. Nicholson came to Winnipeg in the days of "the boom" in 1882, and commenced to work for Henderson & Bull. Mr. Bull retired in 1888, the firm then becoming W. F. Henderson & Co., and Mr. Nicholson retained his connection with it. When Mr. Henderson died in 1896, Mr. Nicholson succeeded to the business, and in January, 1903, when it took Mr. Bain into partnership, the firm became known under its present name of Nicholson & Bain.

In 1904 the first step in a policy of expansion was taken by the opening of a branch in Calgary under the name of Nicholson, Bain & Johnson, the firm holding the same agencies at that point



Packing Plant J. Y. Griffin & Co., Limited.

as in Winnipeg. Property has been secured in Calgary and a large, modern warehouse will be built there this year. It is the intention of the firm to start a branch in Vancouver, and they are also considering the advisability of opening in Montreal.

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Warehouse Nicholson & Bain.

The large Winnipeg warehouse, which was built in 1898, affords accommodation for an extensive stock. It is a three-storey building with a basement, the dimensions being 66x72.

It would be impossible within the limits of available space to enumerate all the agencies of this firm, but the following are among the firms whom they represent: Canada Jute Co., Limited, Montreal, bags, twine, Hessians; Edwardsburg Starch Co., Cardinal, Ont., starches, syrups, glucose; Truro Condensed Milk and Canning Co., Truro, N.S., condensed milk, evaporated cream; Rosenberg Bros. & Co., San Francisco, California dried fruits; Anglo-British Columbia Packing Co., Vancouver, canned salmon; Flavelle Limited, Lindsay, honey, eggs, cheese, butter; Diamond Elevator and Milling Co., Minneapolis, cornmeal, rye flour, etc.; Dow & Curry, Pilot Mound, Man., rolled oats, pot and pearl barley; Wallaceburg Sugar Co., Limited, Wallaceburg, Ont., sugars; John Sealy, St. John, N.B., canned, smoked and dried fish; Funston Dried Fruits and Nuts Co., St. Louis, nuts; Postum Cereal Co., Battle Creek, Mich., "Grape Nuts" and "Postum"; Peek Bros. & Co., London, Eng., teas and spices; J. B. Stringer & Co., Chatham, beans; Mahler Bros., Chatham, evaporated apples; California Fruit Canners' Association, San Francisco, dried and canned fruits; Campbell Fruit Growers' Union, San Jose, Cal., dried fruits; Manitoba Canning Co., Limited, canned meats; Sugars Limited, Montreal, maple sugar and maple syrup; New York Coffee Co., London, roasted coffees; Evans, Coleman & Evans, Vancouver, canned salmon; Cudahy Packing Co., South Omaha, canned meats, smoked meats, lard; F. W. Fairman Co., Limited, Hamilton, meats and lard.

Campbell Bros. & Wilson.

Campbell Bros. & Wilson are the successors of Sutherland & Campbell, who commenced a wholesale grocery business in Winnipeg in the "boom" days of 1882, from which so many Winnipeg firms date their early beginnings. The firm were then located on Princess street, on the corner immediately north of their present building. Jas. Sutherland died in 1885, but the business was still conducted under the old name of Sutherland & Campbell until 1900, when R. R. Wilson was admitted to the firm and the name then became Campbell Bros. & Wilson. The members of the firm as at present constituted are R. J. Campbell, W. J. Campbell and R. R. Wilson.

The present commodious and handsome warehouse illustrated herewith was built in 1903, and within recent years a branch has been opened in Calgary. The firm and its brand of "Royal Shield" goods are no strangers to the western trade from Winnipeg to the coast.

Western Packing Co. of Canada, Limited

This large packing house firm was organized in 1902, and in that year their large and up-to-date plant was built. They are situated on Logan avenue west, not far from the new C.P.R. shops, and they have excellent track facilities for the prompt shipment of their output. The packing house plant is up to date in every respect, being equipped with an excellent refrigerator system and all the latest conveniences.

H. V. Kobold is president of the company, and R. M. McLeod is secretary-treasurer.

Bright & Johnston.

The wholesale fruit firm of Bright & Johnston was formed in 1896 by the partnership of A. Bright and K. J. Johnston. Mr. Bright was formerly a wholesale grocer and Mr. Johnston was a city traveler. The business was opened on Princess street and two years later in 1898 the firm bought the block in which they are now located. In 1903 they built a large new block adjoining their present premises into which they have not yet moved. The firm do a large wholesale business in fruits, and have a good connection throughout the west.

Gallagher, Holman, La France Co.

This is a new packing firm formed by the amalgamation of a number of other firms whose names have been well known in the west for many years. Perhaps what may be called the parent firm was founded in tne Spring of 1880 and it was known as P. Gallagher & Son. In 1902 this firm were incorporated, and in 1904 they amalgamated with the Holman Meat Co., and the firm name was changed to Gallagher, Holman, LaFrance Co. Although the original firms have been in business for many years, the firm is practically a new one and the up-to-date packing establishment which has been erected is only now in shape to run at its full capacity. The plant is situated on Logan avenue west, not far from the C.P.R. shops, and the management have spared no efforts to equip it with the

Warehouse Campbell Bros. & Wilson.

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latest appliances. The cured meats branch of the business has only been commenced. An abattoir was built about three years ago and operated for one year. Then big extensions were decided upon and the new plant is scarcely completed yet. With its own refrigerating plant and all the most modern devices of a packing house, the firm are in position to do an increasing business if the Northwest farmers will supply the necessary hogs.

Macnab & Roberts.

Development is an old story in the west, but a good example is furnished by the growth of the firm of Macnab & Roberts, who commenced as commission merchants and are now doing a large and rapidly-increasing business as a wholesale house. J. C. Macnab commenced in 1897 as a commission agent for grocers' and confectioners' specialties, and two years later was joined by

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Warehouse MacNab & Roberts.

William Roberts. Business was commenced on Main street and later premises were rented from Bright & Johnson on Bannatyne avenue. From there the firm moved to the old Balfour Block on Rorie street, but the increasing demands of their business made larger quarters necessary, and in 1903 the contract was let for the present building. Removal was hastened by a fire in the Summer of 1903.

Their present warehouse is five storeys high and its dimensions 40x105 feet. Recently the commission part of the business has been dropped and the firm now buy their goods outright and do a jobbing business in grocers' specialties.

Scott, Bathgate & Co.

Scott, Bathgate & Co. are the successors of Scott, Peter & Co., who commenced a general manufacturers' agency business in Winnipeg eight years ago. When Mr. Peter retired from active business two years ago, the firm became Scott, Bathgate & Co., its members being A. E. Scott and J. L. Bathgate. The best evidence of the growth of their business is the fact that they have decided to erect a five-storey building on the corner of Notre Dame avenue and Victoria street. Their present location is on Princess street.

Dingle & Stewart.

Dingle & Stewart commenced business in Winnipeg six years ago, their first location being on Market street. From Market street they removed to Portage avenue and in 1903 they built their present substantial warehouse on Stanley street. This is a solid brick structure two storeys in height, dimensions 50x100. They have excellent track facilities on the premises and hence are able to handle large quantities of goods with ease. They do a storage business for eastern manufacturers and recently have undertaken to act as distributors for eastern firms. For example, a traveler for an eastern house comes west and sells a great many small lots of goods. His firm make up a carload and ship to Dingle & Stewart who distribute the small orders among a great many customers.

Dingle & Stewart are exclusive western agents for the following firms: McCormick Mfg. Co., London, Ont.; Pure Gold Mfg. Co., Toronto, Ont.; Chase & Sanborn, Montreal, Que.

The A. Macdonald Co.

A wholesale grocery business unique in the character of its business methods is the A. Macdonald Co. Probably there is no other wholesale house in Canada conducting its business by the same methods. This house employs no commercial travelers and conducts its business on strictly cash principles. All accounts must be settled with the A. Macdonald Co. within 30 days; in a country where the credit system is so prominent and harmful they manage to do a large business without extending any credit. They communicate with the trade by means of fortnightly price lists which are sent to all western grocers. The business was commenced 17 years ago, and has grown steadily, large branch warehouses being now established in Kenora (Rat Portage), Ont.; Edmonton, N.W.T.; and Vancouver and Nelson, B.C.

Park Packing Houses.

Only one thing prevents a much greater development of the pork packing industry of Winnipeg than has yet been attained and that is the scarcity of the necessary hog. The western farmer is devoting nearly all his attention to wheat and is neglecting the growth of the packers' necessary raw material. The present packing plants could handle many more hogs than at present they can obtain in the west and, were the supply greater than the present facilities of the packers could take care of, their plants could easily be extended. There is no trouble in finding a market as the export demand is greater than the supply. There has been, however, a marked improvement during the last three or four years in the situation described. The hog supply is increasing and the quality is better.

Porter & Co.

Porter & Co. have a large wholesale glass and crockery establishment at 368 and 370 Main street. They do a large business in the west.

Kenneth, McKenzie & Co.

Kenneth McKenzie & Co. can date the beginnings of their business from the year 1870, as they are the successors of W. H. Lyon, who in that year commenced a retail grocery business in Winnipeg. In 1877 the business was changed from retail to wholesale, and about that time became known as Lyon, McKenzie & Powis. In the intervening years it was known as McKenzie, Powis & Co., and finally as Kenneth McKenzie & Co. The firm were at one time located at the corner of Main and McDermott on the site of the present C.P.R. ticket office. Later they were in business in the building which has recently been vacated by the Manitoba Free Press. They have been in their present location some 10 or 12 years.

Kenneth McKenzie & Co. have a reputation among the western trade for sane conservative business methods.

Herbert J. Boyd.

Herbert J. Boyd transacts a general import commission and manufacturers' agency business at 137 Bannatyne avenue. His principal line is wholesale crockery.

Mason & Hickey.

This is one ol the younger firms, dating its existence since October 1, 1904. Its members are: H. J. Hickey and L. P. Mason, and each of these gentlemen has had a long experience in the grocery business. Mr. Mason was for a number of years with F. F. Dalley & Co., of Hamilton, Ont., and for 14 years Mr. Hickey traveled for Lucas, Steele & Bristol. The firm represent a number of strong eastern concerns and carry a

stock for them in their commodious warehouse on Princess street. The following are the firms which they represent: Brantford Starch Co., Brantford; E. D. Smith, Winona; Gorman, Eckert & Co., London; Ingersoll Packing Co., Ingersoll; Diamond Crystal Salt Co, St. Clair, Mich.

Codville & Co.

One of the oldest wholesale grocery houses in Winnipeg is that of Codville & Co. The firm was organized in 1870 in the City of Quebec and was known then as Thompson, Codville & Co., its members being Jas. Thompson and J. J. Codville. The west did not offer the same inducements to business men that are found to-day, but this Quebec firm had faith in the future of the Canadian prairie country at a time when it was not the fashion to indulge in optimistic transports over the possibilities of a country that was then an unknown wilderness. The western market was not very large, but in 1880 Thompson, Codville & Co. opened a branch in Winnipeg, and their foresight has been rewarded by a steady growth in their business. The firm continued under the name of Thompson, Codville & Co. until 1899 when, on the death of Jas. Thompson, the name was changed to Codville & Co. the members being J. J. Codville and William Georgeson.

In 1900 the firm moved to their present commodious premises on Bannatyne avenue, which are illustrated herewith, and two years later they built a large coffee and spice factory and gave it an up-to-date equipment. It has since become one of the most important factors of their business.

The firm now employ about 100 hands in their Winnipeg warehouse and factory and they have established branches at Brandon and Calgary, thus being in an exceptionally good position to handle the western trade. At Calgary they have built one of the handsomest warehouses in the west.

Warehouse Codville & Co.

Ogilvie Flour Mills Co., Limited.

Closely associated with the history of Western Canada is the Ogilvie Flour Mills Co., Limited, which have played such a prominent part in the handling and disposing of the western crop. To say nothing of their immense interests in other parts of Canada, the Ogilvie Flour Mills Co. have a mammoth mill in Winnipeg on Higgins avenue. Their offices are at 267 Alexander avenue. Wm. A. Black is western manager of the company; Thos. Williamson is local manager, and William Campbell is assistant manager.

Lake of the Woods Milling Co., Limited.

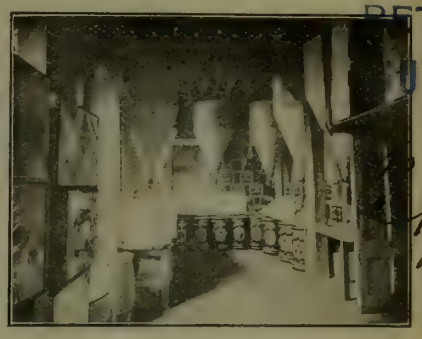
The Lake of the Woods Milling Co. have offices in Winnipeg at 212 McDermot avenue, and from these offices they handle their western business. Geo. V. Hastings is general superintendent and manager at Winnipeg.

The White Star Manufacturing Co.

This firm, which is the successor of the Dyson-Gibson Co., was the outcome of the first milling baking powder plant in the Canadian west. It does a large business in baking powder, spices, coffees, jellies and jams, and makes a specialty of pickles made from vegetables grown in the west. Last year 180,000 lbs. of cauliflower were used in the manufacture of pickles and two lbs. of cucumbers were used to one of cauliflower. R. Kay is president of the company.

The Dyson Co.

The Dyson Co., which succeeded the Dyson-Gibson Co., was formed in March, 1902. This company are manufacturers of "Red Cross" baking powder, flavoring extracts, pickles, vinegar and jobbers of many lines of spices, coffees, etc. Their factory is situated on Higgins avenue, one of the busiest of Winnipeg's business thoroughfares. The president and manager of the company is David J. Dyson; vice-president, J. D. Windrum; treasurer, Thos. Jeffreys.



Coffee Packing Room, Codville & Co.

Crook, Brown & Co.

Crook, Brown & Co. commenced a wholesale tea business in Winnipeg one year ago. The members of the firm, H. E. Crook and A. G. Brown, have been engaged in the tea business in England for a number of years, and Mr. Brown was at one time buyer in Colombo for a leading English house. Their place of business in Winnipeg is at the corner of Princess street and McDermot avenue.

Blackwoods, Limited.

Blackwoods Limited are one of the oldest manufacturing firms in the west, as their business was founded in 1882. At that time the business was confined to soda water manufacture, but since that date it has expanded to include a large pickling and vinegar plant. Pickles and vinegar are sold by this firm throughout the entire west, and their soda water goes as far east as Montreal. Sauces, fruit syrups and aerated waters of this firm's manufacture are sold in the east as well as in the country west of the lakes. Wm. Blackwood is president of the company and N. W. Bradstock is secretary.

E. H. Briggs & Co.

E. H. Briggs & Co. are a wholesale jobbing firm in woodenware and grocers' sundries. They are manufacturers of brooms, brushes and whisks. Their place of business is at 312-320 McDermot avenue, where they will be glad to welcome visitors during the Exhibition.

Corner in Labratory, Codville & Co.'s Spice Factory.

J. Brown & Co.

J. Brown & Co. commenced their packing business in Winnipeg in 1888,

their first warehouse being in the building which is now the Winnipeg Opera House. Their new premises on Princess street, into which they have recently moved from their location on Alexander avenue, are well adapted to the requirements of an up-to-date packing business. As is the case with the other packing

Coffee Roasting Plant in Codville & Co.'s Spice Factory.

houses, no difficulty is found in marketing the product.

The W. J. Guest Fish Co.

It was in 1890 that W. J. Guest commenced his fish business, and until the Spring of this year he conducted a wholesale and retail business on Main street. A couple of months ago he sold out the retail end of his business and decided to devote all his attention to the wholesale department. A new four-storey building is to be erected at the foot of Alexander street, where the best shipping facilities can be secured. Mr. Guest's connection with the Northern Fish Co. puts him in a good position to secure ample supplies of the best fish.

Telfer Brothers.

The story of this firm illustrates the common experience of eastern business houses which find their western business fast overtaking in importance the parent business in the east. For perhaps 20 years travelers sold biscuits in the Northwest for Telfer Bros., of Collingwood, Ont., but it was not until the

Factory and Warehouse, Telfer Bros.

Spring of 1902 that an office was opened in Winnipeg and a stock carried in a warehouse on Elgin avenue. In 1904 the present five-storey building was erected, in itself an evidence of the growth of the company's western business.

F. F. Telfer and H. T. Telfer are the members of the firm.

G. F. & J. Galt.

The name of G. F. and J. Galt is connected with "Blue Ribbon" teas, baking powder and spices and also with a general grocery business. It was in the early days of the city in 1882 that a general wholesale business was established in Winnipeg by G. F. and J. Galt. They were first located in the old Gerry Block and later they moved to Princess street. There present building was erected in 1887 and enlarged in 1904. In addition to their grocery warehouse they have a large spice mill and manufacturing department on King street. Branches of the business have been established in Calgary and Prince Albert, and there are tea packing establishments in Winnipeg, Vancouver and Calgary, in addition to the Blue Ribbon Tea Co.'s plant in Toronto.

Paulin-Chambers Co., Limited.

A biscuit and confectionery firm which dates its existence since 1876 is among the oldest of the business establishments of the Prairie City. The present firm of Paulin-Chambers Co., Limited, is the successor of the old-time firm of Chambers Bros., who in 1876 commenced the biscuit business in premises on Main street nearly opposite the present Strathcona Block. The western market was limited in its buying capacity in those early days and it required courage and enterprise to induce men to invest their money in an enterprise of the kind. As the west grew slowly the business kept pace with its progress, and in 1882 a frame building was erected on Ross street, not far from the present site of the company. About a year later the business of Chambers Bros. was acquired by the Paulin-Chambers Co., but it was not until 1899 that the present joint stock company was formed. In that year also the present large factory was built and the history of the company in the years of plenty and prosperity which have followed has been one of steady growth and material progress.

The president of the company is J. H. Chambers; the vice-president, W. H. Paulin, and the secretary and general manager is L. C. Macintyre, who for so many years has acted as treasurer of the Northwest Commercial Travelers' Association.

John Marrin Co., Limited.

In Western Canada there are few old firms, but the name of this firm is familiar to the old-timers, who remember a retail grocery business of the name which was conducted at the corner of Main and St. Mary streets. The wholesale business was founded in 1899 by Philip Marrin, Thos. Jobin and J. J. Tomlinson. With the expansion of the west this firm of wholesalers, who have developed a retail business to the wholesale stage, are receiving a good share of the growing western demand.

Manufacturers' Agents.

To attempt to enumerate all the manufacturers' agents in Winnipeg is a task beyond the scope of this article. Their name is legion, for almost every house of any importance in Eastern Canada, if it has not a branch in Winnipeg, is at least represented by an agent. In addition a great number of American houses and a few English are represented in Winnipeg by manufacturers' agents. In addition to the agents named already a few others might be mentioned: Buchannan & Gordon, Chas. Duncan, Jos. Carman, Ashley & Thompson, Jno. M. Scott, Geo. Adam & Co., Jos. E. Huxley, H. P. Peunock & Co., Bell & Armytage, W. L. McKenzie & Co., Stuart Watson, Reginald Lawson, R. B. Wiseman, C. J. Scandrett and J. A. Cheyne are all leading manufacturers'

Paulin-Chambers Co., Limited.

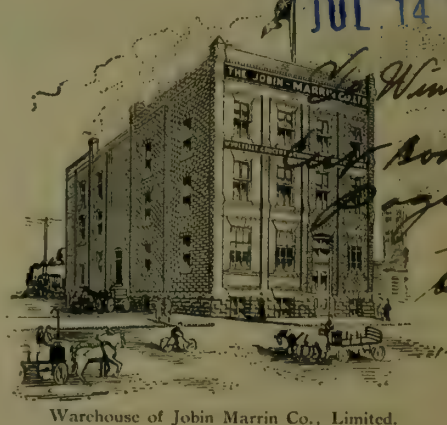
agents representing leading eastern and foreign houses.

Teese & Persse, Limited.

Teese & Persse Limited are one of the leading commission and brokerage houses in the grocery business in Winnipeg. The members of the firm are James Teese and John B. Persse, each of whom has had a long experience in the grocery business. They have a very strong list of agencies, some of the firms represented by them being the St. Lawrence Starch Co., the Tuckett Cigar Co., John Dwight & Co., E. B. Eddy & Co., and Upton's. They have offices in the Union Bank Building.

F. F. Dalley Co., Limited.

This Hamilton firm have had a branch in Winnipeg for some time. As manufacturers of grocers' sundries their name is familiar to the trade in all parts of Canada. Their place of business in Winnipeg is 141-143 Bannantyne avenue. Frederick F. Dalley is manager.



Warehouse of Jobin Marrin Co., Limited.

R. A. Rogers & Co., Limited.

The present fruit and produce firm of R. A. Rogers & Co., Limited, is the lineal descendant of the Parsons Produce Co., of which R. A. Rogers was for many years the general manager. This firm was established in 1885, and has grown up with the country. In 1901 it was incorporated as R. A.

IF YOU BUY RIGHT

SUNLIGHT SOAP

yields you a profit of 47°.

and yields your customers 100% of satisfaction.

THESE ARE OUR PRICES. F.O.B. WINNIPEG:

1	case parcels	-	$4.75	—	per case of	100 bars
5	" "	-	4.65	—	" "	100 "
25	" "	-	4.25	—	" "	100 "

Push the line that pays, especially when you are sure of its sterling quality, and are positive it will give satisfaction.

All Old Country settlers demand Sunlight Soap.
If your wholesaler won't supply you we will.

LEVER BROTHERS LIMITED :: :: TORONTO

WINNIPEG AGENTS: MESSRS. TEES & PERSSE.

Rogers & Co., Limited, and R. A. Rogers has continued to act as general manager, while J. Herbert Roach has been his assistant manager.

In connection with their business this firm operate the Crescent Creamery Co. of which J. M. Carruthers is the manager. During the Summer they will build for the Crescent Creamery Co. an addition to the present building on Lombard street. The accompanying cut shows the premises of R. A. Rogers & Co., Limited, and of the Crescent Creamery Co. as they will appear when the building operations are completed.

Gowans, Kent & Co.

Gowans, Kent & Co., of Toronto, have a large western branch in Winnipeg at 358 Main street. The western business is under the management of John J. Ritchie. The crockery and glassware of this firm are sold in all parts of Canada.

Winnipeg Fish Co.

The Winnipeg Fish Co. do a large wholesale business in fresh and frozen lake fish, oysters and poultry. Their place of business is 259 Portage avenue. G. D. Ellis is general manager.

Royal Crown, Limited.

As stated in the introduction, Winnipeg has few manufacturing industries, but at least one company, the Royal Crown Limited, have made for themselves a name in all parts of Canada. This big soap plant dates its existence from 1889, when it was started in a small way in a building 40x80 by Mr. M. Bull, the present president of the company. In course of time the present joint stock company was formed and as the business grew the plant was extended, more land being purchased and additional buildings being erected. At the present time the company occupy more than an acre of ground and have more than two acres floor space. A new three-storey brick building with a basement, dimensions 145x70 feet, is now almost completed and an expensive glycerine plant is being installed. The company are also adding to their equipment a new 80 h.p. boiler.

It has been the aim of the management to have a plant that is complete in all departments, and they therefore have their own printing plant and paper box factory, and manufacture all their own wooden boxes. Employment is given to about 100 hands in the factory.

"Royal Crown" soap is an article familiar to the western trade, and the company's "Witch Hazel" toilet soap and perfumes are being sold in all parts of the Dominion. Winnipeg has few manufacturing industries and fewer still which sell in the country east of the lakes, but the Royal Crown Limited is one whose products are used in all parts of Canada.

The president of the company is Mr. M. Bull; the vice-president is Mr. J. A. Mitchell; and the secretary-treasurer is Mr. Chas. L. Marks.

Walter Woods & Co.

The Winnipeg branch of this Hamilton firm was opened five years ago under the management of Geo. N. Jackson. They have a warehouse on Bannatyne avenue east.

Imperial Fruit and Produce Co., Ltd.

The Imperial Fruit and Produce Co., Limited, have offices and warehouse at 330 Elgin avenue. E. Sinclair is manager of the business.

A. E. Parsons & Co.

A. E. Parsons & Co. are a firm of wholesale produce and commission merchants. Their place of business is 147 Bannatyne avenue. A. E. Parsons is manager.

The Wm. Paterson & Sons Co., Limited.

A branch of this Brantford biscuit and confectionery business is established in Winnipeg at 177 McDermot avenue. It is under the management of Donald McPhail.

Winnipeg, Looking North.

D. S. Perrin & Co., Limited.

This London biscuit and confectionery firm have a branch on Notre Dame street under the management of Charles Grundy. They are considering the advisability of erecting a large branch warehouse and factory in this city.

Macpherson Fruit Co., Limited.

The Macpherson Fruit Co., Limited, one of the oldest and best established fruit houses of the west, have offices and warehouse at 493 Main street. A. C. Macpherson is president of the company and Robert R. Scott is secretary-treasurer and manager.

Ottawa Fruit and Produce Exchange.

This is a branch of an Ottawa firm of which G. W. Hunt is proprietor. C. Brooks, the resident manager, opened the Winnipeg branch in February, 1905. Fruit is sold by this firm to the trade by auction.

THE WINNIPEG EXHIBITION.

WHILE it is possible that Western Canada's Great Industrial Fair may not attain to the same height of excellence and importance as last year, when it was conducted as a Dominion Exhibition, it will nevertheless be worthy of the attention and patronage of Western Canada. It is the great fair of the west, and as such is the best representative of the resources

Established 1852.

GILLETT'S GOODS ARE THE BEST!

Magic Baking Powder. **Gillett's Mammoth Blue.**
Gillett's Perfumed Lye. **Imperial Baking Powder.**
Magic Baking Soda. **Gillett's Cream Tartar.**
Gillett's Washing Crystal. **Royal Yeast Cakes.**

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER

RETURNED
JUL 14 1905
To Owner
Art Book 37
Page 86

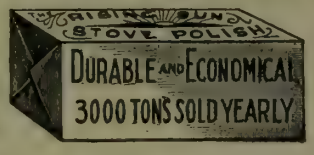
Quality Always Wins. The sale of Gillett's Goods has more than doubled in two years and is increasing every month.

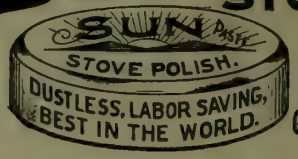
Order Direct From Us. If unable to get what you want from your Wholesale Grocer order from us direct, and shipment will be made promptly.

E. W. GILLETT COMPANY LIMITED

Chicago, Ill. **TORONTO, ONT.** London, Eng.

☞ **Awarded Highest Honors at all Expositions.**

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES WELL KNOWN AND RELIABLE.




IN TINS GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

and industries of the greater Canada lying west of the lakes. Each year it attracts thousands of visitors from all parts of the west, and hence it is that manufacturers from all parts of Canada are accustomed to make exhibits at the Winnipeg Fair. What the Toronto Exhibition is in the east the Winnipeg Exhibition is in the west, and the industrial section this year promises to be fully as large as was the case last year when the occasion was the Dominion Exhibition.

The Programme.

The Fair opens on July 20th and closes July 28th. The following is the programme for the different days :

Mr. George Lindsay.

Thursday, July 20—Preparation day.
Friday, July 21—Opening and children's day.
Saturday, July 22—Ladies' day.
Monday, July 24—Farmers' day.
Tuesday, July 25—Americans' day.
Wednesday, July 26—Citizen's day.
Thursday, July 27—Industrial day.
Friday, July 28—Closing day.

Herringshaw & Swain, flour and feed merchants, Portage la Prairie, have dissolved partnership; Swain & Co. continue.

TWO POPULAR WESTERN TRAVELERS.

Mr. Geo. Lindsay.

MR. GEORGE LINDSAY, western representative for Hudon, Hebert & Cie, Montreal, whose portrait is published herewith, has now represented the house since September 20th, 1898, and during that time has covered the Prairie Province thoroughly and well. Mr. Lindsay, whose physique and constitution is one of the best seen on the road, has had the training of a healthy, outdoor life, having for many years tilled the soil in the west. He left the wheat lands and opened up a general store in Griswold, Manitoba, in which town he was postmaster for thirteen years. Being a man of active habits and a hustling disposition, he applied for and obtained in 1898 the position of traveler in Manitoba for Hudon, Hebert & Cie. Mr. Lindsay is acquainted with every foot and every town of the great wheat-growing province, and knowing the conditions of the land, its people and its requirements, he has secured to his firm a goodly share of the trade. Of a genial disposition and a hearty, friendly manner, he is a welcome salesman in all parts. His confidence in the future of his province is inspiring, and imbues one with the idea that things must be all right, because "George Lindsay says so."

Mr. Hugo Rohde.

Mr. Hugo Rohde, whose portrait appears herewith, is traveling representative for Hudon, Hebert & Cie, wholesale grocers Montreal, in the Northwest Territories and British Columbia. Mr. Rohde joined the staff of Hudon, Hebert & Cie in 1890, and has the distinction of being the first traveling salesman employed by the house. When Mr. Rohde took his samples out he was given "carte blanche" to go where he liked—to go out for orders. He opened up the ground in the Province of Quebec, then the Maritime Provinces, Ontario, Manitoba, and finally, some years ago, his present territory. As each new territory was in shape another salesman was put on the ground, until now some twenty-five travelers have followed in the footsteps of this grocery missionary.

In the strictest sense of the word, Mr. Rohde may be termed one of Canada's commercial missionaries, and it is due to his tact, his knowledge of the goods, and in a large measure to his linguistic abilities, that he has been able to successfully carry his firm's banner and motto "The most liberally managed house in Canada," from one end of Canada to the other. From a physical standpoint, Mr. Rohde can be judged as a worthy pioneer, tall, rugged, and well set up, with a quiet, unassuming though determined manner—his is a personality

Mr. Hugo Rohde.

that appeals to a dealer's consideration. Mr. Rohde is a German and has his countrymen's characteristic working abilities. Master of five languages—English, French, German, Dutch and Danish—and equally at home in all of them, he is withal an unassuming gentleman, who has retained the respect and confidence, not only of his principals and associates, but his numerous customers, and it is safe to say that in his fifteen years on the road he has made many lasting friendships and customers.

GUARANTEED PURE

E. D. SMITH'S JAMS, JELLIES AND PRESERVES

Made from Choice Fruit and Granulated Sugar

STOCK CARRIED BY

MASON & HICKEY

Telephone 3576 WINNIPEG 108 Princess Street

Telephone 3576

MASON & HICKEY

Manufacturers' Agents 108 Princess St., Winnipeg

AGENTS FOR

BRANTFORD STARCH CO., BRANTFORD

E. D. SMITH, WINONA

Pure Fruit, Jams, Jellies and Bottled Fruits

GORMAN, ECKERT & CO., LIMITED, LONDON

High Grade Coffees, Spices and Extracts. Olives of all kinds a specialty.

INGERSOLL PACKING CO., INGERSOLL

Choice Bacon, Hams, Lard, Cheese, etc.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

Manufacturers of "Salt that's all Salt."

ALL GOODS CARRIED IN STOCK AT 108 PRINCESS ST., WINNIPEG

"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1846.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

The "MADE IN CANADA" idea is a good one when the goods so branded are worthy the buyers' money.

"BLUEOL" the only "Never Streak" Laundry Blue is not only "Made in Canada" but is the Best Laundry Blue made in this or any other country.

It pays the grocer better than any other Blue—there are more packages to the box.

J. M. DOUGLAS & CO., MONTREAL.

A post card will bring you our PREMIUM LIST.

TODHUNTER, MITCHELL & CO.,

Direct Importers & Manufacturers

Coffees *Cocoa*

Spices *Chocolate*

Flavoring Extracts, Etc., Etc.

WINNIPEG
156 Lombard Street.

TORONTO
7 Front Street East.

MAKE A SPECIALTY OF

CAPSTAN BRAND GOODS

They give you a good profit.

Capstan Brand Baking Powder, put up in ¼ oz., ½ oz., 14 oz., 1 lb. and 5 lb. tins.

Capstan Brand Flavoring Extracts, put up in 2½ oz., 4 oz., 8 oz., 16 oz. bottles.

Capstan Brand English Worcestershire Sauce, put up in ½ and 1 pint bottles.

Capstan Brand Catsup, put up in 10 and 20 oz. bottles.

We guarantee the above lines to give perfect satisfaction. Once sold always asked for.
All goods bearing the Trade-Mark "Capstan" are guaranteed pure.

THE CAPSTAN MANUFACTURING COMPANY, - - TORONTO, ONT., CAN.

It will pay you to sit down now and write for our

"NEW IDEAS"

for 20th Century Advertisers. Our Catalogues and Price Lists of the latest and best that the world offers. Advertising Novelties with Merit. Aluminum, Celluloid, Wood and Cardboard, Waterproof Card.

Thermometers a Specialty

Signs, Tin and Wood Signs, Store and Office Fixtures and Display Necessaries, Shaw's Show Cases.

Our New Method of Rectifying the Evils of the Credit System and Easy Method of Bookkeeping are worth looking into. Write at once for what you want.

The Cranston Novelty Company of Toronto, Canada

Medical Council Building, 157 Bay St., Toronto.

N. S. Markets.

Halifax, N.S., July 10, 1905.

BUSINESS continues satisfactory, and a fair jobbing trade is being done in all lines. Prices are still well maintained, and collections are up to expectations. The fine weather during the week has added stimulus to

T. Tweed, Medicine Hat, N.W.T.
President N.W. Boards of Trade.

business, and dealers are well satisfied with the outlook. Canned goods are selling freely, and stocks on hand are running low. Smoked meats continue very scarce, and there is only a limited supply of good stock on hand. Hams are quoted at 15 cents, roll bacon at 10 1-2 to 11c., and sides at 14 to 15c. The local supply of smoked meats is not sufficient for the demand. Receipts of butter are improving some, but they are far below the average for this season of the year. The local demand continues good, and considerable is being exported. Prices rule high. Creamery prints are quoted at 22 to 23c., creamery in boxes and tubs at 21 to 22c., and dairy tubs at 19 to 20c. Choice dairy butter on P. E. Island is quoted at 20 to 21 cents.

* * *

There has been a slight decrease in the receipts of eggs, and as a result the price keeps up. The demand continues good. Shipments from P. E. Island are falling off. In Halifax the price is firm at 18 cents, and on the Island they are quoted at 15 to 16 cents. It was thought that with the hot weather the price would decline, but such has not proved to be the case. Good sales of cheese are reported. There is very little of the local make on the market as yet, the milk being made into butter. Prices are steady at 11 1-2 to 12c.

* * *

Nova Scotia berries are coming in more freely, and they are crowding out the Ontario fruit. The price is declining with the increased receipts, Nova Scotia berries being quoted at 16 cents wholesale. Though the berry crop is reported to be short, a further decline in prices is looked for.

* * *

Good fruit finds ready sale. The market is still supplied with all seasonable kinds. Oranges are scarce, and the price high. Peaches are quoted at $2.25, plums from $2 to $2.75, bananas $2 to $2.50, and watermelons 50 cents. All the vegetables on the market are imported. Cabbage of poor quality is $2 a crate, new potatoes $3 per barrel, beans $1.75 per bushel, and tomatoes $1.50 per box.

* * *

Large stocks of molasses are still on hand, but the price is unchanged. Sugar continues firm, though there is a prospect of a slight decline in sympathy with the Montreal markets. Net prices here follows: Bright yellow (barrels), $4.85; XXX granulated, $5.05; Austrian granulated (bags), $4.95; No. 1 yellow (barrels), $4.55; unbranded yellow (barrels), $4.40. Flour and rolled oats

Hon. T. H. McGuire, Ex-Chief Justice, N.W.T.
2nd Vice-President N.W. Boards of Trade.

are steady. The former is in good demand, but sales of rolled oats are dropping off.

* * *

According to advices received here, the farmers and gardeners of St. John's, Newfoundland, who this year went extensively into the cultivation of berries and other fruits, will meet with heavy losses, owing to the heavy frosts. Not one-half of the trees will bear fruit, owing to the exceptionally cold weather conditions in the month of June.

* * *

The demand for fish is light, and very little is being exported at the present time. The Lunenburg Spring bank catch has not yet been placed on the market, owing to unfavorable weather for curing. Advices to dealers here are to the effect that the markets of Brazil, Portugal, Porto Rico and Cuba are very much depressed. Quotations here are: Large shore cod, $5.75; medium, $5.25; haddock, $4.25, and pollock, $4. While the Newfoundland catch will be far below the average, the Norwegian catch is reported to be unusually heavy, and in view of this dealers are anticipating that prices will decline.

MONTREAL NEWS.

Mr. E. T. Hart, who for the past five years has been connected with the Canada Paper Co., has resigned his position to enter into business with his brother in the old-established wholesale fruit business of Hart & Tuckwell.

* * *

The bill-posters are holding their annual convention in Montreal. It was opened on Tuesday and will last until Friday. The business sessions took place on Wednesday and Thursday. They have a fine exhibit in the Drill Hall, where crowds meet to see the really artistic posters.

* * *

Sugars Limited have canned large quantities of cherries and strawberries in gallon size cans for hotel and restaurant trade. They have also contracted for 50 acres of raspberries, and will pack the fruit as soon as the season opens. They intend to do a large packing in tomatoes this Fall. They intend to only pack first-class goods.

* * *

The Canada Hay Co. have just been incorporated by the Governor-General in Council for the purpose of carrying on the purchase and sale of hay and other farm products. The company takes over the business now conducted by Napoleon Allard, of St. Alexis, in Montcalm County. The capital stock is $499,900, divided into shares of $100 each.

* * *

The Master Bakers' Association have sent a circular letter to the city council

William Trant.
Secretary N.W. Boards of Trade.

asking the aldermen to oppose the amendment which aims to change the label that is in present use. The bakers claim it is quite satisfactory and not at all harmful to health. It is also a guarantee of the honesty of bakers as to weight and quality of the bread they make. The request has been signed by 92 of the principal bakers of the city.

RETURNED
JUL 14 1905
To Owner
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Page 84

"The largest exclusively Wholesale Grocery House in Canada"

PACKERS OF THE WELL KNOWN BRANDS:

"KOLONA" Pure Ceylon Tea.
"MAY-TECKS" Pure Indian Tea.

"GOLD MEDAL" COFFEE.

"ANCHOR" brand Canned Fruits, Vegetables and Salmon.

WE MAKE A SPECIALTY OF WESTERN TRADE.

This branch of our business receives special attention. With our completely assorted stock, we can give prompt shipment of car orders.

IT PAYS TO BUY MOST LINES IN THE EAST—AND IT PAYS TO BUY THOSE LINES FROM US.

Our Mr. Baker will soon be calling on you with new lines for Fall trade. WAIT FOR HIM.

THE EBY, BLAIN CO., LIMITED, Toronto, Canada

Forging ahead

The sale of

St. Charles Evaporated Cream

has grown to an enormous extent since introduced to the trade and public a few years ago. This preference is solely due to the **guaranteed superiority** of the Cream over all other similar goods.

Valuable premiums given to the trade—Coupons in every case.

Write us for particulars and premium list.

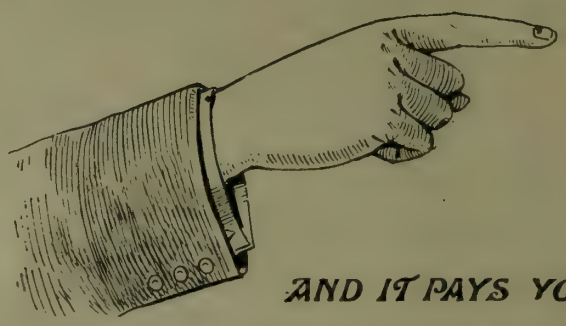
Montreal Agents: **S. H. EWING & SONS**

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.



Samples and prices from

H. GILBERT NOBBS,
496 SPADINA AVE., TORONTO

AND IT PAYS YOU WELL.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

Vinegars

The Pickling Season is approaching—have our prices, they will pay you.

Salmon

We are quoting for future delivery—prices and delivery guaranteed.

Canadian Pickles

A large stock in bottles, pails and kegs at low prices to reduce stock.

Raisins and Currants

Have a few more boxes left at 4c.—good stock. It is no trouble to quote prices. We are reliable.

S. J. MAJOR, LIMITED

OTTAWA, CANADA

In Matters of Doubt

stock up the Tea that **other Grocers** stock up—

Blue Ribbon *Ceylon* Tea

Doubt then changes to **certainty**– certainty of **Quality** and **Sales.** The Tea that is the **same** "yesterday, to-day and forever," and was **good** 'yesterday," is the **Tea** that is **used** as well as **talked about—Blue Ribbon Tea.** Other teas may be the **same** "yesterday, to-day and forever," but they were not **the Tea** "yesterday." The **Red Label** line at 40c. sells **readily.** It would sell at 50c. It's **worth** it.

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. clerks*

A Few More

Beefsteak and Onions, Scollops, Crabs,
Boston Codfish Balls, Norwegian Fish Balls,
Rennet Tablets, Rennet Wine,
Lipton's Jelly Tablets

Quick Delivery Guaranteed

LUCAS, STEELE & BRISTOL, HAMILTON

Winnipeg Fair

During the Winnipeg Fair our Representative

MR. H. E. TOMS

will be at his Sample Room

No. 324 McINTYRE BLOCK

where he will be on the lookout for all his customers and other friends who are visiting the Fair.

JAMES TURNER & CO., - HAMILTON, ONT.

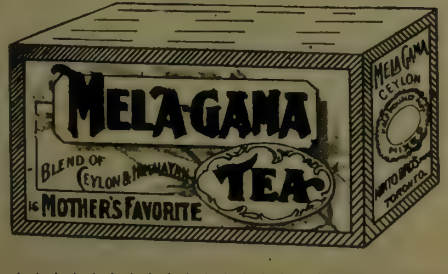
MINTO BROS.,

Telephone Main 353

F. J. WHITE,
Manager and Proprietor.

DIRECT TEA IMPORTERS AND BLENDERS

55 Front St. East, TORONTO, Ont.



We are practical Tea blenders and have given our Mela-Gama packet Tea our special study and can suit the most fastidious tastes. Put up in lead foil, 25, 30, 40, 50 and 60c. We put up halves in all lines, and quarters in 40, 50 and 60c.

Send for samples of new Japans now in store, and let us send you a sample order of Mela-Gama.

QUEEN CITY VINEGAR

Have you placed your order for Vinegar? If not, let us have it immediately We are filling all orders with the **Best Vinegar Manufactured.** Ask for **Queen City** ta' e no other.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS = TORONTO and PETERBORO

CHEESE

We can quote you on the best

CHEDDARS
FLATS
STILTONS

F.O.B. Factories, or Toronto, any quantity, but only one quality.

THE
QUALITY

You can rely on as being only the highest.

Write or wire us for quotations now, in car lots or less.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED
TORONTO AND ST. THOMAS, ONT.

Business Changes

Ontario.

MADDOCKS BROS., cigar manufacturers, Toronto, have assigned to J. P. Langley; meeting of creditors was held on the 7th inst.

James Titterington, grocer, Toronto, is dead.

W. D. Sheldon, liquor dealer, Chatham, is selling out.

James Spears, grocer, Ottawa, has retired from business.

A. J. Smith, grocer, Brantford, has sold out to E. A. James.

Albert Sheen, tobacconist, London, has sold stock to Harry Ryan.

W. H. Burgess, grocer, Wallaceburg, has sold out to T. W. Burgess.

The Hoepkner Refining Co., Limited, Hamilton, have been burned out.

Watts & Obeay, grocers and boot and shoe merchants, Thamesville, have sold out.

G. H. Thompson, general merchant, Renwick, has advertised his business for sale.

M. MacLennan & Co., general merchants, MacLennan, have assigned to W. H. Plummer.

Trussler Bros., general merchants and lumber dealers, Trout Creek, have sold their store business.

The assets of Jos. Laferriere, general merchant and blacksmith, Glen Robertson, have been sold.

Watt & Watson, flour and feed dealers, Toronto Junction, have been succeeded by the Watt Milling & Feed Co.

John Redmond & Co., general merchants, Mattawa, have dissolved partnership; John P. Redmond continues alone.

Quebec.

B. Duchesneau, general merchant, St. Tite, has compromised.

The assets of Louis Deslandes, general merchant, Granby, have been sold.

The assets of Jos. Lacoste, grocer, Montreal, have been sold by bailiff.

The assets of L. H. Chouinard & Co., general merchants, Matane, have been sold.

The Bouchette Trading Co., general merchants, Bouchette, have obtained a charter.

Moise Bedard, grocer, Quebec, has made a voluntary assignment to V. E. Paradis.

The assets of Louis Deslandes, general merchant, Granby, were to have been sold on the 7th inst.

Murphy Bros., grocers and liquor dealers, Montreal, have dissolved partnership; new registration.

Olier Payette and Jos. Payette have registered under the style of Payette Freres, grocers, Montreal.

A. Raoul Pare and Edouard Pare have registered under the style of A. R. Pare & Frere, general merchants, Napierville.

Jos. E. Racicot and George Racicot have registered under the style of Racicot & Racicot, grocers and butchers, Montreal.

Alfred Brault and Rosanna Brault have registered under the style of Alfred Brault & Cie., grocers, Montreal (St. Cunegonde).

C. S. Lockwell, J. Douville and Fred. Douville have registered under the style of the Spot Cash Combination Cigar Factory, Quebec.

The assets of Armstrong & Dickson Mfg. Co., biscuit makers and confectioners, Montreal, were to have been sold on the 10th inst.

A. E. Mallette & Cie., commission wine merchants and canned goods importers, have dissolved, and Arthur E. Mallette has registered under the styfe of A. E. Mallette & Co., commission wine merchants and canned goods importers, Montreal.

Manitoba and N.W.T.

Nils Schmidt, liquor dealer, Wetaskiwin. has sold out.

Steeves, Read & Co., grocers, Winnipeg, are dissolving partnership.

Thomas Manning, confectioner, Manitou, has sold out to D. C. Rae.

D. Mitchell, general merchant, Francis, has sold out to W. C. Jennings.

J. O'Hare, grocer, Winnipeg, has been succeeded by O'Hare & Neelands.

W. D. Nix, general merchant, Kansack, has sold out to Harold Harvey.

H. G. Hammond, general merchant, Harding, has sold out to F. C. Dundas.

R. D. Martin, of the R. D. Martin Co., Limited, grain exporters, Winnipeg, is dead.

The Collin Co., Limited, general merchants, St. Pierre, have sold out to E. Tetraul.

Green, Bragg & Co., grocers, Winnipeg, have been succeeded by L. J. Green & Son.

United Fruit & Produce Co., Limited, Winnipeg, have sold all their stock (except tobacco) to Wilson Commission Co. at 59½c. on the dollar.

VINEGAR

Proof : Extra Pickling : White Wine and Cider : Full Strength : Perfect Color and Flavor.

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

A. E. Parsons & Co., wholesale produce dealers, Winnipeg, have dissolved partnership; J. F. Hunter retires and A. E. Parsons continues.

New Brunswick.

R. H. Cother, grocer, St. John, has assigned.

D. L. Goguen, general merchant, Cocagne, has assigned.

Wm. Wilson, general merchant, McAdam Junction, is offering to compromise at 25 per cent.

Nova Scotia.

J. W. Gorham & Co., grocers, Halifax, have dissolved partnership.

British Columbia.

Eholt Trading Co., general merchants, Eholt, are opening a branch at Midway.

Mrs. Wm. Baker, confectioner, etc., New Westminster, has been succeeded by D. W. Turnbull.

THE C.M.A. AT BIRMINGHAM.

(By Our Own Correspondent.)

Birmingham, 29th June, 1905.

THE visit of the Canadian Manufacturers' Association to Birmingham excited the keenest interest, and both our visitors and the large number of leading citizens that gathered to entertain them seemed to be most favorably impressed with one another. The visitors were formally welcomed by the Lord Mayor (Alderman Beale) in the Council House, but the great event of the day was the luncheon given by the Birmingham Chamber of Commerce at the Grand Hotel, in the course of which Mr. Chamberlain delivered a most inspiring forty minutes' speech upon Imperial interests and obligations. The right hon. member for the western division of the city was in his happiest mood. While pre-eminently a business address, urging, as few like Mr. Chamberlain can urge, the duty of Imperial commercial intercourse and mutual concessions for the general weal, it was interspersed with the happiest banter as to British parochialism, and the need for thinking imperially upon international questions affecting the commercial relations of Canada and England. "Let us buy of one another" was the phrase Mr. Chamberlain submitted as an appropriate motto for his hearers, and the great British commercial communities on either side the water. Mr. McNaught made an admirable response, and his aspiration that the day was not far distant when trade would be reciprocal as well as preferential between Great Britain and the colonies, was received with great applause.

* * *

Mr. W. Kerr George, as president of the Canadian Manufacturers' Association, made a most spirited reply in response to the Lord Mayor's words of welcome in the Council House, and almost created a furore by the statement that those in whose name he spoke would co-operate in trying to work out some plan which might strengthen and make permanent for all time the bonds of sentiment that bound the widely-scattered portions of the Empire together, rather than build up and develop commercially antagonistic countries. That, he believed, was Mr. Chamberlain's policy, and if that was his aim, he thought he was safe in saying that he could offer to Mr. Chamberlain the practically unanimous support of the Canadian people.

* * *

When your countrymen return I think their visit to Birmingham will be found to be not the least pleasing of their recollections of their visit to the Motherland. Birmingham was certainly delighted with her Canadian guests.

* * *

The gradual absorption of the unemployed into the ranks of the workers shows that gradually, and it must be confessed only very gradually, is the trade of the district recovering itself. The memorable feature of this year's trading in the Midlands is certainly so far the expansion of the bicycle industry. The reduction of the standard price of good machines to eight pounds has been followed by an enormous demand, and it is anticipated that the balance sheets of the leading firms in Coventry, Birmingham, Redditch and Wolverhampton will prove most satisfactory reading for their very numerous and very patient shareholders.

To-day's iron market displays no new features.

UPTON

was the first man to manufacture

Orange Marmalade

in Canada.

Many have imitated but none have equalled the old reliable brand.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, July 13th, 1905.

WARM Summer weather has had a stimulating effect upon many departments of the wholesale grocery trade, and has induced liberal buying. The salmon market is unsettled, as the season's price has not yet been arranged by the B.C. packers, and competition has hammered the price down to a point where there is nothing in it for the jobber, and one or two houses have decided to drop out of the game and wait until the market is on a settled basis. The Ottawa Budget speech was not awaited with much interest, as few changes were expected. However, the change in the duty on rolled oats came as a surprise in many quarters, and the result is likely to be reflected in the price before long. "Prohibitive with a capital P" is the way one wholesale man described the duty in conversation with The Grocer. For an ad valorem duty of 20 per cent. has been substituted a specific duty of 60 cents per cwt., and the result will be to shut out the American product entirely. Sugar is steady at the moment at the price quoted last week, but the future of the market is so uncertain that buying is very light. New Orleans molasses is advancing, and higher prices are quoted this week.

Sugar—For the moment the price is steady at the price quoted last week, but the future of the market is so uncertain that buying is restricted to immediate requirements—a condition of affairs that is very inconvenient during the season of increased consumption. We quote:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—The trade are much interested in the new prices of the Canadian Canners Limited. Prices of salmon are also very interesting, as the B.C. packers have not yet announced their season's price, and competition has forced salmon down to a very low figure. Jobbers claim that under present conditions there is no profit whatever in the salmon trade, and one or two of them have decided to drop out of the game for the present. We quote prices as last week:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 28
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2 s, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No. 2), Sweet Wrinkle, 2's		1 88
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
" " " 10 to 25 cases		6 10
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz		1 25

Picnic Supplies—Warmer and more seasonable weather has induced liberal buying of the various lines of goods coming under this heading. Prices are steady at figures quoted before, and are as follows:

Boneless chicken, lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, 1's, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb " "	2 60

Lime Juice—There is a good demand at steady prices. We quote:

"Montserrat," pints, per doz	4 25
" quarts, "	7 00
Local brands, pints, "	2 50
" quarts, "	4 50

Salad Dressings—Quoted ats follows:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Macaroni and Vermicelli—New stock is quoted at 9c. per lb., and is put up in 1-lb. boxes.

Spices—Market is firm and without new features. We quote:

Pepper, black, per lb		0 20
" white, "	0 28	0 30
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 13
Allspice, "		0 14
Ginger, "		0 18
Cloves whole		0 25

Rice, Tapioca, Etc.—Demand is normal and prices are steady. We quote:

Rangoon rice, per lb	0 03¾	0 03¾
Patna " "		0 04¼
Tapioca, per lb		0 03¾
Sago, "		0 03¾

Pot and Pearl Barley—Prices are quoted as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—New Orleans molasses is advancing and is firmly held at the higher figure quoted below. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee—Quoted now at a slight reduction. Prices are:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Prices continue as quoted last week.

C & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton) "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—There has been no change in general conditions or in prices since last week's report. We again quote as before:

Valencia raisins, Trenor's, f.o.s., No. 1 grade	1 90
" " " No. 2 grade	1 80
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¼-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04¾
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 11 0 11½
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 09½ 0 10
Peaches, choice, "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 06
Orange "	0 09½
Citron "	0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 19
" Pekoe P.H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—Quoted as follows:

Lake Superior trout	0 09
Gold eyes "	0 03
Blue fish "	0 10
Mackerel "	0 15
Red snapper "	0 14
B.C. salmon "	0 10
Halibut "	0 10
Flounders "	0 06
White fish (L. Winnipeg), per lb	0 05½

INDEPENDENT PACKERS
NOT IN THE COMBINE

Certain self-styled "independent" packers of canned goods seek to gain your sympathy, Mr. Grocer, and at the same time prejudice you against goods packed by the Canadian Canners, Limited, by advertising that they're "independent" packers and "not in the combine."

Now, what is a combine? Popularly defined it is a union formed to advance prices. A careful comparison of prices since the formation of the Canadian Canners with those ruling previous to that period, will show that the Canadian Canners' prices are materially lower on nearly every line, which is simply the following out of their policy, which has been, is and will be highest quality at lowest prices.

As a matter of fact, is it not the self-styled "independent" packers who are the advocates of high prices? Is not that the trend of their advertising in the CANADIAN GROCER? Is not that paper filled with their wailings because of the Canadian Canners' very low prices? The only possible deduction, therefore, is that the self-styled "independent" packers are really the combine, because it is they who advocate high prices; also as they depend on the Canadian Canners for their prices, they are the dependent packers. The Canadian Canners are the only independent packers.

Don't forget this important fact when ordering your canned goods, that you have low prices solely because the Canadian Canners make them.

The name Canadian Canners is a synonym for low prices.

The Canadian Canners not only make the prices but they set the standard of quality.

The name Canadian Canners is a synonym for quality.

Quality is the motto emblazoned in the process rooms of each of the thirty-five factories of the Canadian Canners, Limited.

The General Manager of the Canadian Canners is the man who has made the Aylmer Brand famous by reason of superior quality. He will devote all of his time during the packing season to visiting the various factories preaching and teaching quality.

The reputation of the Canadian Canners, Limited, th largest packers in the world of canned fruits and vegetables, is behind AYLMER, LOG CABIN, LITTLE CHIEF, HORSESHOE, AUTO, GRAND RIVER, KENT, LION, LYNN VALLEY, MAPLE LEAF, THISTLE, LAKEPORT BRANDS.

The seal of the Canadian Canners, Limited, appears on every label as a guarantee of quality.

If you wish to encourage highest quality and lowest prices in canned goods, confine your purchases exclusively to the products of the Canadian Canners.

Pickerel	0 05
Jackfish	0 03½
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut stripe	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Evaporated Apples—Prices are still as follows:

Evaporated apples (choice), 50-lb. case	0 07½
" (fancy), "	0 07¾
" " (choice), 25-lb. case	0 07¾
" " (fancy), "	0 07¾

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—As noted above, there has been a big increase in the duty on rolled oats, a 20 per cent. ad valorem duty having been replaced by a 60c. per cwt. specific duty. This will effectually shut out the American goods. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 80
" in ½ sacks, "	1 85

Maple Products—New maple syrup from the Eastern Township in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

Eggs—Buyers are now paying 15 cents per dozen for eggs delivered in Winnipeg. Prices are proportionately less at country points.

N. B. Markets.

St. John, N.B., July 10, 1905.

ST. JOHN is having some splendid weather. The complaint is, it is almost too cool. For the tourist, however, coming from the hot inland cities, it must be delightful. The half-holiday is in full swing, so that not only is there no wholesale business, but there is little retail busness on Saturday after one o'clock. The retail grocers have not, however, seen their way to join the movement. Business is quite active; it is, however, somewhat between seasons. There has been a falling off in the price of lumber, which is unfortunate; our province has such large lumber interests. Prices show very little change, except in some few lines. The market is fairly firm. Except in sugar the past six months have shown rather profitable business. Rice is rather firmer. The somewhat higher prices have tended to cause cheaper grades to come on the market. This is unfortunate, as the price is still low, and the best is not too good. It also makes a rather unfair competition. Cream of tartar is perhaps easier.

Oil—There is but a limited output of buring oil at this season. The low price has, however, caused quite a lot of future business to be booked. In lubricating oils sales have been well maintained. Paint oil shows little change. Local price of linseed has been held lower than one would expect considering import price. Of late there has been some change in turpentine, but now full figures are asked. Receipts of cod oil so far very light. Prices, however, quite low. Some whale oil is offered.

Salt.—There are quite full stocks of Liverpool coarse salt and more regular arrivals than usual at this season, particularly of late years. The price is firmly held. Demand is quite active. There is a large sale to near-bye State of Maine ports, where there is a large business in the coming of herring and the packing of sardines. In fine salt the sale is largely for Canadian. As is usual, buyers are put to much disappointment by the delay in getting orders filled, particularly in cheese salt. The fact that there is now no competition does not improve the condition.

Canned Goods—Spot business is not large. While corn and tomatoes are firm, there is no change, and they seem to be more freely offered. The extreme low price at which new peas are quoted is somewhat discouraging to the trade, who are carrying quite a large stock of old goods. While new salmon will cost lower than present stocks, holders are not anxious, as there is a good, steady sale. Lobsters very high. New strawberries are quoted high. Meats unchanged. Domestic sardines will be a full pack, other lines as haddies and kippers light.

Dried Fruit—There is a light business. Except seeded, raisins are quite scarce. Loose muscatels hard to replace. Prunes are a light stock. New goods will act well above last year's figures. Evaporated apricots will be lower. Raisins except Valencias, not yet quoted. These are quite low for early shipment. Currants have a steady sale. Market supplied from New York. In peels, figs and dates orders for Fall have been largely placed. Figs lower than last year. Citron peel is higher. Evaporated apples more firmly held. In onions prices are low, particularly for Egyptian and Bermudas. New Valencias soon expected.

Sugar—The old stocks are getting well cleaned up. It has been chiefly a losing game since the first of the year. Dealers do not feel matters are yet settled, though it is thought there will be no immediate change.

Molasses—There are further arrivals of Porto Rico molasses, and there is quite a good stock now in store of new goods, as well as some old that was carried over. Prices quite low. The situation is one of some interest, and will be watched closely for the next few weeks. Barbadoes rather light stock.

Fish—The catch of salmon has continued good, and full prices have ruled. It has been a good season. Boston is our market for this line. All these fish are sold fresh. Fresh cod scarce, but a fair supply of haddock, which are preferred. Halibut are offered; mackerel are scarce. Dry cod continue very high. Very few pollock are seen. In boneless fish this is a quiet time, and dealers not anxious to push sales. New pickled herring offered, price high. Smoked still low.

Flour, Meal and Feed—In flour, just fair business; market quite firm; trade here limited to a few brands. Feed has light demand. Oats are high and hard to get. Market stocked in oatmeal, bought low. Present selling price about the same as millers' figures. At some points in the province they are less. Cornmeal unchanged. Beans are dull and prices rather lower. Peas and barley have but a limited sale.

FISH IN FANCY BOXES.

A REPRESENTATIVE of the Maritime Merchant has been writing up Lunenburg County, its people and its industries. Among others he speaks of the new factory established by Black Brothers at Getson's Cove. "Perhaps some of the old-timers may scoff at the idea of fish being done up in boxes and fancy paper cartons, and no doubt they think it absurd to have the bones pulled out before selling it. But this factory is going to change the ideas of the old-timers. The Lunenburg fishermen have been making their fish to feed a lot of white, colored and black people in the tropics, while many of our own Canadian people have lived and died without even having once tasted the cod—a fish far too good to send away for consumption, frequently by the poorest populations of the earth—at least, until we have a surplus after our own people have had all they should take for their own purposes.

"Going through the factory above mentioned the other day Mr. Troop pointed out a package of prepared codfish which is sold at retail for five cents. It was not one of the firm's better grades of fish manifestly, and not one of their best sellers; but the package contained enough fairly good fish to make a breakfast for a small family. When you come to think of all the people in Canada who would be glad to get a good breakfast for five cents, to say nothing of the millions of people elsewhere, you begin to realize something of the possibilities for the Lunenburg fishing industry. It doesn't require a great deal of imagination to picture, not one, but a dozen such factories as that of Black Brothers, doing a thriving business, within the next ten years."

John Sayre, general merchant, Buctouche, has offered to compromise and is closing business.

Conceit and Ability

ARE as far apart as the poles. Conceit promises much without the ability to fulfil. Allow us to demonstrate our ability to produce the best line of goods in America. Peas are now receiving particular attention. It is a ten to one shot many dealers will load up with old stock, no need to say what that quality is. We have installed the most modern machinery in the world for canning peas and we know how to operate the same. Now, with a technical knowledge and practical experience of more than 25 years' canning peas, does it not stand to reason that we are able to produce the nicest canned green peas in this or any country. No section of the world is so specially adapted to the growing of delicious peas as Canada ; and by our special process we know that the consumer will buy 10 cans of **"Autumn Leaf Brand"** Frankford canned peas to one of any other if you have them in stock. We put up six grades of peas and label every grade true to name. It is very important to know what you are buying. Cut the tins, see the clear appearance of the syrup, taste the peas ; note they are young and tender, canned the same day as picked. No need to wash or rinse our peas, but warm them up in the same syrup they are canned in and you will have as delicious a pea as is possible to get picked in your own garden. Again, we say, it is to both your own and customer's benefit that you should demonstrate the facts mentioned above. If your Jobber does not handle our goods get on the line with us.

RESPECTFULLY YOURS,

The Frankford Canning & Packing Co., Limited

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. The Greatest Variety.

OUR POLICY.

Low Prices. Quick Turnover.
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NEW ADVERTISEMENTS:

Cranston Novelty Co., Toronto.
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Guest, W. J., Fish Co., Winnipeg, Man.
Mason & Hickey, Winnipeg, Man.
Perrin, D. S. & Co., London, Ont.
Psimenos, Th. J., London, E.C.
Reid, W. J. & Co., London, Ont.

CANNED GOODS IN ENGLAND.

THERE is a splendid opening for Canadian canned goods in the United Kingdom. This is probably known to all, but the industry is too small and young to justify experiments which, while they may lead to success, may also prove a failure. The first object must be to create as big a demand as possible; to widen the channels as much as possible; and to cater to the demands of buyers in every respect. When a firm footing has been obtained and sales have developed, then is the time to begin experiments. But when a set of men, no matter in what branch of trade they are interested, are seeking to develop abroad, they can scarcely do better than look around for some successful concern, whose working methods they may take as an example. Such examples are not wanting to Canadian canners.

As far as Canadian canned goods are concerned, the British dealers may be divided into two classes, those who hesitate to stock the goods because they are comparatively unknown, and those who object to being compelled to purchase from a combination, on the ground that when they buy from individual concerns they are able to make use of a healthy competition. The objections of the first class could be overcome more expeditiously if they all received goods packed as they require. The objections of the second class are characteristic of a country in which combines play no very great or popular part. It may be urged that there are United States combinations on the British market, but here we have combination set against combination, not to mention several individual concerns of long standing, so that the dealer (jobber) has a good choice and competition is strong, although, be it said, grumbles have been heard that the quality of those United States concerns which have gone into combination, have since deteriorated. There is a feeling, not altogether uncommon, amongst the trade over here combinations are not conducive to improvement in the quality of goods manufactured. The fact that there are very few Canadian canning concerns outside the combination doing business on the British market, is thus considered by some a detriment to the growth of Canada's export trade.

REMOVE THE OBSTACLES.

DURING the past three or four weeks the rural militia and part of the city militia of Canada have been undergoing their annual training in the camps of instruction. This year the camps have been very successful and a large number of men went under canvas and were put through the drills

While we do not wish to disparage our citizen soldiery, yet we cannot help but feel that the best men are not obtained by the various Canadian regiments. The cream of Canada's young manhood is not to be found in the ranks of the militia. Why is this?

There are various reasons to be adduced, but we wish to direct our readers' attention to one cause, for which some of them are themselves responsible. We refer to the obstacles placed by employers of labor in the way of their employes, preventing them from entering the militia. A certain length of time is required each Summer for the camps. How many employers absolutely refuse to let their men off for the ten days or two weeks during which the camps last? This is a most serious obstacle, which proves a stumbling-block to many a young man's aspirations.

The way should certainly be made easier for the best of our young men to devote some of their time to a military training. There is no telling what lies before this young country and, as a protection against future dangers, it would be as well to develop and train every youth who has a desire to become proficient in the handling of arms.

ENGLISH PACKED "PETIT POIS."

THE reputation of the French packers of peas is of the highest and the narrow brass label which adorns the tins of the Bordeaux and Nantes packers is known to every grocer catering to the better class of trade. The signification of the words "Woyens," "Petit Pois," "Chaix," "Fins," etc., has been a source of no little worry at times to many a grocery clerk throughout this country, with the possible exception of the French Canadian clerks. The superior reputation enjoyed by the French goods and the special manner of preparation had obtained for the packers a singular distinction and control of a practically exclusive trade. This field is, however, in danger of being invaded by English packers, and already a good business is being done in the English pack "Petit Pois." The trade is growing rapidly, not only on account of the preferential duty and the lowness of freight from London as compared with French ports, but also on account of the quality of the peas. This is now claimed equal in every respect to the finest French brands. The packers in England have evidently made a deep study to perfect these goods and the results are apparent in the increased quantities that have been received in this market during the past two years. Advance samples of the present season's pack in the hands of agents show no falling off in excellence of quality, but, on the contrary, are, if anything, superior to anything put up in France up to the present. The peas are packed in the well-known heavy white tin with the good old-fashioned brass label, with contents designated in French and are absolutely undistinguishable from the Bordeaux and other French pack. The unchangeable and conservative English packers are apparently taking a leaf out of the German manufacturers' book and putting up goods as people want them and not as they "should be made to buy them," and in respect to this imitation of the French packers' products, are bound to cut into the latters' trade. This is particularly so in the case of Canada where the preferential duties and lower freight rates give the English packer a decided ad-

vantage. With the lower prices at which the English-packed French peas can be sold to the retailer, self-interest will induce that distributor to push them, and when consumers express themselves as highly pleased with the flavor and general excellence of the English pack, it will not be many years before a very large trade will develop.

RETAIL MERCHANTS' CONVENTION.

AS announced in this paper, after the last meeting in Winnipeg of the executive of the Retail Merchants' Association of Western Canada, that organization purpose holding a general convention in Winnipeg during the exhibition.

It is satisfactory to note that since the convention in Winnipeg last February the association has made substantial progress, and is now a body much stronger numerically than at the time of the last meeting. A few weeks ago W. A. A. Coulson was appointed secretary and organizer, and he has met with considerable success in his efforts to interest the retail trade. In the few weeks since he commenced work he has covered the Souris, Estevan and Pembina branches of the C.P.R., as well as the Brandon and Hartney branches of the C.N.R. Results have been gratifying, but, of course, the work has only commenced.

The coming convention is for the purpose of perfecting the organization work, of obtaining an expression of opinion on various topics, and of redressing grievances of the trade. If the retail merchants of the West give the association proper support its success is assured.

THE BUDGET CHANGES.

MR. FIELDING'S budget, which was presented to the House last week, presents few changes of any particular moment. The most important is the increase in duty on rolled oats to 60 cents per hundred pounds, which places the duty on the manufactured article on a parity with the duty on the raw material. At present, owing to the high price of oats in Canada and the low price in the United States, there will be little change in market conditions. The American millers can still ship their goods into this market and compete with the Canadian millers. But in time a change will be felt, which will be beneficial to the home industry.

For the ten months ending April 30, Canadian importations of oatmeal from the United States totalled 174,619 lbs. Contrast this with the importations of the fiscal year 1904, which only amounted to 2,326 lbs., and it will be seen how dependent we are at present on the United States for oatmeal.

A paragraph announces that beet sugar will be continued on the free list until July 1, 1906.

Another paragraph states that molasses importations from the British West Indies, via Newfoundland, will be treated as direct importations.

BOOM IT ALONG.

EVERY traveler, in Ontario at least, should make it a point to be in Hamilton Friday and Saturday of this week. There will be "gay doins" in the Ambitious City, which will cheer up the hearts of the drummers for a whole twelve months.

The programme includes a concert on Friday evening, a grand procession on Saturday morning and a monster celebration at the Brant House, Burlington, on Saturday afternoon and evening. The parade of the travelers will be especially interesting as the drummers will all be dressed uniformly in white trousers and white hats. There will be a baseball match and other sports at the picnic. Let every traveler cast cares to the wind and be on hand for the fun.

REPUTATION.

A GOOD reputation is a splendid asset for any business man. It costs little to procure; it is worth much to retain. Any merchant can gain it, if he starts soon enough. All that is necessary is persistence. Once the standard of excellence is set, a continuous adherence to it inevitably brings a good reputation sooner or later.

Take a list of the stores in any town and it will be found that the places of business of which the townspeople are proud, are the stores with good reputations. Why is it that in the larger cities there are a few stores left, which have not succumbed to the inroads of the department stores? It is because they have been sustained by their good reputations.

It is true that human nature likes variety. This is the reason for the restless rushing from store to store. Still it will be found that this frenzied rush is merely for novelties. The staple necessities of life are usually procured from one or other store of repute. The housewife comes to realize that she can rely on a certain merchant for her supply of a certain line of goods, and she sticks to him through thick and thin. If he prove unreliable the connection breaks. The continuance of the relationship depends on the maintenance of a good reputation on the merchant's part.

A REAL GRIEVANCE.

A CORRESPONDENT in British Columbia writes to us about a matter which is a very real grievance in the west, and requests us to give it some publicity in our columns. The correspondent says:

"We think that the time has arrived when manufacturers in the east should pay more attention to the amount of stock they carry in the larger towns of British Columbia. For retail men and their customers to have to wait three to five weeks for anything that is required very often means that the customer will do without, or, if possible, will send to the States.

"The City of Vancouver is now of such a size that manufacturers need no longer hesitate to keep a large supply of all the standard and staple goods in daily use throughout the province. We hear complaints on all sides of this long delay for even the common requirements of every-day life. In the Western States of America it is the usual custom for manufacturers of the Eastern States and elsewhere to keep a complete stock, which can be drawn upon by the wholesale men to replenish their stock. The natural result is that traders, in Vancouver especially, draw from the nearest points in the States where these stocks are kept, with, of course, loss of trade to Eastern Canada and to the gain of the United States; and for this reason, because they can be supplied in so much shorter time. Hence the necessity for Eastern Canada to understand the conditons as they appear to-day in British Columbia.

"The warehousing accommodation of Vancouver is good. Consignors of goods hand to the warehouse man a list of his clients from whom he may accept orders for delivery of merchandise in hand, and the warehouse man in turn immediately advises the consignor of such delivery for invoicing purposes. Monthly stock sheets are sent, and every facility placed ready for consignors.

"The great thing for manufacturers to remember is the great advantage it will be to their clients and the consequent advantage to both buyer and seller. There is no reason why the now large and increasing population of Vancouver and British Columbia should be under any disability. They are calling for an alteration which can easily be remedied. There is also the question of business men at these distant points being compelled to buy car lots so as to get a cheaper freight. This can be remedied by consigning a car lot to the warehouse man, who will supply the quantity sold and hold the rest for other customers."

TORONTO RETAIL GROCERS CELEBRATE

LOWERING skies had no terror for the grocers of Toronto on Wednesday morning, and their nineteenth annual excursion to Niagara Falls and Buffalo was an unqualified success. Shortly after seven a.m. the crowd began to converge towards the Yonge

H. D. Kelly, President Toronto Retail Grocers' Association.

street wharf, and by the time of the departure of the Chippewa at 7.30 the retail trade with their wives and families and a big delegation of travelers and wholesale representatives were present in full force.

It was a remarkably good-natured crowd of pleasure seekers which was on board. Everybody knew that it was going to clear up and everybody knew that this was going to be the best excursion ever planned by the Toronto grocers. And it was. It may be said fairly that no crowd of excursionists has ever had a more pleasant and enjoyable day than had the guests of the Retail Grocers' Association on this year's trip.

Perfect arrangements prevailed for securing the comfort of the pleasure seekers. The association is to be congratulated on the efficiency and painstaking efforts of its officers and committee. The officers and committee in charge of the present outing were: President, H. B. Kelly; secretary, Ben. Panter; treasurer, J. S. Bond; Committee, F. W. Johnson, past president; D. Bell, R. Vanloam, J. McLean, R. B. Snow, R. Davies, R. H. Stewart, T. Clark, F. Thorn, Chas. Cootes, and Jas. Rae. In the crowd before embarkation, on the boat, and at the end of the line, these gentlemen were indefatigable in their attentions. The great success of this year's outing was in no small measure attributable to them. There were no dull moments when President Kelly was around, and the whole committee and the travelers vied with each other in making good fellows of themselves.

The boat was just well under way when the Dalley representatives sprang a guessing competition. Its success was phenomenal. Each person was entitled to a guess on two questions: First, "Who was the biggest liar on the boat?" second, "How many tins of 2-in-1 polish were sold in Canada in 1904?" A heavy vote was polled. The first was won in a walk by J. A. Jones, of the J. J. Dalley Mfg. Co., although several other representatives showed unmistakable marks of genius in the same direction. We refrain from making invidious comparisons. Earl Casey, a little girl, won the second guess, the number being 1,871,762. Fans were distributed by the representatives of Todhunter, Mitchell & Co., and gaily-colored butterflies by the Edwardsburg Starch Co. Everyone was decorated with a souvenir badge presented by The Canadian Grocer.

The occasion was graced by the presence of a big contingent of travelers. Among those seen were: W. J. Parks, C. Wilson, representing Todhunter, Mitchell & Co.; Tom Holman, Jas. Mortimer (Christie, Brown Co.), Flem. Hayes (Perkins, Ince & Co.); Ernest Hustwill, J. A. Wright (A. F. MacLaren Imperial Cheese Co.); B. Cope (Gunn Bros.; J. Sharp (McCalls); W. Booth (Doyle Fish Co.); Frank Crowley, Fred Gallow (The Pure Gold Manufacturing Co.); M.

B. Panter, Secretary Toronto Retail Grocers' Association.

Murphy (Rutherford & Marshall); J. Anderson (Ogilvie Milling Co.; J. A. Jones (J. J. Dalley Mfg. Co.); O. W. Wrinkler (Warren Bros.); Herb. Moore (Comfort Soap); J. Lumbers (Jas. Lumbers); G. A. Manning, E. B. Nettlefield (Dalton Bros & Co.); M. A. Muldrew, Dan. Casey, J. A. Taylor, T. S. Grant (Eby, Blain & Co.); Frank Brittain (Imperial Extract Co.); Sam. Qua (Davidson & Hay); Ed. Hawes (Edward Hawes & Co.); A. C. Maxwell (Maxwell Fruit Jelly Co.); A. C. McIvor (McIvor Cooked Meats); W. H. Maxwell, J. M. Brett (Jas. Sloan & Co.); J. R. Mansen (White & Co.); W. J. McCleary, A. E. Singleton (Salada Tea); R. J. McNicol, —. Collins (Blue Ribbon Tea).

Fifty men were present from McLaughlin's, this being by far the biggest representation from any one house.

At Niagara-on-the-Lake a large number of the excursionists disembarked and boarded a Michigan Central train for Buffalo, where the rest of the day was spent in seeing the sights. The monster parade of the Elks, who were in convention there, was an interesting feature of the day's doings. After it was over the crowd broke up into little groups and each sought out what appealed most to it.

Those who did not go to Buffalo took the Gorge Route cars at Lewiston and enjoyed the picturesque ride up to the Falls. Having arrived there they had no trouble in finding places to go. At noon the skies cleared and all the vantage points whence views of the Falls could be had were thronged with eager crowds.

Both parties met again on the Corona in the evening and a delightful sail home in the moonlight followed. The lights of Toronto gradually began to twinkle in the distance and at 10.30 the weary but happy crowd left the boat once more. The 1905 excursion of the grocers will long be remembered by all whose good fortune it was to be present.

REMOVING TO TORONTO.

THE Cranston Novelty Co., late of Galt, manufacturers of advertising novelties in the shape of aluminum devices, rubber stamps and other store and office specialties, are removing to Toronto where the business will be carried on in future.

Mr. Cranston, head of the firm, has been a resident of Galt for over 24 years, previous to which he was in business in Woodstock. The Galt Reformer speaking in reference to Mr. Cranston's removal says:

"He has always taken an active interest in the affairs of the town, and was elected alderman in 1899. During the past four years he has conducted the business of the Cranston Novelty Co., which has grown from a very modest little business into one of increasing proportions, until now it extends over a very large part of the Dominion.

J. Bond, Treasurer Toronto Retail Grocers' Association.

"The office of the company is being moved from Galt to the Medical Buildings, corner of Bay and Richmond streets. Toronto is more central for such a business, and agents will be appointed at different points.

The First Six Months of 1905 Has Expired

and our books show that the **increase** in the consumption of

"SALADA" Ceylon Tea

over the corresponding six months of 1904 amounted to **256,686 lbs.,** and that the **increase** in the Toronto branch alone (established 15 years), amounted to **108,853 lbs.**

Our **increase alone** in 6 months amounts to as much tea as was consumed during the same period by all the inhabitants of all the cities and towns on the G. T. R., between Toronto and Montreal, including Pickering, Whitby, Oshawa, Bowmanville, Newcastle, Port Hope, Peterboro, Grafton, Colborne, Brighton, Trenton, Belleville, Napanee, Kingston, Brockville, Prescott, Cardinal, Iroquois, Morrisburg, Cornwall, Lancaster, Coteau Jct., Vaudreuil. This is worked out on a basis of a consumption of five-pounds of tea per head per annum, or say, one-half-pound per week per family of five.

What Does This Show?

That we serve the public well,

and that we continue to increase from year to year. Why not be with us in this gain in trade, and not only stock **"Salada" but push it.** The only firm, retail, or wholesale who succeeds, is the one who **serves the public well,** and you serve them **best** when you serve them with **"SALADA" Ceylon Tea, Black or Green.**

Branches in Toronto, Montreal, New York, Chicago, Boston, Buffalo, Detroit.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 14, 1905.

DURING the week the grocery jobbing trade have been busy filling their sugar orders. Country merchants who have been holding off pending something settled in sugar prices have been obliged to order their earlier wants. The arrival of so much small fruit has been followed by heavy sugar demands. Refiners report very large business, in fact greater than last year. The weakness in the foreign beet market continues, and a decline of 1 1-2d was noted in the early part of week. In teas the trade appear to be also prepared to jump in and buy. Markets are firm all around, and crop conditions would indicate it opportune time to buy. Low-grade blacks and green Ceylons have firmed up, and London houses have turned down their local brokers' offers in many cases for prices which some few weeks ago would have been readily taken. Japans are also hard, the enormous shortage, something like 9,000,000 lbs., according to latest cable advices at hand, inducing dealers to consider buying. In canned goods there is little doing. Orders have been pretty well all placed for new pack. Canned salmon orders have also been pretty well closed. Molasses and syrups do not show much life, the hot weather always affecting the consumption. Spices are strong and show strong upward tendency. California dried fruits, particularly prunes and apricots, are stronger, the reports indicating extensive damage by the late spell of extreme heat. In Spanish dried fruits there is nothing new. Crop indications point to large stock in Malaga and Denia. Despite the warm weather, fish dealers report good week in fresh lake trout, white fish and haddies. Maple products, beans and evaporated apples are firm, but little doing. Flour, which advanced 10c. per barrel last week, holds the advance. Feed is quiet and prices easier. Rolled oats is as yet unaffected by the recent change in the tariff, but the trade is looking forward to an advance. Butter and cheese are both being freely exported. English dealers who had held off for a long time, finding themselves compelled through short home stocks and good demand, to come to shippers' demands on this side. Eggs unchanged but firm. Provisions fairly active, though supplies are none too heavy.

Sugar—Orders are heavy, and business is in full swing. Refiners report business heavier than last season, and jobbers say that country merchants are buying well. The preserving of early fruits has forced purchasing, though the tendency has been to hold off on account of the unsettled market. Beets declined again, and it is difficult to judge when the easing-off will stop. Explanations are hard to obtain and still harder to credit.

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls	5 50
" " ½-boxes and 1½-bbls	5 60
Extra ground, bbls	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—Business in molasses is dull, little doing in any direction. It is hardly the season for heavy trading in this article. Corn syrups are also particularly at a standstill.

Barbadoes, in puncheons	0 37
" in barrels	0 39½
" in half-barrels	0 40½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—A better business is being done in all grades of tea this week. The firmness of teas generally has awakened buyers' interests, and the very strong reports as to shortage of crops in some countries has tended to still further improve the trade. In Ceylon greens a good demand obtains, and blacks are quoted firmer particularly low grades. Japans are strong, and it is thought will still further advance. Low grade China greens, as well as Pan Yongs and Ping Suey gunpowders also are higher.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee — Coffee market unchanged. New York market has not shown any features calculated to affect local conditions. Business is only fair.

Good Cocuatas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

Spices—Spice market continues firm, peppers, cloves and nutmegs being principal lines, showing a tendency or likelihood of an unavoidable advance. Spice grinders report business quiet, and they do not look forward to any activity until about end of August or beginning of September.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—Business is quiet. Fresh fruits and vegetables have affected the sale of canned goods very much. As this is always expected at this season of the year, jobbers offer no complaints. It was reported that some heavy sales of salmon had been made at prices of $4.25 for sockeye for coast, but as far as is traceable nothing was put through under $4.65 f.o.b. coast for sockeye fish. It is reported that packers of Rivers Inlet fish have withdrawn all offers. With the present feeling among the canners there is no possibility of any concessions from present prices.

Wholesale limited selling prices in salmon for 1905 :

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms : Net 30 days, or 1 p.c. 10 days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 75
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 25
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25

2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 [illegible]
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubard, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises followng brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Fish—The trade continues to be in a very fine condition, and this week has seen an improved demand in fresh fish. The season for gaspe and restigouche salmon is nearly over, and higher prices are expected for the coming week. Lake fish, such as trout and white fish, as well as haddies, arrive in good order; prices are low and quality is extra fine. There is a general scarcity of dore, but there will be a better supply shortly. In consequence price is a little higher this week. Fresh mackerel is coming in small lots; it is not plentiful. Halibut is in at low price for this season; it is also arriving freely. Brook trout is scarce.

Salt and prepared fish is in fair demand for this hot weather. Stocks of skinless cod are light; in fact, there is not enough to supply requirements as yet. What there is of it sells at quotations. Boneless cod obtains the usual demand for this time of the year. But few new salt herrings are coming in and sell readily at high figures. B.C. salmon is practically out of the market, and there will not be any more before one month or six weeks. There is on the market some Labrador salmon of last year's stock. It is in prime condition and sells well.

Black bass	0 10
Fresh mackerel, per lb	0 09
Gaspe Salmon, per lb	0 13
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 09
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddoek, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20 lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—Business fair and steady is about all one can learn. Jobbers say usual amount of trade. No changes in prices.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—Meagre reports obtainable. Reports from Smyrna as to Sultana raisins say that all good qualities are entirely exhausted, and very little of lower grades remainng. The new crop is reported to be doing well, and if nothing happens to disturb present favorable conditions there will probably be about 50,000 tons, which is about 28,000 tons more than last year, and while some growers have reported that the Peronosporus has made its appearance, up to the present it is not considered serious. Currants show no serious fluctuations though demand has slightly improved. In Malaga raisins there is nothing definite as to quantity, but speculators have made opening prices at slightly lower than last year. No change in shelled walnuts or almonds, and business is quiet.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ¼s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

Maple Products—There is nothing new to report on maple products. Sales are small, but they still enjoy a fair demand. Hot weather helps to curtail demand. However, at this time of the year there is never much doing in this trade. No change in prices.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—Stocks are so light that sales, though small they be, help a great deal to reduce stocks still more. Dealers are expecting some new honey in a very few weeks. Practically only inferior goods are left in stock.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—Demand for beans is fair this week. The market is high and very firm, owing to a general scarcity. In fact an unusual uneasiness prevails. The prices are as below:

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—Hops are practically dead. No improvement is looked for before the new crop arrives, and even then dealers do not expect to see much better prices nor easier markets. No change in prices to report.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples — The trade, as usual, is very dull. Stocks move very slowly. Evaporated apples are in such a poor demand that dealers do not hope for any near improvement. Prices are firm at 6 1-4 to 6 1-2. If there is any tendency to change, however, it will be to jump to higher figures. Dried apples dead at 3 to 3 1-2c.

To the Trade

We are still taking orders for future delivery of New Pack Canned Goods, following lines and brands:

Tomatoes
Auto
Aylmer
Little Chief
Log Cabins
Bowlby's
Boulter Lion
Simcoe
Delhi
Kent
Lakeport

Corn
Log Cabin
Little Chief
Aylmer
Auto
Bowlby
Boulter Lion
Simcoe
Delhi
Kent
Lakeport

Succotash
Log Cabin

Pumpkins
Simcoe

Baked Beans
Red Cross
Log Cabin
Little Chief
Plain, Tomatoe Sauce, Chili Sauce, Is. 2s., 3s.

Asparagus
Simcoe 2 lbs. 2

Spinach
Simcoe 2 lbs.
Simcoe 3 lbs.

String Beans
Log Cabin Wax
Log Cabin Refugee
Little Chief Wax
Little Chief Refugee
Simcoe Wax
Simcoe Refugee
Lakeport Wax
Lakeport Refugee

Peas
Little Chief Extra Faultless
Little Chief Early June
Little Chief Standard
Auto Early June
Auto Standard
Log Cabin Little Gem
Log Cabin Early June
Log Cabin Standard
Aylmer Early June
Aylmer Standard
Simcoe French 1 lb.
Simcoe Early June
Simcoe English Garden
Kent Early June
Kent Standard
Boulter French
Boulter Special Sifted June
Delhi Marrowfat
Delhi Early June
Lakeport Early June
Lakeport Standard

Blueberries
Eagle, 2 lbs.
Daisy, 2 lbs.

Peaches
Bowlby Yellow 3 lbs.
Bowlby Yellow 2 lbs.
Simcoe 3 lbs.
Simcoe 2 lbs.
Schenck Pie Gallon
Lowry Pie Gallon
Lowry Pie 2½ lbs.

Strawberries
Bowlby, 2 lbs., heavy syrup
Simcoe, 2 lbs., heavy syrup.

Pineapples
Simcoe 2 lbs. Sliced
Simcoe 2 lbs. Grated
Simcoe 2 lbs. Whole

Plums
I. C. B. Lombard in Syrup 2 lbs.
Lowrey Pie Gallon
Greengages
Bowlby 2 lbs. in Syrup
Simcoe 2 lbs. in Syrup

Ketchup in Tin
Simcoe 2 lbs.

Cherries
Bowlby White Pitted
Bowlby Red Pitted

Raspberries Red
Bowlby 2 lbs. in Syrup
Simcoe 2 lbs. in Syrup

Apples
Bowlby Gallon
Bowlby 3 lbs.
Simcoe Gallon
Simcoe 3 lbs.

Gooseberries
Bowlby 2 lbs.

Lawtonberries
Simcoe 2 lbs.
I. C. B., 2 lbs.

Pears
Bowlby Bartlett 3 lbs.
Bowlby Bartlett 2 lbs.
Simcoe Bartlett 3 lbs.
Simcoe Bartlett 2½ lbs.
Simcoe Bartlett 2 lbs.
Schenck Pie Gallon
Lowry Pie Gallon
Lowry Pie 2½ lbs.

SALMON

Victoria
Oweekayno
R. R. R.
Swan

Carnation
United Service
Horse Shoe 1 lb. tall
Horse Shoe 1 lb. flat

Horse Shoe ½ lb. flat
Clover Leaf 1 lb. tall
Glover Leaf 1 lb. flat

A car of 550 cases assorted brands Salmon delivered at any railway station in Ontario and Quebec.

Orders promptly attended to—Quality guaranteed.

Laporte, Martin & Co'y, Limited

70, 72, 74, 76, 78, 80 St. Peter Street,
9, 11, 13 St. Helen Street,
MONTREAL.

there has also been a marked falling off in the European consumption consequent upon the high prices which have prevailed for a year past. It must not be lost sight of that the world's supply to-day is nearly 400,000 tons short, compared with the same time last year. Considerable cane sugars have been purchased by U. S. refiners lately on the various reduced bases, and there appears no doubt that the refiners' holdings there are light.

In refined there has been a fair seasonable demand both here and across the line, but trading has been limited to actual requirements, and as we go to press we hear that New York refiners have reduced prices 10c. per cwt. all round, without having any effect upon quotations here, which remain as below. However, a decline locally appears imminent, and the trading generally is light in expectation of it.

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 90
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2 "	4 68
No. 1 "	4 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses — Trade in molasses is quiet. Little business is expected at this season, and an odd sale is all that is accomplished. Prices have remained firm at previous quotations. It is an off time, too, for syrups, and trade in them is quiet. Our quotations are:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee — Coffee continues extremely dull. The movement of stock is at a minimum. A few scattered orders have been executed, but there has been nothing steady in the demand nor life in the buying. We quote as follows:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—The attitude of buyers towards new Japan tea is still one of great indifference, and the amount of business is very trifling compared with the record of previous seasons. There are several good reasons for this. First, the falling off in the country districts of the general demand for green tea, the consumptive demand going more and more towards the black. Second, the disposition of the import trade to operate on samples of the actual parcels of the tea offered. These samples are still en route, whereas when the business was more active buyers were willing to operate on type samples of the previous year's growth. Cables from Japan this week report a shortage in crops to date, as against last year, of 8,000,000 lbs., which is equal to 20 per cent. of a whole year's output, and with the well-known intention of the Japanese not to pluck fourth crop trees there is little doubt but that there will be a serious shortage on the latter as well as on the earlier tea. Under similar conditions in previous years the market would have been abnormally high, and only the lack of interest and the carry-over in the United States of considerable quantities from last year can account for the present very reasonable values. In black Indian teas the first sale of the season was held in Calcutta in the first week in June. Darjeelings and Assams showed a distinctly good quality, but Sylatt and Chechar were quite undesirable, and as the last named districts, owing to their cheaper prices, supply the greater demand in Canada for

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, July 13, 12.30 p.m.

BUTTER—Firm, but recent heavy trading toning down. Prices unchanged. Fancy, 21c.; choice, 20¾. and good to fine, 20c. to 20½c. English market in receptive mood.

CHEESE—Tone somewhat easier. Ontario 9¾c., some bids 9¾c.; eastern, 9¼c, to 9⅜c. Cable sales at these figures to-day.

EGGS—Quiet market. Selected fresh gathered, 16½c.; straight, 15c. to 15½c.

PROVISIONS—No change. Receipts of live hogs light. Hams and bacon, good demand.

Indian teas, it is certain that little business can be done with Canada until the quality improves. August and November are the best shipping months for teas suitable for this market.

In black Ceylon teas the lower qualities have been cheap, but an advance of a farthing to a half-penny has taken place owing to an improvement in quality and decrease in production. This is usual at this season, and higher prices and better qualities may be looked for as the season advances. Business has improved in Ceylon green teas, and there is a specific demand in many parts for Ceylon green where other green teas are dull. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 30
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 13	0 14
Dust	0 06	0 08

Rice and Tapioca — Conditions in Japan have made the deliveries of rice very slow, and the result has been a rise in price. The advance recorded last week has been maintained with every prospect of continued firmness. Tapioca continues firm with a fair demand. We quote as follows:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03¾
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruit—The market in currants is firm in Petras, and as the stocks are short in this country some business of importance has been done for importation. The position is somewhat strengthened, as there seems to be no doubt that the Greek Government will take some action to improve the situation for the growers. The proposition receiving most consideration at the present is one of the Bank of Athens to form a company, the object of which will be to buy up the surplus of the crop for twenty years. This will tend to increase the prices. Reports from the Mediterranean all indicate favorable conditions for the growing crops. Nothing new has developed in European dried fruit conditions. In California prunes, buyers generally, now that market has advanced, are very anxious to operate, and they believe all they are told about conditions, but the opportunity is gone for getting in at the low price. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 04½	0 04¾	60-70s	0 05½	0 06
80-90s	0 05	0 05½	50-60s	0 07	0 07½
70-80s	0 05½	0 05¾	40-50s	0 08	0 08½

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08	0 13

Apricots—

	Per lb.
Californian evaporated	0 15

Peaches—

	Per lb.
Californian evaporated	0 15

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.	
New selects		0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes "	0 8½	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½

Foreign Nuts—The only feature of interest in the market has the position of Filberts. However, the easier prices of the past couple of weeks continue to rule. The market is inactive without

Frenzied Business

Grocers of The West—and East.

Prices are now out on peas, and nobody can say that the gentlemen in Hamilton have not put them low enough. Whether this illegitimate cut-throat—less than cost—price is any advantage to the retail trade we very much doubt. In issuing these prices we believe they have overshot the mark and it will fail to accomplish its purpose, as it must be apparent to every retail grocer that they were not sent out for philanthropy, for the benefit of the retail trade, for the consumer's benefit, or in a legitimate business sense, but solely to drive out, buy out, or fire out the canners working independent of the consolidation. Whether this is to the interest of the retail trade of the Dominion we leave them to judge, as they are the gentlemen who in the end have to settle these controversies. Understand, we are not appealing for sympathy, but we consider it a legitimate matter for both personal and business discussion in the trade papers of the country. At the same time we are not going further into the matter now, and hand it over to the retail trade for their dissection.

Believing that these low prices will increase the sale of peas enormously, we have made arrangements to increase our pack accordingly so as to fully protect our customers in their increased requirements. The trade will also remember, that, unlike some of our competitors, one in particular, who are currently reported to be holding one hundred thousand cases of old peas, we have not a case of old goods in stock, all this year's pack, fresh and new, and every indication of being the best pack in quality we ever packed ; the cool, moist weather we have been having maturing the raw material in perfect condition.

THE PACKERS OF QUAKER CANNED GOODS

any immediate prospect of a revival. Quotations are:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08½
Japanese Jumbo's		0 08½
Virginia "		0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
NewBrazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Dried and Cured Fish—The general apathy which rules the whole market holds this branch too. There is absolutely nothing of interest to be recorded. Movements are light. We quote:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06

Country Produce.

Eggs—The general provision market is firm, but there is a tendency towards lower prices in eggs. The quality is not so good as earlier in the season. In the hot weather so many spoil that the price must be low to make a fair profit on the good stock possible. The packers' season is over, and reports indicate a fair season. Shipments have been well up to the average. We quote:

New laid eggs, per doz	0 16	0 17

Beans—Nothing of special interest has taken place during the past week in beans. Only a small movement is taking place. We quote:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Evaporated Apples—The market continues firm with some stock moving. No change is recorded in price since last week. We quote:

Evaporated apples	0 07	0 07½

Honey—The demand for honey is very limited, and the market quiet. The present Summer's yield should be large, but it will be some time before the market is aroused. Quotations are as follows:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Maple Products—Interest is lacking in this market. Prices continue the same with practically no demand. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fresh Fish—Business in fresh fish continues fair, and prices are being maintained. We quote:

Fresh halibut, per lb		0 09
" haddock "		0 07
" trout "	0 07½	0 08
" cod steak, per lb		0 07½
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
White fish, per lb		0 08

Grain, Flour and Breakfast Foods.

Grain—Manitoba wheat has advanced a cent and a half on No. 1 and a cent on No. 2 since last week. Red and white are easier by a cent. We quote as follows:

All on track Toronto.

Manitoba wheat, Northern No. 1		1 15
" " " No. 2	1 10	1 11
" " " No. 3		0 95
Red, per bushel,	0 99	1 00
White "	0 99	1 00
Barley "	0 50	0 52
Oats "	0 48	0 48½
Peas " nominal	0 77	0 78
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 66	0 67

Flour—Conditions remain normal. There are rumors of price cutting in the Maritime Provinces, but not to any serious extent. We quote:

Manitoba wheat patents, per bbl. in bags	5 00	5 50
Strong bakers " "	4 80	5 20
Ontario wheat patents " "	4 70	4 90
Straight roller " "	4 70	4 80

Breakfast Foods—Demand still continues fair, notwithstanding the warm weather. There are no changes in price to record. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Skins, Tallow and Wool—The general advance in wool has been reflected in the local market. All wools have remained firm, with an increase of 2 cents in wool-washed fleeces. Lamb skins have advanced ten cents during the week. The market is devoid of special features apart from these changes. We quote as follows:

Hides, No. 1 green steers, per lb		0 10
" " 2 " "		0 09
" No. 1 green, per lb		0 09½
" " 2 " "		0 08½
Country hides, flats, per lb	0 08½	0 08½
Calf skins, No. 1, selected		0 10
" " No. 2		0 08
Deacons (dairies), each		0 80
Sheep skins		1 25
Lamb skins, each		0 55
Shorn pelts "		0 45
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 15
Wool-washed fleece		0 25
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

B. C. Markets.

THE special commodity freight rate of ten per cent. from regular tariff rates, given by the White Pass & Yukon Railway for six weeks from July 1 to August 15, is this year having a stimulating effect on shippers, the same as last. The experiment, first tried in order to prevent so great a freight blockade at the end of the season as had been several times the case, worked so well that the White Pass people have made it an institution. The inducement is sufficient to make it very well worth the while of any shipper to see that his goods get forward in time to take advantage of the rate.

With large portions of the regular shipments, staple lines which can as well be stocked in one month as another and which are sure to be needed for the Winter, the saving is in many cases a very agreeable addition to the profit made. With nearly all lines, except perishable goods or goods not available until a certain season, it is as much to the advantage of the shippers as that of the railway company to get them forward before the last of the season. Late shipments are often caught by the freeze-up. Every steamer going north now has its full cargo capacity taken up, and receipts at the C.P.R. wharves for northern shipment continue heavy.

* * *

Further news from the north increases possibilities of a new gold field up the Hootalinqua. The Kalsheena River, a tributary of the Hoatalinqua has been prospected several seasons, coarse gold being found, but the proposition is more a hydraulic than ordinary placer diggings.

The Alsek, a district nearer White Horse, and much boomed last year, is not developing fast, though arrivals from there assert that the trouble is lack of transport, 30c. per lb. being the price of packing all supplied from White Horse, most of the distance having to be made by a rough pack trail. The character of the diggings, too, necessitates machinery to keep the water out of shafts, and work cannot be done in Winter as in the Klondike camp. J. McLean, an old Vancouverite, says that in his opinion the district is now ahead of what the Tanana was three years ago, yet this year for the first time the Tanana has produced $6,000,000.

* * *

Though advices from Ottawa are to the effect that the obnoxious $500 tax on eastern commercial men will be removed by the veto of the Dominion Government, if not by voluntary act of the provincial authorities, little attention is paid to the statement, as it would involve the disallowance of the whole of the Assessment Act, which would cause tremendous disturbance in the province. The Commercial Travelers' Association argues that the Act is in violation of the B.N.A. Act, which leaves regulation of trade matters affecting the whole Dominion in the hands of the Federal Government. But it is doubtful if the Government at Ottawa would disallow the whole Assessment Act because of this obnoxious clause.

* * *

The Vancouver Board of Trade is out with a unique proposal, which would retire the travelers' license, in return for the imposition by the Dominion Government of a tariff on lumber. At the monthly meeting of the Vancouver Board a resolution was passed expressing the opinion that if the Dominion Government asks the Provincial Government to repeal the travelers' tax, the latter should refuse unless or until the Dominion Government shall have imposed a duty on lumber and shingles, as the present state of "admitting lumber and shingles free of duty is an unjust discrimination against the interests of this province."

* * *

An important era in the local development of the lower mainland of British Columbia is undoubtedly marked by the electrifying of the Lulu Island railway, running sixteen miles from Vancouver to Stevenston, the cannery town at the mouth of the Fraser River. This line, owned and hitherto operated by the C. P.R., has been leased to the B.C. Electric Railway Co., which has over 30,000 horse-power of electric energy developed by water-power available for extension of electrical enterprises. The line runs through the rich delta land of Lulu and

Old Ideas!

When Windsor Salt is ready for the market it has passed the most critical examination of the largest and most progressive Salt Factory in Canada. There are no old fogy ideas in force at the Canadian Salt Co.'s Works. Where Windsor Salt is made, everything is up-to-date.

We believe in progression. Old-fashioned ideas were well enough in their day and so was the candle light, but the world moves and you must be up and doing if you would keep in touch with it.

Old fogy ideas have no part in the making of Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

Not found in Windsor Salt

Chinese Starch is put up in 1-lb. packages, heavier than any other package on the market.

Chinese Starch is a selling "Trade Mark."

Chinese Starch is of unrivalled quality.

Chinese Starch put up in attractive striking label.

Chinese Starch gives you a **Carriage Umbrella FREE** with every 5-case order. Freight paid to any railway station in Canada.

Write for Particulars and Price.

Ocean Mills, :: :: Montreal

RECEIVED INTO STORE THIS WEEK

ONE CARLOAD "CALIFORNIA"

1500 Boxes "G. & S." and "EASTER" Brand Santa Clara Prunes

40/50, 50/60, 60/70, 70/80, 90/100, 100/120

25-lb. Boxes

Choice Goods Right Prices

"THE MOST UP-TO-DATE FIRM"

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors

Sea Islands, and a fine district on the mainland between the city and the north arm of the Fraser River. It is the intention to promote the settlement of this area in small holdings, similar to the manner in which the land between Vancouver and New Westminster has been developed. There is an immense difference in conditions, however. The latter had to be cleared from the solid bush, while the Lulu Island land is in large part already under cultivation, and has been highly prolific for years. It will be high in price, but the immediate increase of production by extensive cultivation will be at once felt in the increase of local supply of farm and dairy produce available for marketing in Vancouver. It is another indication of the possibilities of agricultural development in this province.

* * *

Fruit receipts from local sources are beginning to show an increase. Strawberries are pretty well out, and the season is over, but cherries are now very plentiful and raspberries are coming in in large quantities. The supply of cherries, both sweet and preserving varieties, never was greater. Prices run from 5 to 10c. per lb., according to variety. The sweet cherries are cheaper than the preserving varieties. Raspberries sell at from $1.50 per crate of 24 lbs. up.

Apricots and peaches are coming in freely from California and the stock is better matured than first arrivals. Plums from the same source are very plentiful. They are from $1.25 to 91.50 a box, and peaches somewhat less.

New potatoes are now in good supply, covering all demands of the market. California shipments have ceased for the year, and old stock is done. The price is about 1½c. per lb. wholesale.

In dairy and farm products, eggs of strictly fresh description are in demand, and scarce at 15c., wholesale.

Dairy butter is still very plentiful and brings from 23 to 25c. wholesale, according to the source of supply. Some dairies in the Fraser valley are well equipped, ranking with small creameries. The supply of creamery butter is also plentiful and holds firm at 25c. to the trade.

Sugar prices hold firm since last quotations, when a shading of ⅛c. per lb. was noted.

RETURNED
JUL 14 1905
To Winnipeg
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Warehouse Royal Crown, Limited, Winnipeg.

APPLE CROP OF NOVA SCOTIA.

Mr. J. W. Bigelow, Wolfville, N.S., reports: "I have received discouraging reports of apple crop from nearly all the fruit-growing sections of Nova Scotia. Late frosts followed by cold, wet weather in June was unfavorable for polonisation and growth. Judging from present appearances there will not be over half an average crop for export, say two hundred and fifty thousand barrels, roughly estimated, of the following varieties: Gravenstones, 10,000 barrels; Ribson Pippin, 40,000 barrels; King, 50,000 barrels; Baldwin, 40,000 barrels; Golden Russett, 20,000 barrels; Nonpareil, 40,000 barrels; all other varieties, 50,000 barrels; total, 250,000 barrels. Plums, pears and small fruits may give an average crop for home consumption."

EXTENDING.

The "Salada" Tea Co. are now doing business in every large city, town and village in the United States, as well as in Canada. Besides their own establishments in Toronto and Montreal they have warehouses in New York, Chicago, Buffalo, Detroit, Pittsburg, Boston, St. Louis, and many other points.

"Salada" tea is now as easily gotten in Jacksonville, Fla., Richmond, Va., or Washington, as it is in Toronto or Hamilton, and as easily purchased in Omaha, San Francisco, Salt Lake City or Denver as it is in Montreal or Quebec. In the City of New York alone over 4,000 retail, and all wholesale grocers, handle "Salada." This shows the right kind of enterprise in a Canadian firm.

ADVANCE IN CEYLONS.

Just as we are going to press a cable from London announces an active market with an advance of from ½ to 1d in flavory Ceylon teas.

CHINESE STARCH IN BOSTON.

Mr. O. Lefebvre, proprietor of Ocean Mills, Montreal, has returned from a short trip to Boston, where he has arranged for opening up a branch factory. The trade has developed so largely that in order to overcome duty and to place the famous "Chinese Starch" before the American public as he has done in Canada, he has elected Boston as a distributing centre. Ocean Mills, manufacturers of "Chinese Starch," have a paper mache Chinaman which proves a good line for any retail store window display. The figure is 3 feet high and is in colors, as a Chinaman, and is a facsimile of their well-known trade mark.

QUEBEC CIGAR FACTORY.

Camilieu Joseph Lockwell, Joseph Donville and Ferdinand Donville, all of the City of Quebec, manufacturers of tobacco and cigars, have formed a partnership to do business in Quebec under the name of "The Spot Cash Combination Cigar Factory."

PERSONAL MENTION.

Mr. W. H. Halford, Montreal, is visiting Toronto, Hamilton and London.

Mr. A. A. McKay, of Blue Ribbon Tea Co., Toronto, was noticed in Montreal this week.

Mr. A. H. Scott, of Watt, Scott & Goodacre, Montreal, is in Halifax and St. John this week.

Mr. Aemilius Jarvis, of Toronto, is inspecting the canneries of the British Columbia Packers' Association at present.

Mr. C. P. Hebert, of Hudon, Hebert & Cie., Montreal, is spending the Summer at his country residence at Riviere du Loup, Que.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., and Mrs. Geoffrion, have just returned from a short trip to Buffalo, Niagara, Toronto and Kingston.

Mr. A. H. Ewing, of S. H. Ewing & Sons, Montreal, is spending a few weeks' vacation with his family at their Summer residence at Little Metis, P.Q.

Mr. J. H. Maiden, Montreal, is away this week on a business trip to the principal towns of the province, taking in St. Hyacinthe, Three Rivers and Sorel.

Mr. Geo. Forbes, of Forbes Bros., Montreal, has been spending a few days at his old home near Cornwall. Mrs. Forbes and family will spend the Summer there.

Mr. Wm. Dobie, general manager E. W. Gillett Co., Limited, and party, recently made a 300-mile trip through Western Ontario in his automobile, and are now on their way east to Cornwall and Montreal.

Mr. S. W. Ewing, of S. H. Ewing & Son, Montreal, spent several days among the trade in Ottawa this week. Mr. C. H. Cowles, of the St. Charles Condensing Co., Ingersoll, is also in Ottawa, working west on his return trip from the eastern provinces and Newfoundland.

Mr. A. E. Sterling, of the T. A. Lytle Co., Limited, Toronto, is calling upon the trade in Quebec and Montreal this week. To The Grocer he stated that business was good; in fact, growing ahead of their out-town capacity and larger premises have been secured for the manufacturing of his firm's well-known grocers' specialties. It won't be "Teddy's" fault if larger premises still will not have to be secured in a few years.

Mr. C. D. Cowles, representing the St. Charles Condensing Co., who has been making an extended trip through the Maritime Provinces and Newfoundland, passed through Montreal this week, homeward bound. Reports as to business are good and with such an enthusiastic advocate of the merits of his company's goods the St. Charles brands cannot help but be well introduced. While in Montreal, Mr. Cowles made his business headquarters with S. H. Ewing & Sons, who are local agents for St. Charles Condensing Co., Ingersoll, Ont.

HINTS TO BUYERS.

Laporte, Martin & Cie call the attention of buyers to the low prices in peas. There are good values and opportunities to buy now.

A shipment of British Columbia fresh herring arrived this week for H. P. Eckardt & Co.

L. Chaput, Fils & Cie., have just received into store one carload of California prunes, all sizes, in 25 lb. boxes. Shipped by Griffin & Skelly.

H. P. Eckardt & Co. are selling Fard dates at a low price.

Minto Brothers, Toronto, have just received their first shipments of May-picked Japan teas. Write for samples

EVERYBODY LIKES
Clark's Beefsteak and Onions
They retail at 20c. a Tin.
Profit for you 33 1/3 per cent.
This line is a ready seller, and, considering the present high price of beef, is remarkably cheap.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.
THE MOST NUTRITIOUS COCOA

WHITE DOVE COCOANUT
WHOLESALE GROCERS:
Compare the Quality with other brands.
You will then buy no other.
W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK
This design a guarantee of quality.
FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination
WRITE US FOR SAMPLES AND PRICES.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

DRIED FRUIT I handle fine lines of
CURRANTS, RAISINS, SULTANAS, FIGS and DATES
Direct from my own houses in the country of production. My specialty lies in Cleaned Currants in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.
Toronto—P. L. Mason & Co.
St. John—J. Hunter White
TH. J. PSIMENOS
4 Cullum St. E.C. LONDON, Eng.

ASSIGNEE'S SALE

OF

The Manufacturing Plant, Building, Real Estate and Stock-in-Trade of

The Canada Biscuit Company, LIMITED

situated on the south-east corner of King and Bathurst Streets, and known as 665 King Street West, Toronto.

TENDERS will be received, addressed to Osler Wade, Esquire, Assignee, Canada Biscuit Co., Limited, 67½ Bay Street, Toronto, up to 12 o'clock noon, of the 24th day of July, 1905; said tenders may be either for the entire plant, en bloc, or in three separate lots, as follows:—

1—Merchandise, consisting of Manufactured Biscuit, Confectionery, Jams, Flour, Office Furniture, etc.:

At Toronto	$25,999 72	
At Hamilton	432 36	
At Winnipeg	2,644 77	
		$29,076 93
2—Machinery and Plant		41,376 83
3—Real Estate and Fixtures		56,648 82

This company has only been in business about four years, so that everything is practically new and in first-class condition; in addition to this, the business has not been closed down since the assignment, but, instead, salesmen have been kept on the road, soliciting orders, and shipments have been made as usual, so that the valuable connection of the company has not been impaired.

The stock sheet and detailed schedule of assets of the company can be seen on the premises, or at the office of the Assignee, 67½ Bay Street, Toronto.

TERMS OF SALE—Ten per cent. down, and the balance in cash when the inventories are checked off, or in three, six, nine and twelve months, satisfactorily secured, with interest at 6 per cent. per annum.

Tenders will be opened at the office of the Assignee, on Monday, the 24th day of July, A.D. 1905, at 4 p.m., and in the presence of the inspectors of the estate.

Tenders must be marked "Tender," and accompanied by a marked cheque for 5 per cent. of the amount, payable to the Assignee, which will be returned if the Tender is not accepted.

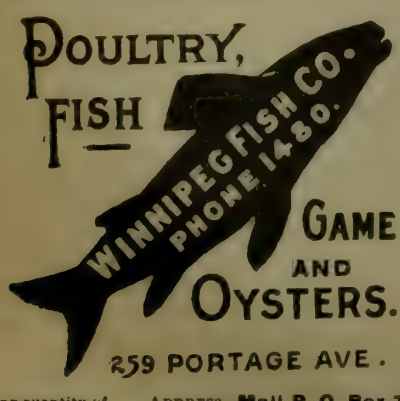
The highest or any tender not necessarily accepted.

The other conditions of the sale are the standing conditions of the High Court so far as applicable.

Purchasers of Real Estate will have ten days to examine title at their own expense, and if any objection is raised, which the vendor is unable or unwilling to remove, deposit may be returned without interest, and sale shall be void. For further particulars and conditions, apply to the Assignee,

OSLER WADE, Chartered Accountant,
Assignee.

MACDONNELL, McMASTER & GEARY,
Solicitors for Assignee.



Any quantity of fish shipped

ADDRESS—Mail P. O. Box 701, WINNIPEG, Man

and quotations; they are fine flavor and reasonable.

L. Chaput, Fils & Cie., are offering a lot of their special brand of Ceylon green tea, "Nolanda," at very attractive prices. Try a sample.

When requiring a first-class package of tea inquire of Minto Brothers, 55 Front street east, Toronto, for samples and prices, which are unequalled. They are giving their popular Mela-Gama special attention.

A WARNING.

Editor Canadian Grocer,—Just a line to warn our merchants in the country and also to put our decent travelers on the "qui vive" that a fellow representing an eastern house and who calls on his customers every six months, has lately been showing copies of orders to people here and there that he had taken from So-and-So and So-and-So; also with the lying story that Mr.—— had been buying from ——, but he could not get any tea to suit him and had to return it. It is needless to say that most of these were imaginary orders and in some cases where the merchant was away from home the request was left not to say anything about the order he was going to send on to him without the man's permission until he saw him the next time—probably in six months. Where would the country merchant be then? There is too much of this dirty work going on among the traveling men. There is not the same honorable feeling existing among them which did years ago, say, for instance, among the lot of men about whom an article in your paper was written last week; fellows doing this sort of business at that time were ostracised by the other travelers and had, I can assure you, a pretty poor time of it.

Thanking you for your courtesy,
"WATCHDOG."

PICKED UP ON THE ROAD.

Personal Impressions of The Grocer's Traveling Representative in the Maritime Provinces.

THE City of St. John, N.B., is noted for its fine grocery stores. The store of Walter Gilbert is a sample of the kind of stores they have there. It has a nice situation at the corner of Princess and Charlotte streets, and has five large plateglass windows, which show up the interior to advantage, the windows themselves being very neatly dressed.

Mr. Gilbert came from Chatham, N.B., about 8 months ago, and fitted up his new store with all modern fixtures. He has a nice tile flooring with rubber mats leading to the counters. The ceiling is of marble, and the shelving and counters cherry. It has all the most modern facilities for doing business, and is lighted at night with electric arc lights, and a more attractive store would be hard to find. Mr. Gilbert keeps in stock only first-class goods, and has built up a large trade in a short time, which speaks much for his business ability, and shows that the public will always patronize a store where the goods and prices are right. This establishment has also worked up a nice country trade. Each out-of-town customer is supplied with post cards, already printed, with space left to fill in article required, making it easy to order by mail.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE

A "SAVAGE" TEA-MILLER, with hopper, to hold about 100 lbs., fitted with fast and loose pulleys, for engine-power or hand-power, in perfect working order; in use right up to the present; only reason for selling not large enough for present requirements; further particulars and prices on request. Vim Tea Co., St. John, N.B. (29)

WANTED.

REPRESENTATIVE wanted for manufacturing concern, doing large business; young man of good appearance and address for west of Toronto; would require to take three thousand dollars interest; salary to start twenty dollars per week; an exceptionally good opening for the right man. Box 262, CANADIAN GROCER, Toronto. (29)

AGENCIES WANTED.

ENGLAND. London agent, doing regular business with the largest firms all over the country, is open to represent Canadian shippers for butter, cheese, bacon, etc. Address Davis, 29 Tooley St., London, Eng. (28)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

SIGNS AND SHOW CARDS

Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which shows you as well hundreds of other styles of Signs.

The Martel-Stewart Co. Ltd.

681-683-685 Craig Street, - Montreal, Canada

"IS GOOD TEA"

GOOD AS GOLD

Have you noticed the change that has taken place in the tea trade of Canada during the past twelve years? How is

RED ROSE TEA

standing the test? Read the following:

In a recent letter a correspondent informs me that a merchant in western Nova Scotia, having decided to go west, is selling his entire stock, with the exception of Red Rose Tea, at a cut rate. Asked why he does not cut the price on Red Rose Tea, he replied:

"Quality sells RED ROSE TEA without cutting the price."

This is what I call standing the test. Don't you?
Order now. Samples sent upon request.

T. H. ESTABROOKS

Tea Importer and Blender, - ST. JOHN, N.B.

BRANCHES: TORONTO AND WINNIPEG.

Milk for everybody, at all times and in all seasons—milk that is pure, thoroughly sterilized and reliable.

BORDEN'S

Brands

"Eagle" Condensed Milk

"Peerless" Evaporated Cream

Money Makers for Every Live Merchant.

Particularly suitable for **Manitoba** and **North-West Territory** merchants to handle.

For Sale by Every Jobber or Write

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO

ERB & RANKIN, Halifax, N.S. | SCOTT, BATHGATE & CO., Winnipeg, Man. | W. S. CLAWSON & CO., St. John, N.B. | SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE $7.50 F.O.B. Factory

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture. ***Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

SPECIAL CHEESE AND BUTTER BULLETIN

Montreal, July 13, 1905.

THE situation on cheese seems to be slightly less strained; country markets have recently been a shade easier, while British markets have come nearer to our level of prices, reluctantly; but they have gradually realized that if they needed supplies they had to advance their bids to get them. There seems to be no doubt that they do need cheese. Last year's make is about exhausted, and so far there is no accumulation of stocks either in Great Britain or in Canada. In fact, our cold storage companies complain of getting hardly any cheese for storage. Our stocks are generally estimated at about 100,000 boxes, which is no more than one week's shipments, and certainly a great deal less than at this time last year. The make in Canada has been reported as enormous; the fact, however, seems to be that our make of cheese is really short of last year, while there is an undoubted increase in the make of butter and, all things considered, it is difficult to believe that prices will be any lower this season. The weather has been extremely hot, and already we get reports of shrinkage in the flow of milk. Flies are doing their share in this respect also, and we are commencing to get various arguments that the situation is safe against any serious decline in prices, although there are as yet no arguments strong enough to predict any immediate advance, and the best we can expect at present is a steady market.

The trade in Great Britain generally is totally different to our trade here. In the former country goods are wanted at a popular retail price, which is generally six pence per pound for cheese and one shilling per pound for butter. Here we go to the grocer, ask for a pound of cheese or a pound of butter and pay the price our dealer asks. In Great Britain the dealers want to sell as much as possible all the year round at a uniform price.

Now, for "Shilling Butter" the Siberian product has of late years filled most of the demand. This year, on account of the reign of anarchy in Russia, the British merchants are afraid to send money or letters of credit into Russia, and the result is that Siberian supplies of butter are very much less and there is a stronger demand for the product of other countries, principally of Canada, and naturally our prices were advanced under the increased demand, but they are now at a point where is is almost impossible to retail our butter in Great Britain at one shilling per pound, and we can hardly expect a further advance in prices unless the supplies should fall so far short of the demand, that the retailer must advance his price to, say, 14 pence per pound.

To sum up, both cheese and butter seem high for the popular demand in Great Britain and, while we may have no decline in prices, the chances for a further advance are very remote at present.

THE BUTTER SUPREMACY.

The race for the supremacy in the butter business of England is daily becoming more keen, writes the Canadian Government Commercial Agent, in Manchester, England, in a letter received at the Trade and Commerce Department recently. For years past Danish butter has held first place but now Sweden, Finland, Siberia, Argentina, Australia, New Zealand, and Irish creameries have entered the contest. Swedish and Finnish butter on account of their bulk commanded a large share of attention at present and are coming to the front.

From the first of July last, until the middle of May the imports of butter from Australia was 20,000 tons in excess of the same period two years ago, and of New Zealand nearly 5,000 tons.

The imports of butter from Canada for the eleven months from the 30th June, 1904, to 27th of May, 1905, totalled 25,740,700 pounds. From New Zealand during the same time 29,244,000 pounds. Total from all countries 100,595,500 pounds. During the same time the previous year the total imports were 82,521,600 pounds.

According to reports there continues to be an increasing demand for Canadian cheese. The May import from Canada amounted to 33,253 cwts. Dealers in England are reported as being well pleased with the way in which Canadian shippers put up their product.

BETTER BOXES REQUIRED.

THE following letter has been sent in to the editor of The Grocer, and will no doubt be of interest to our readers :

"To the Editor The Canadian Grocer : As a subscriber to your valuable paper I should like to call the attention of Canadian butter shippers to the necessity, and I use it in the strongest sense of the word, of packing the butter in the proper square boxes with nailed sides and ends instead of the present flimsy boxes with what I call semi-dovetailed sides and loose movable heads. These have no strength, and the slightest knocking about loosens them. The sides come apart, and it is only by the canvas bags that the whole is held together. The package has a bad appearance when turned out, and loss of weight in the butter is the inevitable result. South African buyers have set their face against the Canadian boxes, and this is one of the reasons why Canadian butter has not found favor in the South African market.

"Many years ago when Mr. Pond of New Zealand produced his excellent box (before the use of grease-proof paper) the invention was welcomed and hailed with satisfaction. The Australians improved on the shape, and made them as they are now, exactly square and strongly nailed. These boxes will travel anywhere and always hold well together even with rough usage. Why cannot the Canadians use the same class of box ?

"I claim to be the first to introduce some years ago the square boxes into Canada, as well as into the Argentine Republic. I think that at that time Canadian shippers in their wildest moments did not contemplate drifting into the use of the present style of boxes.

"Mr. Ruddick, who has done such excellent work in New Zealand by improving the quality of the butter of that country as well as the packing, knows what is required in packages for this country, and he should impress upon the Government to use their strongest arguments to induce the butter makers to pack their butter in the strong nailed boxes which are suitable and find favor on this market.

"I am, sir,

"Your obedient servant,

"ARTHUR C. DOUGHTY.

"A. C. Doughty & Co.)"

CONNECTIONS WANTED.

A firm of merchants and commission agents in Hamburg, Germany, is making inquiry for a line of canned lobster for that market. They feel confident there is a good opening in their own territory, and they will be glad to hear from Canadian packers. Inquiry at any of The Grocer's offices will receive prompt attention.

A firm of dried fruit merchants in London, England, with specialties to offer to the Canadian trade, wish to appoint agents in Montreal Winnipeg and Vancouver. Particulars at any office of The Grocer.

OPENING BRANCH IN TORONTO.

Mr. R. L. Millward, who with Mr. Geo. H. Bradwell has had charge of the Canadian agency for Sutcliffe & Bingham, Manchester, Eng., manufacturers of "Kkovah" jellies and table specialties, left for Toronto last Wednesday to open a branch office in that city. Since Mr. Millward has been identified with the Kkovah goods a larger appreciation of these goods has been evident in the trade, and with the same enthusiasm and push in the Queen City, a large trade should develop. Mr. Geo. H. Bradwell, who has been associated with Mr. Millward since his arrival in Canada some months ago, will continue in charge of the Montreal branch at 17 St. John street.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—In response to the continued strength of the market, prices have remained firm or have advanced. Bacon, both long clear and smoked breakfast, has advanced a quarter of a cent. The remaining quotations are the same as last week's, with no sign of weakening. We quote for this week:

Long clear bacon, per lb		$0 10½
Smoked breakfast bacon, per lb		0 13
Roll bacon, per lb		0 10½
Small hams, per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb	0 12	0 12½
Shoulder hams, per lb		0 10
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl		20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 09½
" tubs "		0 10
" pails "		0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	9 50
" front quarters	5 50	6 75
" choice carcases	7 00	8 25
" medium		7 00
" common	6 00	7 00
Mutton		0 08
Spring lamb	0 14	0 15
Veal	0 07	0 09½
Hogs, street lots	8 75	9 25

Butter—Receipts continue large and quality good. Weather conditions have been propitious for pasturages and the result has been beneficial to butter. Export trade is reported good, which probably accounts for the strengthening in price. We quote:

	Per lb.	
Creamery prints	0 19	0 21
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 15	0 16

Cheese—The top prices of last week's quotations are now established as a minimum. The demand is very fair and this has caused a stiffening of the price all round. Apart from this there are no changes in the conditions governing this product. Quality is still reported good. We quote:

	Per lb.	
Cheese, large	0 10	0 10½
" twins	0 10½	0 10½

Cheese Board Report.

The greater strength which was developed in last week's prices was maintained this week. The quantities offered on the various boards have been fully up to the average

(For week ending July 10.)

Board.	Boxes.	Price.	
Brockville	7,795	....	0 09⅞
Watertown, N.Y.	7,8 0	....	0 09
South Finch	1,500	0 09⅞	0 09⅞
Cornwall	1,115	....	0 09⅞
Belleville	3 917	0 09⅞	0 09⅞
Napanee	2,445	....	0 09⅞
Kemptville	1,709	....	0 09 3-5
Perth	2,600	....	0 09¾

MONTREAL.

Provisions—There are no changes to note in the provision line. Prices are firm and supplies of live hogs only about equal to packers' requirements. Fresh-killed abattoir hogs quoted $9.25 to $9.50. Hams and bacon in good demand.

Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07⅛
" 6 10-lb. tins "	....	0 07⅛
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

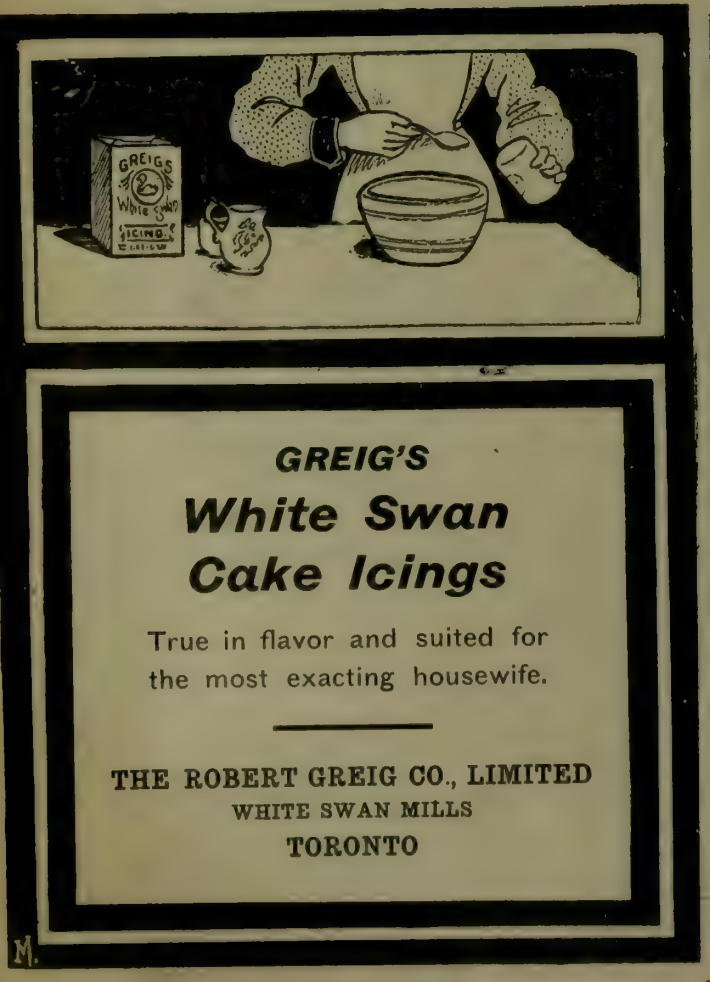
	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—Butter market is firm and active. Heavy orders from abroad have stiffened up prices for both salted and unsalted creamery. Supplies are not any too heavy for the demand, and this keeps prices up strong. Holders as 21c. for fancy, 20 3-4c. for choice and good to fine 20c. to 20 1-2c.

Finest creamery	0 19¾	0 20
Fine	0 19½	0 19¾
Medium	0 18½	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16½	0 17

Cheese—Cheese is high, and the feeling prevails that the top of the market has been reached. Holders are, however not anxious to get rid of stocks. Easterns quoted at 9 5-8 to 9 7-8c. and Westerns 9 7-8 to 10 1-8c., though some shading is said to have been done by a few holders anxious to realize. Stocks are light in the United Kingdom, and shipments are being taken up quickly. It is expected that the bareness of the English market will force importers to pay Canadian asked prices.

Eggs—Market quiet and steady with receipts light. Prices hold firm, and 15c. to 15 1-2c. for straight gathered ap-



GREIG'S
White Swan Cake Icings

True in flavor and suited for the most exacting housewife.

THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO

WE ARE DAILY BUYERS OF
EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED
TORONTO
TELEPHONE M 3960

The Oldest Established Packing House in Canada

FOR over 50 years we have been making Hams, Bacon and Lard. To-day we ship our products from St. John, Newfoundland, to Vancouver, British Columbia. We make a specialty of Sugar-cured "Three Star" Hams and English Breakfast Bacon. There are no finer goods on the market. We also handle this List. If our salesmen do not call on you we shall be glad to hear from you direct.

Hams	**Bacon**	**Lard**
Backs	**Rolls**	**Shoulders**
Dried Beef	**Long Clears**	**Short Cut Pork**
Bolognas	**Sausages**	**Brawn**
Cooked Hams	**Potted Tongues**	**Feet**
Lard Compound	**Cheese**	**Butter**
Cooked Corned Beef		**Sliced Dried Beef**
Honey	**Beans**	**Onions**

F. W. FEARMAN CO., LIMITED

HAMILTON, ONTARIO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

LET THE BABY SLEEP

USE

WILSON'S FLY PADS

Stock the kind the housekeepers ask for. Avoid poor imitations.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Butter Tubs

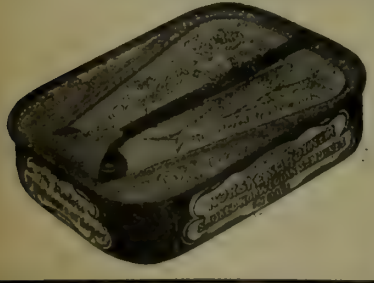
BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

Fresh and Frozen Lake and Sea Fish

Oysters and Poultry

WHOLESALE ONLY. TRY A LETTER ORDER. WE SHIP QUICK.

THE W. J. GUEST FISH CO., - WINNIPEG, MAN.

pears to be about the range. Country buyers find strong feeling against selling under 15c., and this is holding up. In some instances buyers report having bought at 14 1-2c., though this price is rare.

ST. JOHN.

Provisions — Barrel pork is dull. Light stocks held. Local packers out of the market. It is thought rather higher prices will rule. Barrel beef is somewhat higher; it is not freely offered. There is, however, but little sale. Smoked meats continue high. Pure lard is high. Refined unchanged and has a fair demand. Fresh beef is dull, and importers of western stock find it hard to sell at a profit. Domestic is low. Quality rather poor. Lamb is still small. Price well maintained. Mutton cheap. Veal holds at good figures. Pork has a light sale.

Mess pork, per bbl	$17 00	$18 00
Clear pork "	17 00	19 00
Plate beef "	13 50	15 00
Domestic beef, per lb	0 06	0 07½
Western beef "	0 08	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb, each	3 10	4 12
Pork "	0 07	0 08
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10½
" " pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Prices unchanged. Quality of stock now received is fairly good. To sell quickly at full figures quality must be the best. Much money is lost through bad butter.

Creamery butter	0 20	0 22
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 15	0 16

Eggs—Receipts not large. We have to depend to a considerable extent on Prince Edward Island. Full prices rule.

Eggs, hennery	0 20	0 22
" case stock	0 16	0 17

Cheese—Local prices seem lower than prices west. Twins are demanded. The outlook is for a small output.

Cheese, per lb	0 10½	0 11

WINNIPEG.

Creamery Butter—The price has been further reduced owing to increased supplies. The selling price to the retail trade is now as follows:

Finest fresh creamery, in 56-lb. boxes	0 18
" " in 28-lb. boxes	0 18
" " in 14-lb. boxes	0 18
" " in 1-lb. bricks	0 19

Dairy Butter—Buyers have reduced their prices owing to the increased supplies. They are now paying 13 cents for assorted packages selected and 12 cents for round lots.

Cheese—Prices are as follows:

Finest Ontario, large	0 12
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11½

Lard—We quote unchanged prices as follows:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs	6 70
" 5-lb. " "	6 60
" 10-lb. " "	6 50
Pure lard in bbls, per lb	0 10½

Cured Meats—Prices are unchanged since last week. See last week's Grocer.

LARGEST SALE IN THE WORLD

KING OSCAR SARDINES

Choicest Small Fish.
No Bones or Scales.
Purest Olive Oil.
Handsome Wrapped Can.
Patent Opener, No Solder.

THEY ARE THE STANDARD

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Season 1905

HORSE SHOE SALMON

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. G. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

Fresh and Cured Fish

FRENCH SARDINE INDUSTRY.

A PARISIAN journal of recent date contains an account of the condition of the sardine fisheries of France, which throws interesting light on the situation. The article explains that the sardine industry in France supports nearly 30,000 sailors and a considerable number of workingmen and workingwomen in factories, in all over 40,000 families, comprising at least a population of 200,000 individuals, scattered mostly along the southern coast of Brittany and upon the littoral of Vendee.

Sardines have been scarce for the last few years, the cause being less an epidemic spoken of in scientific circles a few months ago than an intense exploitation of the reserved bottoms of the territory by means of drags, and to the lack of protection to the larvae and small fry, captured or decimated before having attained full growth and edible size.

The national industry has been subjected to a hard trial, and for two years the manufacturers had to close down or work at a loss, owing to exceptional prices due to the scarcity of the fish. If France has preserved her reputation for the superiority of the quality of the sardines over the world, it is at the price of very heavy sacrifices, and thanks to the care taken in their preparation and the quality of the fish and oil. The competition heretofore by Spanish and Portuguese manufacturers would amount to nothing if the most shameless fraud practiced by certain concerns was suppressed.

Happily the French manufacturers have bestirred themselves. A large number of them, owners of 120 factories, have met at Lorient and have requested that the most energetic measures be taken to prevent such frauds in the future. During the meeting the bill projected by Mr. Georges Le Bail, deputy of Finistere, for the protection of the French industry of preserved sardines against the fraud called "depoting" was very much discussed. We will give the gist of a conversation with Mr. Le Bail:

"It is high time," says Mr. Le Bail, "that a law should intervene to place a high duty upon the entry into France of foreign sardines. The Spaniards and the Portuguese ship into France large boxes containing 140 to 150 sardines. These receptacles are subjected to the operation of 'depoting'—that is, they are divided into boxes of smaller size, which are then sold as French products.

"This substitution brings the fish into contact with the air, and causes the need of reboiling, which diminishes still more the value of a foreign product already inferior. This commerce has assumed very disturbing proportions. The imports, which in 1897 were 2,476,425 pounds, reached 13,545,180 pounds in 1904.

"These sardines are sold more cheaply than ours, which are nearly always of first quality, the reasons for the cheapness being that foreign workmen are paid less than in France, and that in Spain and Portugal the fishing lasts all the year, while here fishing is only profitable during two months. Furthermore, these two countries remit upon exportation from their territory the duties upon the oil and the tin boxes.

"Those benefiting from 'deporting' pretended that during bad fishing years it was indispensable to practice this operation in order to retain customers, and they have particularly invoked the interest of the poorer classes, pretending that the 'depoting' permitted the purchase of the sardines at retail very cheap.

"It has been demonstrated from careful study at different points in France, through the chambers of commerce, etc., that the large boxes have been nearly everywhere abandoned, and that the smaller sizes give to the customers sardines in much better condition at 30 centimes (5.79 cents) a box, that is 5 centimes (0.0965 cent) each. There are even boxes containing four or two sardines.

"Consequently, I come back to this: That it is urgent to prohibit the entry into France of the large packages weighing 1 kilo (2.2 pounds) or over. Boxes weighing less than 1 kilo will not suffer from the bill I have proposed. These boxes, containing from 40 to 45 sardines, will permit keepers of restaurants, boarding houses, grocers, and butchers to satisfy their customers; the sales being renewed oftener and sardines exposed to the air during fewer days will suffer less. Furthermore, our French products will be enabled to compete advantageously as to price and quality. Now, let me speak to you of the frauds, with the proofs in my hands."

Mr. Le Bail passed into his workroom and brought back into the salon a large case filled with boxes of sardines of all sizes.

"Look at this," said he, pulling out the boxes one after the other. Upon all the boxes we read in large letters: "French sardines. Extra fine oil. Manufactured upon the fishing sites."

"You naturally think that you are looking upon excellent sardines, manufactured in France with good, wholesome fresh oil. You are mistaken. All of these sardines are of foreign extraction. You may be regularly eating them, and how many others likewise. Take this magnifying glass and look carefully at the boxes."

We looked at them with the glass. Ridiculously small, as if ashamed to exhibit itself upon the tin or upon the band surrounding the box, we read the foreign name of the country of their manufacture. But who is going to use a magnifying glass when purchasing sardines?

"You see, this is what the public are made to swallow for fish from our coasts. It is not astonishing that after having tasted these products one begins to detest sardines. There is too much of this fraud, which ruins our national industry, and which causes us to lose, little by little, the reputation which has cost us half a century of repeated effort and of sacrifice. In order to suppress all these odious deceptions there is but one means. It is necessary that in future foreign preserves have stamped in the centre of the cover of each receptacle, either in relief or cut in, in good-sized Latin letters of at least 4 millimeters (0.16 inch) height the name of the country of origin."

PROSPECTIVE SALMON PACK.

ADVANCE sheets of the Trade Register contain a review of the salmon situation, embracing a comparative statement of the pack during the past four years and the prospective pack this year, prepared by Samuel M. Irwin, auditor of the Pacific Packing & Navigation Co., as follows:

	Cases.
Total pack of cheap fish for 4 years	2,789,439
Shipped to Japan, "about"	389,439
Total domestic sales 4 years.	2,400,000
Average per year	600,000

Prospective Pack for 1905.

Alaska	190,000
British Columbia	35,000
Puget Sound	175,000
Columbia River	20,000
Outside rivers	30,000
Total	450,000
Annual consumption	600,000
Pack for year 1905	450,000
Shortage	150,000

"By referring to above tables, it will be seen that the total pack of pinks and chums for four years amounted to the grand total of 2,789,439 cases, out of which there were shipped in the neighborhood of 375,000 cases to Japan, or, in order to arrive at even figures, say there were shipped 389,439 cases, which will come pretty close to the actual number," says Mr. Irwin. "This would go to show that there was consumed in the domestic market for the past four years 2,400,000 cases, or an average of 600,000 cases per year. The prospective pack for the year 1905 will go to show the pack to be about 450,000 cases. It will certainly not be over this figure. Taking for granted, therefore, that there will be no demand from Japan, this would leave a shortage of 150,000 cases for the domestic market, which is taking more salmon each year. It is pretty certain, therefore, that the packers will not be in a hurry to sell their pack at a low price. We will venture to say that a year from now there will not be a case of cheap salmon to be bought on the Pacific coast, and as all the buyers will want to purchase cheap salmon in the Summer of 1906 to replenish their stocks, the packers will, no doubt, keep their price up to the closing price of the pack of 1905. Thus it will be seen that there will be no cheap fish at any rate for two years."

FISH GOSSIP.

Dominion Fisheries Inspector C. B. Sword, deposited 30,000 salmon fry in the Nanaimo Lakes lately.

The Vancouver World hazards the opinion that no matter how freely the salmon ascend the Fraser this year, the total pack will be about 25 per cent. less than it was in 1901, the year of the last big run.

David Grierson & Co., manufacturers of Wee McGregor Oat Cakes, have been appointed agents for Canada for Skipper sardines and will demonstrate the sardines with their oat cakes throughout the country. Mr. Grierson reports that oat cakes and sardines are considered a great delicacy in Scotland.

The Best Food for Warm Days

is ACADIA PREPARED CODFISH,

because it is much more easily digested than meats and ever so much more wholesome. Every grocer should for his own benefit be both a consumer and a seller of this foodstuff. It won't be hard to push it in the summer time if you can speak from your own experience and get a few of your customers to give it a trial also. It has a good reputation that grows rapidly better as it becomes more widely known.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

SEASON OF 1905

"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, - -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

CALIFORNIA FRUIT

This Week's Arrivals

TWO CARS

Consisting of

Bartlett **PEARS**, Tragedy **PRUNES**, Abundance Wickson, Burbank Ogon and Satsuma **PLUMS.**

St. John and Crawford **PEACHES.**

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Late Valencia Oranges

Only the finest brands.
Prices higher, but stock is extra.

Car New Lemons

Have also full line of Domestic Fruits.
Send in Your Orders.

TOM SMITH
Fruit Broker

I know the Fruit I select to fill your orders will please you and make you money.

63 Front E.,
TORONTO
Phone Main 520

GREEN FRUITS AND VEGETABLES

ENGLISH FRUIT LETTER.

London, July 1, 1905.

THE English fruit letter, which appeared in The Canadian Grocer of June 16th, was, perhaps, too brief to fully explain the position of Canadian canned goods on the British market, and room for considerable contention and discussion was left. Further inquiry, however, only serves to show that there is a very strong feeling amongst the trade in London, England; that, as far as Canadian canned goods are concerned, all is not well, and that the outlook is by no means as bright as it might be. Amongst jobbers and brokers alike there is a conviction that far greater business could be done if the bulk of Canadian canners, instead of distributing through a single house, were to allow the middlemen a greater share of the trade. But there is another difficulty which is as great as, if not greater, than this. It is the question of transport from the canneries to the port of shipment and from the port of shipment to the British markets.

* * *

One firm, when discussing the question of transport, looked at the matter in this light: The earliest date at which the bulk of canned fruit can be delivered in the United Kingdom is about the middle of September. There are, of course, shipments in previous months, but about 80 per cent. is sent over after September, which is too late for the selling season here, the Winter months being the time for dried fruits. The selling season commences about April and ends about September. This means that the cost of keep from September to April has to be taken into consideration, which, together with interest, insurance and depreciation, would work out at about 9s. per ton. It is surmised that the cost of transport from the canneries in Western Ontario to the port of shipment in Canada is about 10s., and the cost of freight from Canada to the British port about 15s. per ton, which makes a total of 34s. per ton. Although this figure may not be exact, it serves to show that the cost of getting Canadian goods on the British market is very high in comparison with these of California or New York packers. Californian packers do not, as a general rule, ship by steamer, but send their consignments per sailing vessel during the months of September, October, November and early December, so that the shipments arrive in the United Kingdom during the period between February and June. The freight thus includes 4½ to 5½ months of storage, so that there is no extra cost either to the producer or buyer. Then there remains the question of suitable packages, grading and kinds of fruit required for the British markets.

* * *

When this problem is solved, the matter of distribution still remains to be dealt with. It was stated at the foot of the fruit letter of June 16, that the Canadian Canners Limited, did not sell to the retail trade. As far as can be found out, no Canadian canned goods do pass direct from canners to retailers, and a wrong interpretation was evidently put upon the word "dealers," the American word for which is "jobber." Those canning concerns, which remain outside the combine, are displaying no very great interest in the British market, their attention being given to trade nearer home. No doubt in course of time they will be able to give more serious consideration to this market and will look around for the best methods of placing their goods at a profit. On the question of remuneration to brokers and agents handling produce of this class, where the value of the case of goods is under 20s., it is difficult to see how the packers can pay less than 2½ per cent., which is the minimum paid by Californian packers to their representatives in the United Kingdom.

* * *

It may be that a combination, such as exists amongst Canadian canners, securing as it does great economy in production and in the purchase of materials, not to mention the saving of money in advertising and office expenses, is beneficial for selling at a minimum cost, but there is also to be taken into consideration the buyers' view, which in the majority of cases is adverse to purchasing

RIPE TOMATOES

No. 1—$1.50 per basket.
No. 2—$1.25 "

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

FOR JULY'S HOT WEATHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

W. H. MILLMAN & SONS
TORONTO.

Largest Brokers of Canned Fruits and Vegetables in Canada.

ASK US FOR PRICES and PARTICULARS. WE CAN OFFER YOU THE BEST GOODS PACKED.

a number of different articles from one concern through one channel. It means that the buyer will have to go out of his way very often or else pay something to the broker who can get no commission from the canners. If the canners wish to remain in combination, some scheme should be thought out by which goods can be distributed through various channels, without being unprofitable or inconvenient to any party, although the orders may all go to the one fountain head.

ONTARIO MARKETS.

Green Fruit.

Toronto, July 14, 1905.

FRUIT is the chief item of interest in grocery circles just now. California fruits still are monopolising attention, but raspberries are now finding their way to the market in increasing quantities. Shipments of strawberries have been light, only a few cases having reached the Toronto Market during the present week. Lack of sufficient sunlight was responsible for the crop being much lighter than was anticipated. Raspberries are being shipped in and they are so far of a good quality. The coming week should see a considerable movement in them. Cherries, too, are shown of a superior quality. Lemons have taken another advance and the end is not yet. Valencia oranges and bananas are in good demand with an abundant supply. We quote:

Pines, Florida, per case	3 50	4 00
Oranges, late Valencias	4 75	5 00
Lemons, Messina	4 50	5 50
" "	4 50	4 75
Bananas, large bunches, crated	2 00	2 25
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 90
Bananas, red, per bunch	2 25	3 50
Strawberries, per quart	0 07	0 10
Apricots, California per crate	1 25	1 50
Peaches, " "	1 00	1 25
Plums, " "	1 25	2 60
Cantaloupes, Rockafords, per crate	4 00	4 50
Watermelons, each	0 25	0 35
Gooseberries, per box	0 06	0 08
Cherries, per basket	1 00	1 50
Red raspberries, per box	0 15	0 17
Black " "		0 12½

Vegetables.

Vegetables are now appearing in greater quantities. With the introduction of domestic goods the prices are beginning to sink. New beets have dropped 5c. per dozen bunches, carrots 10c., and cucumbers have dropped to $1 per hamper. Considerable activity is shown in sales. New potatoes are now coming in regularly. Our quotations are:

Potatoes, carlots on track Toronto, per bag	0 55	0 65
" per bag		0 85
" Baltimore, per bbl	2 50	2 75
Onions, Bermuda, per crate		1 00
" Egyptian, per sack		2 50
" per doz. bunches		0 15
Cabbage, per doz	0 50	1 00
" Canadian, per doz	0 40	0 50
" Baltimore, per bbl. crate	1 50	1 75
Cauliflowers, domestic	0 75	1 50
Tomatoes, Mississippi and Texas, per case		1 25
Beets, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Carrots, per doz. bunches		0 20
Cucumbers, per hamper		1 00
Outdoor lettuce, per doz. bunches		0 20
Squash, per doz		3 50
Green peas, per bush.		1 00
" basket	0 25	0 40
Waxed beans, per bush. box		1 00
Spinach, per bush		0 35
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Sage, per doz.		0 20
Savoury, per doz		0 20
Rhubarb, per doz. bunches		0 20

QUEBEC MARKETS.

Green Fruits.

The trade continues steady but somewhat featureless. In fact about the only new attraction in the market is

IT IS PLEASANT TO TALK FRUIT

MORE SO TO EAT IT DURING THIS HOT WEATHER

During the quiet spell which every grocer experiences during the hot months, he can become BUSY and make good money by pushing the

Fruit Department in his Business.

We aim to keep regular supplies coming at all times. Our very large outlet enables us to buy right, take advantage of all cash deals, and, most important, deliver the goods FRESH.

LOOK INTO THESE LINES and send for Weekly Price List.

CALIFORNIA AND ELBERTA PEACHES
PLUMS AND PEARS
NEW LEMONS VALENCIA ORANGES
TOMATOES PINEAPPLES BANANAS WATERMELONS

WHITE & CO., LIMITED

Hamilton Branch } 34 York St. Phone 1715 TORONTO Phone Main 4106

W. B. STRINGER MAGNIFICENT J. J. MCCABE

indeed is the quality of the Watermelons our people are shipping. Every Jobber should have a car come along now—it will make him money.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO.

CANADIAN RASPBERRIES

Keep in touch with us as regards CANADIAN RASPBERRIES. We can supply the berries at prices which will suit you. Phone us about any fruit.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

WATERMELONS

We have several carloads this week. Fancy stock. Just the melons that will sell. Get our quotations.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

Sixty Years of Popularity

COX'S CELATINE

should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH.

RASPBERRIES

"CROWN" BRAND

I can ship you fresh ***Raspberries*** quickly and at close prices. I can also supply you with ***Canning Cherries, Currants,*** etc.

Write or wire for quotations.

E. L. JEMMETT

Grower, Packer, Shipper, "Crown" Brand Fruits.

BEAMSVILLE, ONT.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., - Montreal

NO

matter how large a stock you may have it is not complete without

SAN-TOY STARCH

The starch that always gives satisfaction Ask your jobber for it or write direct to

J. H MAIDEN
MONTREAL

the arrival of a small lot of California pears. At an auction on Monday morning five cars of California fruits were sold as follows: Peaches, from 80c. to $1.25; red plums, $1 to $1.45; blue plums, $1.60 to $1.75; pears $3.60. The latter it is believed, will be scarce, and thus hgh and firm. All this new fruit is of the very finest.

Receipt of bananas for this week are also under the average; only 25 cars came in. Most of this new stock is in green condition. After next week it is expected that larger and better lots will arrive. Lemons owing to hot weather, enjoy a larger sale than any other line. Oranges are very scarce; most stocks are exhausted. Watermelons, in good lots, sell well at from 28c. to 35c. each.

Pineapples sell better on account of strawberries coming to an end. Limes are scarce, and only in limited demand. They sell $10 barrel.

Latest reports on crops across the border are unfavorable from Western New York, where fruits fall badly owing to constant heavy rains. Prospects in the Hudson River Valley, however, are more encouraging.

The lemon situation in New York is not easy. They have reached the highest prices this season and are holding firm. This is due to the hot weather, which has prevailed in the producing countries. In Italy the heat has been excessive, and in consequence the home demand has greatly increased and badly curtailed shipments.

Apples have suffered in England and are scarce in France, while in other parts of the continent they promise a good yield. Gooseberries and pears are generally scarce in Europe. Cherries, according to latest advice will probably not yield more than one-quarter the crop in England. They are plentiful, however, in France and Germany. Plum crops will not be large, except in Germany, and high-class goods will be looked for mostly in California, while England may also supply some fine stocks. In Spain the melon crop is poor, but grapes will be abundant. This week's prices are:

Plums, crate	1 50	1 80
Peaches, box	1 50	1 80
Apricots, crate	1 25	1 40
Apples, bbl	5 00	6 50
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		4 00
" 30 to case		3 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	4 50	4 75
New Messina lemons 300's	3 00	3 25
" " 360's		2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.		6 00
Tomatoes, Floridas, crate		2 75
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each	0 28	0 35

Vegetables.

Vegetables are in very good demand. Stocks move quickly, and home-grown products are becoming every day more plentiful. The foreign tomatoes arriving are not in an evenly good condition. In fact some lots are very bad. Hothouse Canadian tomatoes will be on the market next week. Mississippi tomatoes are about done. Texas onions, too, are at an end after but a very ordinary season, both in yield and quality. This was due, however, mostly to careless packing. Tomato and onion crops in this country are most promising. We quote:

Tennessee tomatoes, 4 lb. crate	0 70	0 75
Mississippi tomatoes, 4 lb crate	0 75	0 80
Florida tomatoes, crate		3 50
Bermuda onions, per box		1 50
Green and wax beans		3 00
Canadian Asparagus, doz. bunches		3 50
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 75
Egg plant, per dozen		2 00
Green onions, per doz		0 10
Egyptian onions, per lb		0 02
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Waxed beans, per bush		2 00
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Texas onions, crate		1 50
Cranberries, per bbl		10 00
New potatoes, barrel		2 25
Montreal cucumbers, dozen		0 20
Home grown cabbage, pe doz		0 25

MANITOBA MARKETS.

Green Fruits.

Prices are steady at figures quoted last week. We quote:

Med. sweet oranges, 126's	4 25	4 50
Apricots, per case		1 75
Peaches, per case		1 75
Plums		1 75
Cal. cherries		2 75
Late Valencia Oranges 126's		4 50
" " 150's		5 00
" " 170's to 250's		5 80
Fancy Cal. Lemons 300's and 360's		6 00
Fancy Messina Lemons 309's and 360's		5 50
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, 24's and 30's, per case		5 00

Vegetables.

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Tomatoes, 4 baskets in crate, per crate	1 75
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	1 00
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 03
Australian onions, per lb	0 05
Bermuda Onions, per case	2 25
New Potatoes, per lb	0 02

NEW BRUNSWICK.

Green Fruit.

Dealers are very busy. Sale of bananas is very large. Oranges about out of the market. Some new Jamaicas seen, but it is early for good fruit. Lemons are high, but have a good demand. Prices hold at full figures. Melons sell but in limited quantities here. It is a line not liked by fruit men. Green apples are offered. In peaches some nice Georgia stock now here. California plums have a good sale. Native strawberries are now seen. Prices keep high. Tomatoes hold at full figures. Cucumbers are lower.

Mrs. J. A. Blondin, general merchant, St. Maurice, has made judicial abandonment; Lefaivre & Taschereau provisional guardians. Meeting to appoint curator called for the 14th inst.

"MADE - IN - CANADA"

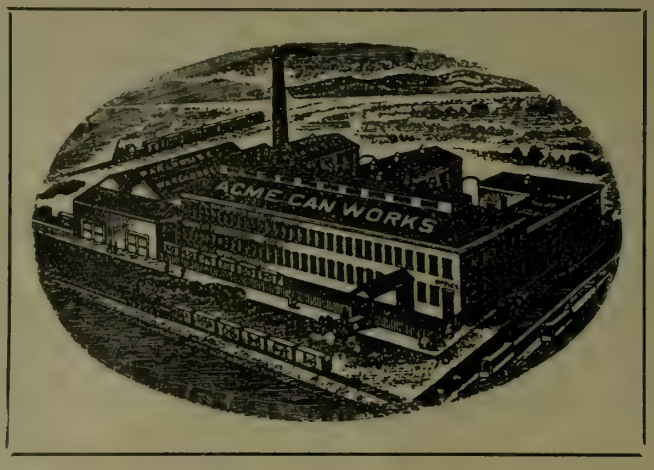
E. D. S. Brand Jams, Jellies, and Preserves

are of superior quality, made from sound ripe fruit and the finest granulated sugar. They are clean and appetizing and absolutely pure. The fruit is packed the same day it is picked, which ensures permanency of rich flavor. I have my own fruit preserving factory, modernly equipped, supervised by experts, have cold storage plant and other excellent storing facilities. I am thus able to guarantee my goods unreservedly. I know they are better than any other goods Made in Canada, and the equal of the finest high-priced imported goods. My Western Agents, Mason & Hickey, can supply you from Winnipeg, and I also expect to have a stock kept at Calgary. Write for quotations on E. D. S. Brand Jams, Jellies and Preserves.

Our New Pound Bottle

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY
108 Princess Street, Winnipeg, Man.
Agents for West



Canned Goods

are interesting. Things are decidedly warm between packers—combine and independent.

It makes good enjoyable reading, but you will appreciate it better when you reflect that **no matter what may be said about the contents of the cans,**

The Cans Themselves Are All Right

those that are made by us, and we make **MILLIONS.**

Our goods are made from **Best British Tin Plate.**

We make the largest assortment of any factory in America of **Tin Cans by the latest up-to-date Automatic Machinery.**

We are the **only** makers **in Canada of Key-Opening** Meat and Poultry Cans. Also

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry } **Cans** **Lard, Syrup, Butter** } **Pails**

Acme Can Works

Ontario Street East, ——— MONTREAL, P.Q.

The JOHN L. CASSIDY CO., Limited

MONTREAL

Our enormous repeat order business of last year from Western Territory is the strongest evidence of the selling quality of our goods. To-day our lines are further improved and are unquestionably beyond compare for quality, variety and value in the Canadian Market. ***They are Silent Salesmen*** and will lead to largely increased business to all handlers.

For the ***Winnipeg Exhibition*** our travellers have secured commodious sample rooms at the ***Clarendon Hotel,*** where a hearty welcome to the trade will be extended.

China ***Glass*** ***Lamps***
Bar Goods ***Silverware*** ***Cutlery***

AND EVERYTHING IN

CROCKERY

FOR

TOURIST TRADE

B. H. M.

DEVONSHIRE PUZZLE JUGS

Special net price to the trade $6.00 doz.

IN QUANTITIES TO SUIT.
PRINTED DIRECTIONS WITH EACH JUG.
SUPPLY LIMITED—ORDER AT ONCE.

BARNARD & HOLLAND CO.

CORISTINE BUILDING

Crockery Importers and Manufacturers Agents, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.
LIMITED

Montreal

CROCKERY DEPARTMENT

HOT WEATHER SPECIALTIES.

BOWLS and sets for berry season are among the things for which there should be a lively demand just now. The berry season is now at its height and china departments in order to be up to the times should carry a stock of these goods with a fair range of prices. There is a wide range of choice in the lines shown. If you are not fully prepared to meet the demand and create a little extra business by showing an attractive assortment, it will be well to sort up a bit with a few special numbers that can be run at a price. This department can put you in touch with some extra good things in this line at interesting prices. The investment will prove a paying one and help you to liven up the selling during the warm and otherwise dull period.

Though there is an all-the-year-round call for ice cream sets, the Summer season always finds an increased demand for them. Are you fully prepared for it? You should not be without a full assortment if you wish your china department to be looked upon as complete. There is an endless variety to choose from, and just now some exceptional bargains are offered that will prove money-makers as well as trade-teasers. Water or lemonade sets are another of the all-the-year-around lines that make an increased showing on the sales sheet during this warm weather season. There is nothing that makes more interesting advertising or proves more tempting than this same line. A very small amount will cover a generous assortment. The values offered at this time make it possible for the retailer to do some mighty effective advertising and make a good profit on every item offered as a leader.

NO HEAVY STOCK NEEDED.

WHERE room is generally at a premium, it is often a matter of doubt in the mind of merchants where they will place their stock of china and glassware to the best advantage. However, with wholesale and jobbing houses so conveniently situated as they now are, it is entirely unnecessary to carry a heavy stock in these lines. One table will suffice in most cases to show enough goods to work up a good business.

Methods of merchandising are changing. For some years back it has become a great fad for even small merchants to take an annual trip to Europe to inspect the goods at the leading markets, and to make their purchases. While in one way the advantage of this method in bringing a man into contact with the original sources of his supplies and freshening him up and infusing new ideas into him, cannot be overestimated, yet it has in many cases resulted somewhat disastrously. To buy to any advantage, in fact, to buy at all, from the big foreign manufacturers, the retailer had to take a large quantity of each line. The result is not hard to imagine. While he had a big stock to open with, the pieces which met with popular favor would be picked up and gradually a large residue of unsalable stock would accumulate. Having this stock on hand, he would not be justified in ordering more, and so his china department would develop into an unprofitable proposition, with considerable money tied up in it.

There is no reason for these conditions subsisting. By judicious buying from home manufacturers and jobbers a few pieces can be stocked, with the knowledge that they can be renewed in a few days when they are sold. In this way no bad stock accumulates, but instead, a steady display of ever new and changing patterns is kept on the shelf or table. This is what makes a store attractive. It doesn't matter how big a stock is, if it is all displayed it will not be long till every woman in the town is familiar with it. What attracts customers to a store is the idea that they will see something new. For this reason it is the best policy to get just a few novelties, even at a trifle higher price, so that it will be possible to replace them with new things and varied patterns.

The china and glassware department should be one of the quickest moving stocks of the store. China provides a daintiness and glassware a brilliancy which naturally attracts the attention of shoppers. Moreover manufacturers of glassware have accomplished such fine results in cut-glass patterns, which can scarcely be detected from the real thing, that for a few cents a bowl or pitcher, which cannot fail to please, may be sold at a profit. Nothing can equal glassware as a stimulant to Summer sales. It looks more for the money than anything which can be sold. The season is just right, too, for pitchers, glasses, and berry dishes have now their day. During the present month make this department hum.

MAKE JULY HUM.

THE present month will call for some good hard thinking if you expect to make a showing in sales. What are you going to do to induce buyers to come to your store? Reduction sales on the lines you have pushed forward and quoted all season will be a very tame and commonplace proposition. Your neighbors will all be doing the same thing. Don't you think the interest would be more certain and widespread if you would make a leading feature of this department and use a number of bright, new things and run them at special prices, and make your reduction sales on other lines you desire to close out a secondary feature? You know it requires an unreasonable price cut on lines that have been prominent during the season to prove an inducement strong enough to bring buyers. Offering something fresh and new and which is of interest to women buyers at any time will tempt them to come and see. They have seen the "now to be reduced lines" time and again, and if your cut price isn't exceptionally low, they'll not take the trouble to come and see. Head your advertisement with strong talk, and good showing of bright, new hot-weather glassware specialties, block out the balance of the space and allot it to the different lines you select to reduce and close out. Put in an attractive window display of the glassware specialties, using bold price tickets, that will talk in no uncertain tone. Supplant this showing by well-arranged display on tables inside the store. Here price tickets should also do the talking. Following a plan along this line will assist you in making July a much better month than you think possible. Possibly buyers will be induced to come to your store to "see" the new attractions, they will take the time to inspect the lines reduced to close. There is no better time in the whole year to try out the merits of this department than the hot-weather, dull period. These weeks of slow and uncertain business will figure as days turned to profitable account if the people can but be induced to come to the store in quest of bargains which can be offered in this line. Such bargains fit ready-money and easy-to-buy ideas. The showing can be made most enticing and generous, so there need be no cause for disappointment on the part of the trade, in the matter of choice. This hot-weather selling fits in at a time when the store in general is sorely in need of stimulating merchandise; something to make a noise with, something that fits the weather and the season; nothing better than glassware running to water sets, berry and ice-cream sets, tumblers, etc.

SOUTH AFRICA TARIFF PROPOSALS.

The Trade and Commerce Department have received a copy of the report of a select committee of Cape Colony appointed to inquire into the condition of industries, says the Globe's Ottawa correspondent. The committee find that the tariff of the customs union, hastily adopted after the Bloemfontein conference, has seriously injured, if not destroyed, several Cape Colony industries. The committee recommend in a number of cases that specific duties be imposed in addition to existing ad valorem duties. New duties recommended are as follows: Candles, 1s per lb., in addition to present 7½ per cent., ad valorem duty; furniture, increase from 7½ per cent. to 25 per cent. ad valorem, and raw material as low rate as possible; confectionery and jams, in addition to present duty, 2 cents per lb.; biscuit and cake, 1 cent per lb. upon sweetened and ½ cent per lb. upon unsweetened, in addition to present duty of 7½ per cent. ad valorem; flour and wheat, present duty of 2s per 100 lbs. on flour and 1s per 100 lbs. on wheat, additional protection of 2s on former and 1s on latter recommended; printing, stationery, etc., raw materials imported free, and duty 33 1-3 per cent. on all printed matter imported excepting literary matter; all Government printing should be contracted for at home; leather industries, duty on all leather and leather goods raised from 7½ to 25 per cent., and special rated tariff on boots and shoes; carts and wagons, some relief should be given, owing to competition of cheap made American vehicles.

"CHAMPION."

"GLOBE," with Percolator.

ESTABLISHED 1852

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONT.

MANUFACTURERS OF

ROCKINGHAM, YELLOW and YELLOW-WHITE LINED WARE

STOVE FIRE BRICK, Etc.

DIRECT IMPORTERS OF

JAPANESE GOODS

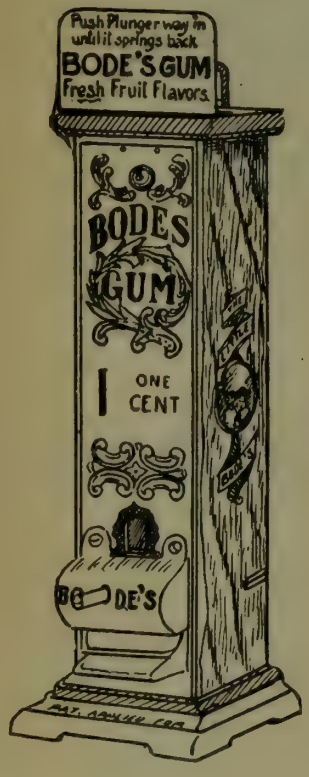
OF ALL DESCRIPTIONS

SOLE MAKERS OF THE

CELEBRATED "CHAMPION" TEA POT

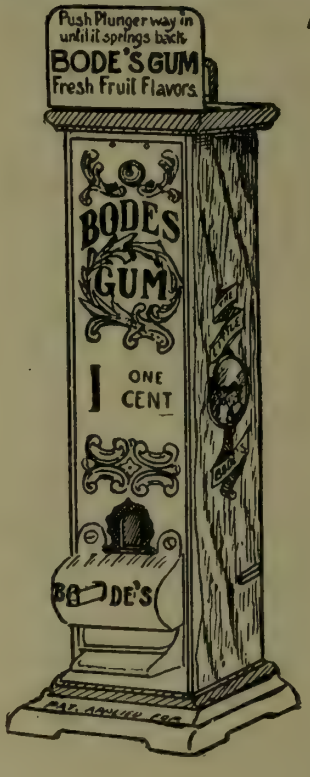
THE above wares, made by Campbell of Hamilton, have been before the Canadian public for over ***FIFTY*** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and enquiries carefully attended to.

Bode's brands of Chewing Gum are Universally acknowledged the Standard of Quality.



ANOTHER EXHIBIT OF THE FAMOUS

LITTLE BODE'S GUM SLOT MACHINES



"The Little Fellow— The Big Money Maker"

$10.00 worth of Gum at retail and this machine, all for only **$8.00**

Order at once from your jobber or direct from

The Little Bode's Slot Machine Co., *28 and 30 St. George St. MONTREAL*

W. J. REID & CO.

LONDON, ONT.

IMPORTERS OF

Crockery	Lamps	Rogers' Platedware
China	Chimneys	Cut Glass
Glassware	Fancy Goods	English, French, German and Austrian China

English Earthenware, printed and white, from fifty different factories

The newest shapes, the most **up-to-date patterns,** the lowest prices, the best assortments. Most prompt shipments guaranteed.

Our 1905 Fancy Goods assortments are put up in packages to suit all classes of trade. Magnificent in variety and quality, and low in price. **Nothing better to select from in America.** No better values, no better sellers. **Letter orders specially solicited.** Modern, up-to-date novelties and useful articles from all parts of the world, in china, glassware and earthenware.

W. J. REID & CO., London, Ont.

MAIN OFFICE.

Warehouses at Winnipeg, Regina, Calgary and Vancouver, B.C.

Sweetened

THE MILK

That Leads
The Pioneer
In Canada

Unsweetened

The reliable character of these Milks is widely recognized. Reindeer Condensed Milk and Jersey Sterilized Cream are household names throughout Canada. They stand for quality, purity, uniformity. Every can is absolutely guaranteed.

What the public want—the judicious dealer buys.

SELLING AGENTS:

WINNIPEG, Man.,	Nicholson & Bain.
CALGARY, Alta.,	Nicholson, Bain & Johnson.
VANCOUVER, B.C.,	Martin & Robertson.
VICTORIA, B.C.,	Martin & Robertson.
HALIFAX, N.S.	Grant, Oxley & Co.

Truro Condensed Milk Co., Limited
Truro, N.S.

SELLING AGENTS:

QUEBEC, P.Q.,	J. Winfield.
MONTREAL, Que.,	J. A. Taylor.
TORONTO, Ont.,	W. G. A. Lambe & Co.
HAMILTON, Ont.,	J. H. Herring.
ST. JOHN, N.B.,	F. H. Tippet & Co.

RETURNED
JUL 14 1905
To Owner
our book 37
Page 95

THE COWAN CO., LIMITED, TO THE PEOPLE OF THE GREAT WEST OF CANADA,

Greeting:

WE desire to inform the merchants and manufacturers that our new plant is now complete and is composed of latest and most up-to-date machinery. It is not surpassed on this Continent or in Europe in facilities for turning out high-class

COCOA AND CHOCOLATE

All our goods are guaranteed pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

THE CANDY TRADE.

FROM being one of the auxiliaries of trade candy has become one of the staples, says the New England Grocer. Firms which formerly carried it in stock to attract the children now keep a supply of it for the benefit of the older ones, and experienced men assert that fully 80 per cent. is consumed by adults. In fact, the trade of children, formerly considered the important feature of the candy counter, is now of little consequence. It is not easy to say why this is so, but the fact is none the less stubborn and none the less does it appear that the candy trade is only in its infancy.

Retailers who desire to add to the general attractiveness of their stores can do so in no better way than by adding a candy counter, or a candy department, if a large store. It is important that this be begun right, for, upon the beginning depends largely the result as to whether it will be profitable or not.

The counter should be located in as prominent a place as can be afforded. If you can spare space in the front of the store you can rest assured that you will not lose anything by granting it. Nothing pays a better percentage and nothing can be turned over quicker than candy. The result of this combination of good characteristics is that the trade of your other departments will increase as the trade of the candy department expands. Regular customers deserve consideration, and to them should be accorded the opportunity to secure stock at as reasonable prices as can be afforded.

Conditions always improve under careful management, and conditions in this respect will improve quite rapidly.

Only a small investment is required to secure a reasonably good assortmrnt. Twenty-five dollars will buy about ten pails of assorted chocolates, five pounds to the box. Such a stock would fill a small show case that wouldn't require much room, and if it was placed in a prominent position and given some attention it would be cleared in about a week, possibly less, depending upon your town and its business activities. Of course if you are situated so that you can handle more goods profitably it will be wise to make an even larger investment. It will come back to you in the end.

The main points to consider about handling a candy department are, first, that candy must be seen to be sold. In other words, unless it is well displayed it might as well not be shown at all. Customers will buy if they see the stock and it is well arranged; but here it must be remembered that mussiness and a general mixed up condition is not desirable. It will create an impression of disgust rather than otherwise, and that is extremely likely to operate as a deterrent instead of an enlarger of sales.

Having procured and arranged the stock the next requisite is to properly advertise it. If your establishment is running a regular advertisement in your local papers you can spare a little of it for your candy department; a special sale now and then, possibly as frequently as once a week, provided your department is of sufficient size to warrant this, will result in largely increased profits. The needful thing in the candy business is to clear out stocks and turn one's money over quickly. Candy is quick money for any retailer, and it will be for you just the same if you manage the department or counter correctly.

THE TOFFEE KING.

MR. JOHN MACKINTOSH, who has for many years been called the Toffee King by the traders in England, commenced making a specialty of toffee 15 years ago, being convinced that an enormous trade could be built up on this old English production if made according to a very special recipe which came into his hands. Time has proved the correctness of his theory, for to-day Mackintosh's toffee is claimed to have the largest sale of any toffee in the world. Mr. Mackintosh has not been content to be called the "Toffee King" by the trade without making full use of the title conferred upon him, and in many of his advertisements is to be seen the splendid use that has been made of this. The following is a quotation from and advertisement which is running at the present time in many Canadian and American newspapers and magazines :

"The Toffee King's Royal Decree."

I am John Mackintosh, the Toffee King of England, Sovereign of Pleasure, Emperor of Joy. My Old English Candy—Mackintosh's Extra Cream Toffee—tickles the palates of my millions of subjects. I was crowned by the lovers of good things to eat. My Court Jester's name is Appetite. I rule over the Kingdom of Health and Happiness. There is no oppression in my domain. My regime is one of enjoyment and delight. My throne is guarded by an Imperial Unarmed Army of Candy Makers. My coronation took place some fifty years ago. I am an unusual monarch—all my subjects are knighted. Those who become members of my Royal Court must eat Mackintosh's Toffee at least once each day in the year."

The great success of Mackintosh's Toffee has been that it has been pure and simple. There is a great deal in these two little words, pure and simple, as applied to the delicious sweetmeat which is now becoming such a favorite with the people. Mr. Mackintosh was determined that when people placed a piece of his toffee in their mouths that they should know they were eating an article composed of the best of sugar and farmers' produce of the most easily digested kind; those which are fuel foods of the highest class, so that whilst the person eating same derived the pleasure only possible from the most delicious sweetmeat, they were at the same time eating a confection that actually did them a world of good.

The following interesting article was recently written by Dr. W. Gordon Stables, M.D., C.M., surgeon, Royal Navy, one of the best known and most popular doctors in England at the present time :

Writing of Mackintosh's Toffee he says : "I have proved by investigation that Mackintosh's Toffee would satisfy the religious scruples of the Mohammedans of India and elsewhere, which forbid the eating of anything which is touched by the hand. About the whole process of the manufacture of this world-famed toffee is automatic. Let us trace the process of toffee making as carried on at the model factories of Messrs. John Mackintosh, Limited, in the Yorkshire Town of Halifax.

"Two whole sacks of sparkling sugar weighing 448 lbs. are tipped right into into one of the huge copper melting pans; to this sugar is added gallons of rich cream, and a whole tub of farmer's butter. The high pressure steam is then turned on, and a great cloud of rich-smelling vapor quickly arises, and is hurled up through the roof of the factory by great revolving fans. When the sugar, etc., is properly melted, mixed and blended, it is pumped through bright copper pipes from the melting room, through two storeys to the boiling room, and there passes through some of the most ingenious boiling pans I have ever seen. One is quite taken aback to find such intricate machinery in a toffee-making factory.

"The stream of melted sugar, butter, cream, etc., flows constantly through the pan, and in a never-ending stream flows out of the other end beautifully cooked toffee. The boiling plant of Messrs. Mackintosh reminds one of the 'Sausage Machine of Pantomine Days,' where the pig goes in at one end and sausage comes out at the other. The stream of melted sugar, butter, etc., does actually enter one side of these wonderful toffee-making machines, and comes out beautifully cooked toffee at the other side. There is no touching of the toffee during cooking, and the only time during the manufacture that it comes in contact with the hand is after it is cut into small squares, when it is passed along to the score of tidy girls, who wrap with wonderful dexterity the toffee in specially prepared paper, later to be weighed and packed in tins, boxes, etc., and despatched to various parts of the globe.

"I have heard it said that if all the sugar that is used for Mackintosh's toffee in the space of twelve months was placed together, the pile would be considerably larger than the factories in which the toffee is made, and when it is known that the factories are fine, large piles of buildings, occupying a commanding position in Halifax, it will be seen that the quantity is really almost incredible.

"Mackintosh's use only the finest ingredients. Farmers' butter is, of course, one of the principle lines, and as much as £4,000 has been paid for a single consignment of butter by Messrs. Mackin-

The value of essences is estimated by their flavoring power, not price.

Shirriff's Flavoring Essences

will go further than any others. Do you carry them?

Imperial Extract Co.
TORONTO

Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer about it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Every merchant in **Manitoba, North West Territories and British Columbia**

should know and handle

Canada's Purest MAPLE SYRUP

"GRIMM'S"

Every gallon inspected and guaranteed "Absolutely Pure."
If you want this class of goods, write for sample order—put up as you want.

THE GRIMM MANUFACTURING COMPANY

Manufacturers of CHAMPION MAPLE SUGAR EVAPORATOR and MAPLE SUGAR MAKERS' SUPPLIES, **MONTREAL**

D. S. PERRIN & COMPANY, LIMITED

LONDON, - CANADA

Winnipeg Branch after September 1st: 128 Portage Ave., E.

Manufacturers of High-Class **BISCUITS and CONFECTIONERY**

RETURNED
JAN 15 1906
To Canada
Cut Book 45
page 64

SOLE MAKERS OF

ZA-ZA CHOCOLATES
Made in Canada
for
Maids of Canada
The perfection in the art of Candy making.

NEWPORT CHOCOLATES
A delicious and sweet Confection.

EXTRA FINE CHOCOLATES
As good as many others' best.

FANCY ART PACKAGES
In large varieties. From 10c. to $8.00.

SOLE MAKERS OF THE FINEST

Duchess Biscuits
Cocoa Bar
Almond Drops
Tea Biscuit
Graham Wafers
Social Tea
Arrowroot
Macaroons
Cream Sodas
Cheese Wafers, etc.

FANCY PACKAGES Asstd.
" Graham Wafers
" Duchess
" Arrowroot
" Vanilla Wafers
" Chocolate Eclairs
" Social Tea
Cream Sodas: 2-lb., 2½-lb., 3-lb.
Cardboards and Tins.

Branches: Calgary, Winnipeg, Ottawa, Montreal and Hamilton

The Reputation of STEWART'S

CHOCOLATES

Has been honestly earned. Quality, Cleanliness and Skill in manufacture have made the name a household word.

Do You Handle Them?

THE
STEWART COMPANY
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Throughout Canada

MOTT'S
CHOCOLATES

are recognized as the Standard in Chocolates. No better goods, imported or domestic, can be sold to your customers.

For Sale by every Jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

C. F. Gunther. Manufacturing Confectioner, 212 State St., CHICAGO.

Canadian Representative—H. W. HUNT, 34 Church Street, TORONTO.

tosh, this no doubt being by far the largest sum ever paid for one consignment of butter to be used for toffee making.

"As a medical man and hygienist, I am most particular with regard to what I recommend, and now, having written this all too brief paper, I can sit down to dinner with an easy conscience."

MONTREAL RETAIL GROCERS' MEETING.

THE Montreal Retail Grocers' Association held its monthly meeting on Thursday, July 6, at 88 St. Denis street. Some thirty members were present. Mr. P. Daoust, president, opened the meeting, and after the reading of the minutes by the secretary, Mr. P. Bruneau, the treasurer made his report.

Mr. N. Seguin, president of the Games Committee, submitted to the approval of members an elaborate programme of races and other competitions for the annual picnic at Cornwall, July 19. It was resolved that three prizes would be drawn for by all the grocers coming to the picnic.

Then Mr. J. A. Beaudry, secretary of the Trade Federation, introduced Mr. E. M. Trowern, Toronto, secretary of the Retail Merchants' Federation of Ontario. Mr. E. M. Trowern, invited to speak, said that 81 cities and towns in Ontario were thus organized into a federation of retail merchants and spoke of the good this was doing for the trade in general. He made allusion to the overwhelming power it would give the retail trade, if the whole Dominion was organized in such a way. This idea of a federation of the retail trade is progressing rapidly in the Province of Quebec, especially since Montreal has taken the first step.

Mr. Trowern also explained the trading stamp bill which is to be presented before the Legislature and which is to be discussed this week. If this new bill is passed, not only the stamp companies or the merchant who gives them, but even the customer who accepts them will be liable to pay a heavy fine. This bill is made so that it gives no issues to the trading stamp people, but kills any device of such nature.

Mr. J. A. Beaudry then translated Mr. Trowern's speech into French and gave such explanations as were necessary. The meeting was adjourned by a vote of thanks to Mr. E. M. Trowern.

ADVERTISING NOVELTIES.

Many merchants would make more use of advertising novelties than they do, did they know where to procure them. A pointer is supplied to them right here. There is a firm in Toronto, the Cranston Novelty Co., 157 Bay street, who carry an assortment of just the kind of goods required for advertising purposes. They handle aluminum, celluloid, wood and cardboard articles in great variety, besides signs and fixtures.

Success in Blocks

Success comes in Blocks with a good article. That is why it pays to carry

PERFECTION CREAM SODAS

You never hear a complaint. Neither do we. What is wrong then, with your getting a good supply?

3-lb. Cards or Tins

THE **Mooney Biscuit & Candy Company,** LIMITED, Stratford, - Canada.

THE STRAWBERRY PACK

Red, ripe, luscious, juicy strawberries just off the vines, and retaining every delicate flavor, are the kind of berries put up by The Old Homestead Canning Co.

We can do it, because our factory is right in the centre of the fruit district. Our capacity has been doubled in the last year, and we are thus able to handle the fruit with absolutely no delay. As a result

OLD HOMESTEAD CANNED STRAWBERRIES

are delicious, the next thing to the fresh picked fruit.

You will find Old Homestead Strawberries a revelation in the way of canned fruit, a brand that will please your most exacting customers, the kind that will bring trade.

To quality within is added beauty without, for the label of Old Homestead Brand Strawberries will attract the eye of the customer wherever displayed.

The Old Homestead people believe in doing things right. You can always depend on their goods.

The Old Homestead Canning Co.

Independent Canners. **PICTON, ONT.**

THE TESTIMONY OF MEN WHO KNOW

The opinion of **YOUNG & CAVEN,** Aylmer, Ont., concerning

ORANGE MEAT

is worth noting:

"We might add that we are very well pleased with our trade in ORANGE MEAT, particularly the Jumbo size. When we explain to our customers the value they get in this package, compared with other cereals, they invariably take it without any hesitation. We will give this line our attention, as we believe we can cancel other lines and save carrying extra stocks."

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

AUSTRALASIAN WHEAT.

A DOMINION commercial agent in Australia sends some interesting statistics in regard to the present wheat crop, and adds some comparative figures that are of particular interest to the Northwest. The latest official returns give the Australian harvest at 54,000,000 bushels, which, it is estimated, would leave 31,000,000 for export. Already 21,000,000 has been shipped as wheat or flour, leaving still free about 10,000,000 bushels. In New Zealand the crop is estimated at 6,966,405 bushels, which would give a surplus of 2,178,988 for export. The yield per acre for three years is given as follows:

	Bushels.		
	1902-3.	1903-4.	1904-5.
New South Wales.....	1.3	17.5	9.3
Queensland.....	3.28	17.65	14.24
New Zealand.....	40.69	33 46	30.00

As the wheat of last year was of good quality, and much of it of good strength, there is little likelihood of much demand for Manitoba hard wheat flour at present.

New Zealand is not only peculiarly fortunate in natural conditions, but the country has been so long settled, and by such a good class of practical farmers, that wheat is grown under intensive conditions impossible in a new country. It would be interesting to know the cost of growing a bushel of wheat there, but, where manures and fertilizers are largely used and cultivation is generally elaborate, there is good reason to believe that 30 bushels per acre do not make a better net return than half that amount in the Northwest.

In regard to wheat growing in New South Wales and Queensland, perhaps the most significant thing brought out by these figures is the surprising fluctuation in crop returns. This is occasioned by droughts, and the almost total failure in 1902-3 is directly attributable to this cause. Canadian farmers are fortunately not subject to such trying conditions, and it is a long time since the average wheat yield in the Northwest has been below 13 bushels to the acre, while in the particular year in question it was in the neighborhood of 27 bushels. Under the prevalent equable conditions the Canadian Northwest can well hold its own as a wheat producing country with any other competitor in the world, and nowhere can wheat be grown so cheaply, nor can the farmer be assured of so consistent a return for his labor.

CEREAL NOTES.

The Interstate Commerce Commission has modified its recent decision in the matter of the differential freight rate on ex-lake grain to and from North Atlantic ports, so that account might be taken of the lighter weight of oats and barley over wheat, corn and rye. The differential was fixed in the original decision at three-tenths of a cent per bushel under the rate to New York. This stands as to all but oats, and barley, on which the differential is fixed at one-sixteenth of a cent per bushel.

Crops in Kingston district are reported to be the best in years. Hay was never more abundant nor of better quality, oats are chiefly sown in this district, and the crop will be very large; peas and barley come next, and both will yield well. Peas were poor for some years, but are improving immensely. There is little wheat sown, but what is will be good. As for root crops, little can be yet said. There were heavy rains, which would cause potato rot, but it is expected that the yield will be good on the whole.

The milling industry in southwestern Ontario has not had a desirable experience since last Summer. The greatly decreased yield of wheat in 1904 did not provide sufficient of that grain to keep the mills going, and they had to draw largely upon Manitoba wheat. In 1903 the yield of Fall wheat of Elgin county amounted to 627,000 bushels. In 1904 it dropped to 135,000 bushels. The difference speaks for itself. Kent and Essex usually give about 900,000 bushels, but fell away behind in 1904. The demand of stockmen for the flouring mill offal has been brisk, and at present is greatly in excess of the supply. Prices for shorts and bran are quite good. The promise of a banner year in wheat and all grains means a great deal to the millers as well as to the farmers.

THE 1904 CROP.

The Ogilvie Milling Co., through Mr. W. A. Black, western manager, issued the following statement showing their estimate of the position, July 1, 1905, of the wheat crop of 1904:

	Bushels.
Inspected to July 1, 1905, 35,791 cars at 1,030 bus..... 36,864,730	
Less insp'd twice. 213,000	
	36,651,730
Not inspected, delivered at Winnipeg, shipped west, sold and fed on farms	1,800,000
Not inspected in transit, 100 cars	103,000
In store west of Winnipeg	1,960,000
Milled west of Winnipeg, to July 1.....	6,679,000
Used for seed	7,437,500
Yet to market	370,000
Total crop 55,001,230	

BRANCH AT FORT WILLIAM.

According to a Fort William paper, the Canada Grocers, Limited, are seriously considering the advisability of locating a branch warehouse in that town. Mr. St. C. Balfour visited Fort William recently and looked over the situation for the company.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

This illustration shows one side of a store fitted with

WALKER BINS

Some grocers have an idea that Walker Bin Fixtures cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.
Factory: *BRAMPTON* Head Office: *TORONTO*

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

MANUFACTURERS DISSATISFIED.

DISSATISFACTION is expressed very generally among the cigar manufacturers at the present excise duty of $6 a thousand and the duty on imported leaf of $2.40 a thousand. The object of these heavy duties was to encourage the cultivation of Canadian tobaccos. While there is no doubt that Canadian tobacco has increased greatly in recent years, yet it is asserted by leading men in the trade that this is used for plug tobacco exclusively and is not as yet suitable for putting into cigars. The result is that the manufacturers are compelled to use the imported leaf as before and have in addition to pay the heavy dues. A Toronto paper publishes some interviews on this question in which the heavy duties are uniformly condemned:

George Milligan Speaks.

Mr. George Milligan, of Wellington street, one of the largest cigar manufacturers of this city, thinks that Canadian-grown tobacco can never be used to any great extent for cigar purposes. "It is useless to try to foster such an industry, for there's no demand for those cigars," said Mr. Milligan.

"You pay 10c. a pound duty on the imported leaf?"

"Yes, and that simply adds about $2.40 per thousand to our cost of manufacture. There are no cigars made in Toronto from the Canadian leaf, although factories using only the Canadian-grown and those using a mixture of the Canadian and imported pay only $3 excise per thousand cigars, while the rest pay $6."

"Do American cigars compete in the Canadian market?"

"No; the duty is too high for that, but the American duty on cigars is even higher than the Canadian, and excludes a lot of Cuban, Mexican and Manila cigars, and they come in here. If we were free from the duty on imported leaf, which serves no good purpose so far as the cigar industry is concerned, we could meet those foreign cigars."

Mr. John Taylor.

Mr. John Taylor, of Richmond street east, is of opinion that if a duty is imposed to encourage the growth of tobacco in Canada, all the cigar manufacturers should have a reduction in excise duty, and not only those using the native tobacco. At present these have the double advantage of the duty and the lower excise."

"Do you think cigar tobacco can be raised in Canada?"

"I don't know. Tobacco culture is a thing that has to be carefully studied. The Canadian tobacco is used mostly for manufacturing chewing tobacco, and the same variety of tobacco will not do for that and also for cigars. Then again, you require different kinds of soil for the different varieties. In the States the Kentucky leaf is used chiefly for chewing tobacco, the Virginia for smoking plug, and that of Connecticut, Wisconsin and New York for cigars."

"Perhaps the experimental farms could assist the farmers who are growing tobacco."

"That's what they should do. Grow different kinds of tobacco at the experimental farms, and distribute seed to the growers, and the Government should also employ men from the tobacco States who thoroughly understand the cultivation and curing of the different varieties to instruct our farmers. I am very strongly impressed with the need of this action if tobacco-growing in Canada is to have a fair trial."

INLAND REVENUE RETURNS.

Collection returns from Winnipeg for June, 1905, are as follows:

	Duty Collected
Cigars, ex-factory	$ 1,982 25
Cigars, ex-warehouse	2,508 30
Manufactured tobacco, ex-w.	31,453 25
Raw leaf tobacco, for use	1,298 01
	$37,241 81

For the Inland Revenue Division of Prescott they are as follows:

Cigars	$150 00
Raw leaf tobacco	77 40
	$227 40

For Charlottetown, P.E.I.:

Foreign leaf, ex-factory	$ 554 50
Foreign leaf, ex-warehouse	4,155 75
Raw leaf, ex-warehouse	1,055 50
Canadian leaf, ex-factory	33 10
	$5,798 85

WHO SMOKES THE MOST?

IT is a queer notion that people get about smoking, but it is a common thing to accuse certain nations of being inveterate smokers. For instance, the Germans are said to be heavy consumers of cigars. They are. The Dutchman and his pipe have come down to us from history and it is hard to separate them. But the palm for smoking goes to the Swiss as they are declared to smoke at least 50 per cent. more than either. Then statistics prove that the Belgian smokes twice as much as the Dutchman and no one hears about it. Probably the greatest consumers of cigarettes are the Jews. It is quite remarkable that it is very seldom to see a non-smoker of cigarettes among the Jews. Even the poorest of them will have a cigarette. They are long-lived and well behaved, and it is said that the patience, which is famous among the Jews as a race, is inspired and developed by smoking. When a bargain is being driven the Jew will always have a cigarette over the conversation. He is usually free with them and will distribute them to any wisher of the weed. Then it is remarkable again to find the amazing number of Jews in the tobacco trade. In all the large cities the Jews control the tobacco trade. They seem to be natural experts at selling cigars and judging the quality of tobacco. Their unfailing politeness is a characteristic of the race. They are keen at a business and they expect everyone else to be awake. In fact, much of the rubbish talked about Jews being mean is based on hearsay, not on the facts of

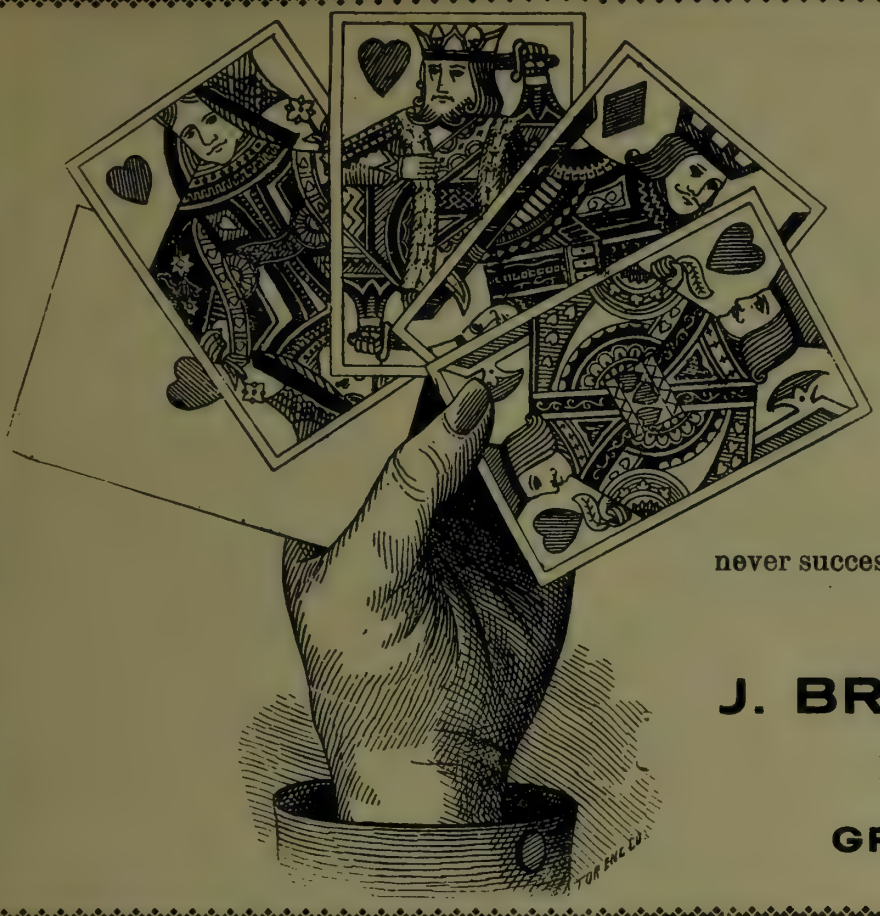
All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.



Count Four

The Grocer who carries the ***Pebble*** (5c.) and the ***Pharaoh*** (10c.) Cigars has a winning hand—cannot have his cigar trade taken from him. The ***Pebble*** and ***Pharaoh*** have often been imitated—never successfully. Order 1,000 assorted.

J. BRUCE PAYNE, LIMITED

MANUFACTURERS,

GRANBY, QUE.

T. & B. Virtues

T. & B. is a good tobacco. Smokers will tell you that. ***T. & B.*** is a low-priced tobacco. We will prove that. ***T. & B.*** is the ideal tobacco for a Grocer to carry. Facts prove that. ***T. & B.*** will make a good trade for you. Any grocer will tell you that. Better get a supply of this ***T. & B.***

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, - ONTARIO

the case. They are all good citizens, fond of their homes, and they are rare sights in a police court or any other court.

In many of the large tobacco factories owned by the Jews it is quite worthy of note that they are the very kindest to their working staff during the hot weather and have great consideration for the difficulties of working girls and young men who are oppressed during the hot days.

ESSEX COUNTY TOBACCO.

Tobacco is gradually becoming the most valuable product of Essex County. It now is a close rival of corn and oats in the value of its annual crop, and within a year or two will outstrip both of these cereals. Last year 5,000 acres were under cultivation and yielded 5,000,000 pounds of tobacco. This sold at an average of 10 cents a pound. In one case a cultivator received $3,985 for the product of seventeen acres.

This year there are over 6,000 acres planted in tobacco, which is an increase of 1,000 acres over last year. The crop is well advanced, being ten days earlier than it was a year ago. This is an important consideration, since tobacco needs a long, hot season.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Plain, Profitable Talks—No. VI.

STILL CHASING YOU

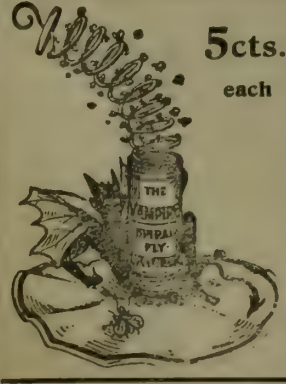
Our cigars are right. That's why we invariably recommend Royal Sport for a 10-center; Hogen Mogen for a 5-center. We make an attractive proposition that includes a Free Show Case. Nothing could be fairer. Start right this summer. **Ready when you are.**

THE SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.

THE

"VAMPIRE"

Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.

SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for $10.00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

WALL PAPER

A CANADIAN WALL PAPER LINE.

A REVIEW of the samples of the Staunton line of new wall papers for the season of 1905-'06 proved quite a treat, and Bookseller and Stationer was much pleased with the general excellence of the collection, which is comprehensive, attractive and artistic. The low priced styles are pleasing in design, bright and snappy in coloring, and show careful attention to an endeavor to make them acceptable and serviceable. For kitchen is

No. 1662.—An artistic stripe in beautiful color combinations; the handsome drapery design of frieze being emphasized by cutting edge to a scallop. Manufactnred by Stauntons Limited, Toronto.

shown a good granite in several natural colorings, and a tile pattern that will make a record in selling qualities, as the design and the superior colorings are very good.

For bedrooms are shown a number of very pretty styles, really remarkably attractive goods for the price, while in the next better grade is shown a number of extremely bright florals in natural colors. Several patterns deserve special mention. One, a design showing a bunch of violets arranged in graceful freedom over a lace stripe, with a two-band border showing a festoon of violets on a drapery of lace

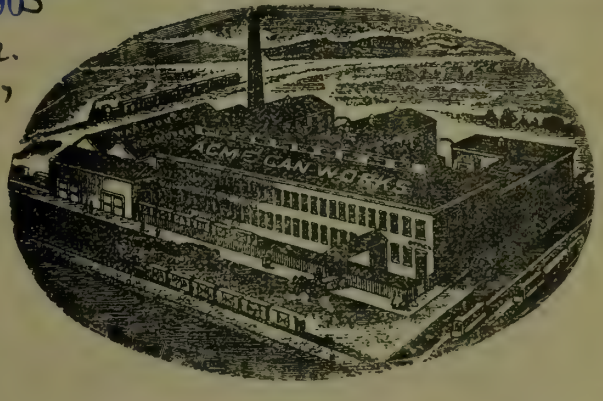
Wall Papers

The line to buy is the Staunton Line. Our salesmen are out with the "1906" samples—WAIT!

Staunton Limited

MANUFACTURERS - - - TORONTO

RETURNED
JUL 15 1905
To Customer.
Cut Book 37
Page 92.
a.s.w.



When in Need of Cans, Serve Your Best Interests and Consult Us

Acme Can Works make the largest [illegible] ment of any [illegible] America of TIN CANS [illegible], the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of
Jewett's Self-Heating Can.

We solicit inquiries for prices on
Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans**
Lard, Syrup, Butter } **Pails**

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q.

C. & B.

STANDARD PEELS

Lemon
Orange
Citron
Mixed

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C.E. COLSON & SON

MONTREAL, Agents

WM. BRAID & COMPANY

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 13, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 8's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

George Dalidet & Co.

BORDEAUX,
FRANCE

The Noted Packer of French Products

Peas
Mushrooms
Mixed Vegetables
Sardines

They Are Sellers

Crystallized and Glaced Fruits

Let us hear from you.

Agents:
ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-1lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz. to case	per doz.,	$ .90
1 " "	4 " "	....	"	2.40
½ " "	2 " "	....	"	4.75
¼ " "	1 " "	....	"	9.00

JOHN P. MOTT & CO.'S.

R S McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼ to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ¼-lb pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Made from the BEST —— Corn
By the BEST —— process
For the BEST —— trade

"CROWN" **BRAND**

TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	**Kegs and Pails.**
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

For sale by every jobber —— Try ***"Crown"*** brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 2
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 2

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade		$1 50
Clear jelly marmalade		1 80
Strawberry W. F. jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black currant "		1 75
Other jams		1 55
Red currant jelly		2 75

T. UPTON & CO.

Pure Fruit Jams—

12-oz. glass jars, 2 doz. in case,	per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06½
7 and 14-lb. wood pails	per lb.	0 06½
30-lb. wood pails	"	0 06½

Pure Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06½
30-lb. wood pails	"	0 06½

Home Made Jams—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" " 100 sticks		0 73
Dulce large cent sticks, 100 in box		

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0 35
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. $ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 06½
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " 30 1-lb.	"	2 75
" 60 ½-lb.	"	
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.		
" " 10 oz., cases, 96 pkgs.		case
" " 16 oz., cases, 60 pkgs.		$3 00

Soap and Washing Powders.

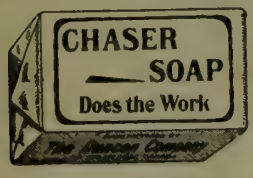
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.

Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	3 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Silver brand starch—	
Laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½

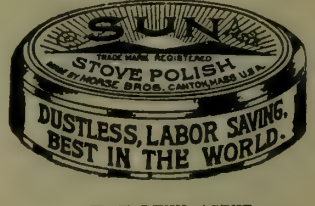
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.
Enamelled tins, 2 doz. in case $3 40
Plain tins, with label—

2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER, AND OTHER PRIZE MEDALS
SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.
MANUFACTURED BY
G.F. SUTTON - SONS - & - Co.
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 80
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 50
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 58 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

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Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jerscy cream yeast cake, 2 doz. 5c.	1 00
Victoria " 3 doz. 10c.	1 00
" " 3 doz. 10c.	1 80

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We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

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GOLDEN RUSSET VINEGAR

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You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

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have always earned the highest honors in competition with other manufacturers.

The factory is a model of cleanliness.

Are you carrying a full line?

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

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THOSE WHICH MEAN THE MOST

are liable to be stolen. For that reason we had to secure a permanent injunction prohibiting an infringement on the name

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KKOVAH JELLIES

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PEACOCK BRAND MINCE MEAT

No other Mince Meat better.

No other Mince Meat cheaper.

Peacock Brand Mince Meat for you.

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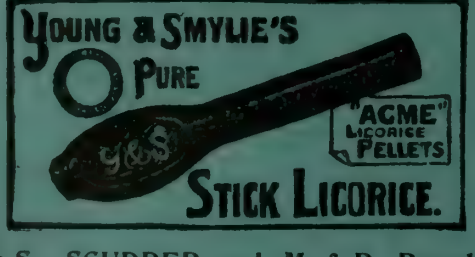

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is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

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½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

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Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

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is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References

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Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

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While the outing season is on keep prominently before your Customers

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and Lytle's famous Summer Cordials. These have a large sale in all parts of Canada.

—May be had from your
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CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

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Profitable Teas

Japan Teas show value in the cup, value to your customers in their general healthfulness and value to you as dealers.

They are the cleanest, purest and most invigorating teas grown and prepared for mankind.

Buy JAPAN TEAS

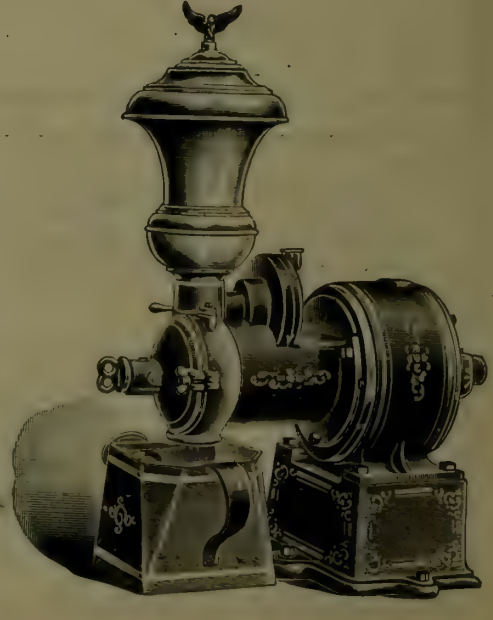
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



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EASY TO SELL

GIVES GOOD PROFIT

and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,
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Pickle Endorsement.

FLETT'S PICKLES are endorsed by the entire trade as being the very best value pickles on the market. The consumers who once try Flett's have no use for the poorer articles.

ROSE & LAFLAMME

Agents, MONTREAL

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The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

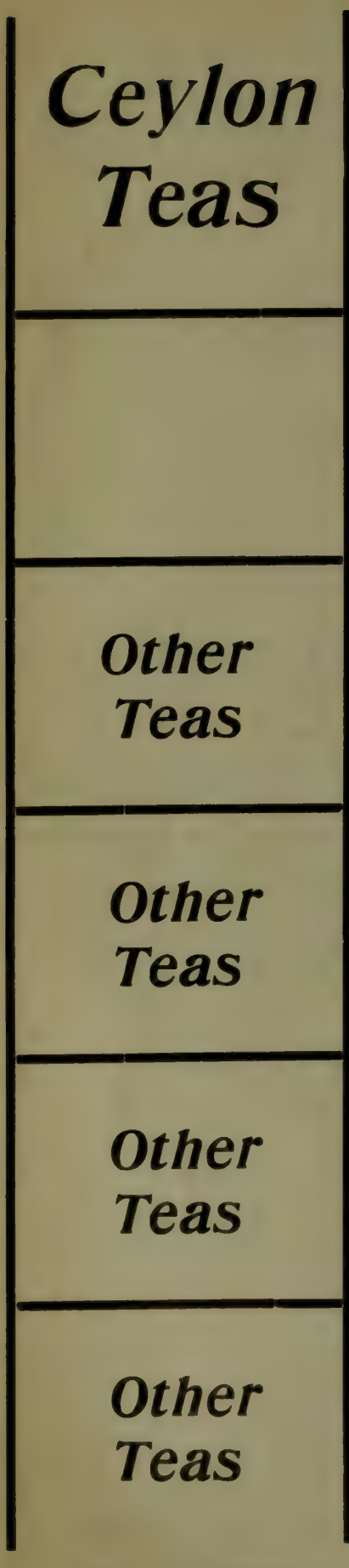
We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

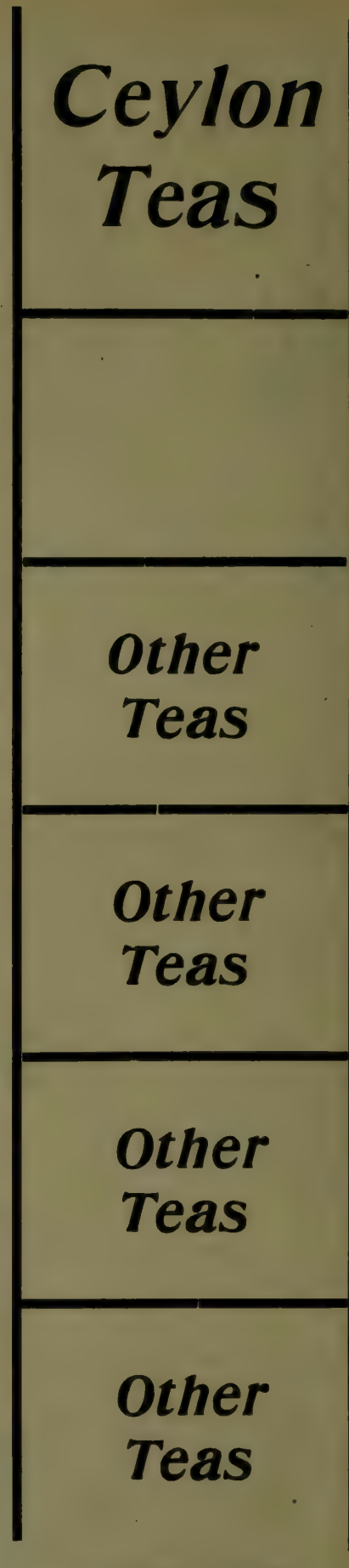
Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

CEYLON TEAS



are at the top of the ladder. You must realize that, Mr. Grocerman. They will always be at the top of the ladder. You must keep that in mind, Mr. Grocerman. Increased tea consumption came with the advent of **Ceylon Teas.** Patronage of other teas fell off. In every part of the country **Ceylon Teas** now predominate. No chance work this! Merely a difference in the **flavor** of teas. Other teas have a quality, but they have not got the **Ceylon Tea** quality. Could not get it unless they were grown in Ceylon. Other teas have a certain trade, but they have not **got** the **Ceylon Tea** trade. Could not get it unless they could win the people in the **Ceylon Tea** way. The way of **Ceylon Teas** is strewn with profit for the grocer and pleasure for the user.



THE STANDARD COMPUTING CHEESE CUTTER

is a fixture that no merchant who believes in up-to-date money-saving devices can afford to be without.

It is perfect in its operation and in every detail of its construction.

It cuts to weight and to money value, at any price per pound, in one operation.

It stops losses on cheese by preventing waste, crumbling and sampling, while it protects the cheese from dirt, mould and drying out.

The customer gets just the amount of cheese asked for in one perfect cut.

It will save the three to five pounds you are losing on each cheese cut.

Terms and Prices Right. Write for Folder.

THE WALKER PIVOTED PIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

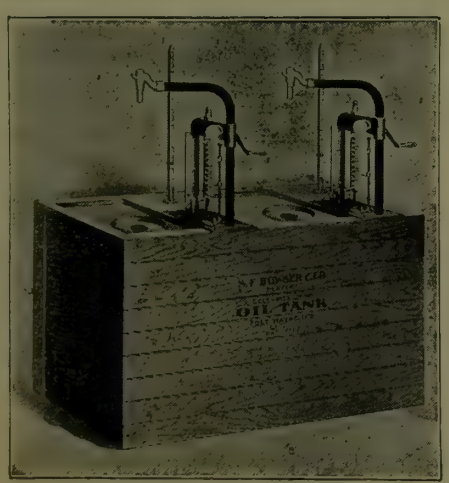
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



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YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., 330 Front St. West TORONTO.

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

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KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

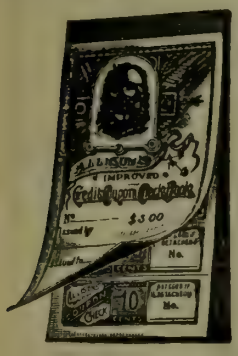
Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.



A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. — HAMILTON, ONT. — LONDON, ONT. — MONTREAL, QUE.
OTTAWA, ONT. — QUEBEC, QUE. — ST. JOHN, N.B. — TORONTO, ONT.
VANCOUVER, B.C. — WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

"Is It Boiling?"

None of that with

IVORINE

COLD WATER STARCH

Besides its serviceability, cold water starch is far better than starch requiring boiling. $2.50 per case (40 packages).

St. Lawrence Starch Co.

LIMITED

PORT CREDIT, ONT.

The Milk That Sells

is the Milk to buy.

REINDEER BRAND CONDENSED MILK

We have carefully studied the interests of the jobber, and offer inducements which commend themselves to discreet buyers, and convince that it pays to push Reindeer goods. Apply direct or to local agent for particulars.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

SCHENCKS GREEN GAGE PLUMS

In Heavy Syrup

We have about 100 cases of these plums left which we expect to clear out this week.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

THE GREAT "COW BRAND"
BEST IN THE WORLD

THIS SIGN TELLS THE STORY
"BEST IN THE WORLD"

It is absolutely and chemically **PURE** and being so, requires less to be used than cheap bulk soda. That's a pointer for your customers and as it never fails to please them makes for profitable trade for yourself.

CHURCH & DWIGHT, LIMITED
Manufacturers MONTREAL

BAKING POWDER

We Manufacture All Grades

Our Specials

Mother's, 1 lb. only	$1.00	Good Value.
Purity, 1 lb. only	1.00	
Lightheart, 1 lb. only	1.00	Extraordinary Value.

Under Our Own Brands

Heron, ¼ lb	45	Equal to any Baking
Yellow Bakers, ½ lb	75	Powder sold at, or less,
Red Bakers, 1 lb	1.25	than $2.00.

For Quality and Price

Jersey Cream, ⅛ lb	45	Strictly high-grade,
" ¼ lb	75	
" ½ lb	1.25	Equal to best American.
" 1 lb	2.25	

Lumsden's

¼ lb	90	Pure Cream of Tartar,
½ lb	1.80	
1 lb	3.00	no better made.

Send us an order by mail. We will prove to you we appreciate it in some way. Try us, and do not forget to add to your order, one box of "Jersey Cream" Yeast Cakes.

LUMSDEN BROS., *MANUFACTURERS and WHOLESALE GROCERS* **HAMILTON, ONT.**

RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.

GLADSTONE

Began his political career as a Tory, but his desire for progress and reform led him to adopt the ideas of the great Liberal Party.

The Grocer may experiment with a miscellaneous variety of brands, but at length discovers that

WOOD'S COFFEES

are what he has been seeking as they combine all the elements for successful trade.

CANADIAN FACTORY AND SALESROOM

428 ST. PAUL ST., -- MONTREAL.

The Cost of Selling

some goods is greater than others. Some remain on your shelves for months, keeping useful capital tied up. This should be deducted from the profit. The cost of selling

Mathieu's Nervine Powders

is as low as it can possibly be. They leave a quick and worth while profit.

They are the surest and safest cure for all nerve pains.

Let us send you a sample package free, to use among your own family and you will become enthusiastic in their sale.

The wise keep a good stock of

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

during the summer. Many people use it throughout the year.

J. L. MATHIEU CO., Limited

SHERBROOKE, Que.

RAW SUGAR

Barbadoes Grocery

In Barrels

Trinidad Crystals

In Bags

Offer these lines at **Special Prices.**

Two **Snaps** for **Prompt Buyers.**

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

No. 1—British Hospitality.

Birmingham, June 26.

BRITISH hospitality is proverbial for its magnificence. We have been in England a week and have learned to appreciate this from experience. Our voyage across the Atlantic was longer than we expected; but it was, perhaps, not an unfortunate thing. It fortified us for the round of pleasure which mine host, the London Chamber of Commerce, had provided for us. And we needed to be fortified. From Monday morning to Sunday night we were kept on the go.

* * *

The initial function was the presentation of our party of nearly three hundred to the King and Queen. This was really not a part of the original programme. It was not until our steamer was docked at Liverpool that this agreeable intelligence was announced to us. It was suggested by His Majesty and arranged for by Lord Strathcona, who appears to have the ear of King Edward, as well as that of a great many of the leading men of London, and especially of those engaged in trade and commerce. Lord Strathcona is doing a great work for Canada in Great Britain; and one does not discover this to the full until one comes into close contact with the merchant princes of London, as we have been during the past week.

* * *

But this is digressing from the main object of this letter, which is to speak of the hospitality of the business men of London, as exhibited in their treatment of the members of the Canadian Manufacturers' Association now touring Great Britain. The most optimistic of us had never dreamed of such entertainment. And had we dreamed it would probably have been accompanied by nightmare. But I do not know of anyone who experienced nightmare, for, to say nothing about the antidote of mal de mer that nearly every one but ourselves, of course, suffered, the London Chamber of Commerce, through Secretary Murray, were careful to see that with every feasting function there was an alternative function in the open air on land or river, with the result that all returned to their hotel each night tired, to fall so fast asleep that no nightmare on earth could trot fast enough to overtake them.

* * *

The graciousness and tact of the King were shown in an eminent degree at the Windsor function. Before proceeding to the castle we were driven to the Frogmore Mausoleum, where lie the remains of Albert and Victoria. Since the death of Victoria the mausoleum is only opened once a year, and that only for two hours, but at the King's command it was specially opened for the inspection of his Canadian subjects, as were also the magnificent royal gardens. The King and Queen received us at the foot of the main terrace at Windsor, and after each of us had made our best bow before them, His Majesty, who was dressed in grey frock suit and white tall hat, slowly approached our group, raised his hat and remarked: "I thank you very much. I welcome you to England. I welcome you especially to Windsor. I hope you will spend a happy day and return to your homes not too much fatigued after your long journey."

"God Save the King" and "three cheers for His Majesty" followed. Then refreshments were served in the orangery. And all returned to London delighted with our first function on British soil.

* * *

The British people in general, and the members of the London Chamber of Commerce in particular, possess the art of entertaining to a degree altogether unknown to us on the western hemisphere. When complimented they merely remark: "Oh, we're used to it. We've been entertaining for hundreds of years. But then we're only trying to repay the kindness you Canadians showed towards our delegates to the convention of the chambers of commerce of the empire two years ago."

* * *

But it was not only the entertainment that impressed us. There was the prearrangement. It was simply perfect. Secretary Murray and his staff labored unceasingly, and every function came off without a hitch. Mr. Thomas F. Blackwell, the president of the London Chamber of Commerce, was equally solicitous. The delegates are no more likely to forget the indefatigable labors of these gentlemen than they are the sights and experiences of their British tour. And the pre-arrangement of our tour in Great Britain is not confined to the visit to London. Secretary Murray also arranged the provincial tour of two weeks, upon which we are starting to-morrow (Monday).

No. 2—Provincial Tour.

London, July 8, 1905.

We have just ended the first week of our provincial tour. We have visited in turn Walsall, Birmingham, Sheffield, Leeds and Bradford, and in each place we were accorded the heartiest kind of receptions. Nothing was too good for the Canadians. And it was significant that while the masses cheered, it was the business men who made the pre-arrangements for our entertainment. They were interested in Canada and its trade, and eager for information in regard thereto.

* * *

The manufacturers and merchants of Great Britain are not unconcerned about Canadian trade. On the contrary, they are most solicitous. The question with them is how to get it. Business is business with them; but they are by no means devoid of sentiment. They want to be on closer terms with us politically and commercially, because the people of Great Britain and of Canada are brothers. There is the utmost friendliness towards the United States, and it is evident that any little remark of unfriendly criticism of that country displeases them, but the people of Great Britain consider the relationship with Canada as much closer. "The people of the United States," said a prominent speaker at one of our functions, "are our cousins, but Canadians are our own kith and kin. They are our brothers." And the remark was applauded to the echo.

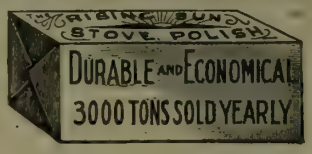
* * *

The reception we secured at Walsall was unique. The town has a population of about 90,000, and every soul seemed to have turned out to see us. When we arrived at the station the streets from there to the Town Hall were literally packed with men and women and children, and the police had some difficulty in getting us elbow room. The business men, as represented by the Chamber of Commerce, were not so demonstrative, but they exhibited their cordiality, first by a reception, secondly by a substantial luncheon, and thirdly by throwing open their factories and workshops to our inspection.

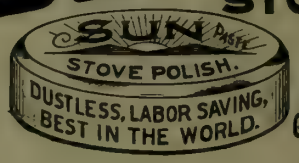
* * *

Walsall is famous for its manufactures of leather goods, souvenirs of which many of our party brought away with them; but it has iron and steel and clothing industries of no mean order. Walsall is an old town. Indeed, its citizens boast that it was born before Birmingham; and as proof of this relate how letters were once addressed "Birmingham, near Walsall." But it appears that when the railway age dawned, the men of power in Walsall would not allow the iron horse to enter their gates. The beauty of the town would be marred, and the lives of its citizens endangered. It took a later generation to correct this;

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

but in the meantime Birmingham had got the start--and kept it.

* * *

From Walsall to Birmingham is only a step, and before we had forgotten the warm good-bye hand shake of the business men of the one city we were in the warm embrace of the business men of the other. The function at which we were guests was, of course, the luncheon tendered by the Chamber of Commerce, the centre of attraction being, of course, the speech of the Right Hon. Joseph Chamberlain, whom President George so aptly described as the best Colonial Secretary Great Britain has ever had. A great deal has recently been heard about Mr. Chamberlain's health, but in neither manner nor matter did he exhibit any loss of vital force. The speech was tactful and masterly, and in the Canadians present Mr. Chamberlain found a sympathetic audience. As a speech, it was the best we have heard since we landed in Great Britain.

* * *

After listening to Mr. Chamberlain's address we entrained for Bournville, the famous model village in connection with the cocoa and chocolate works of Cadbury Brothers. And it is a model village. Each workman's home is a delightful little villa, ivy and rose covered, and surrounded by pretty and well-kept gardens, all of which are rented at a low rate. At one time the workmen were allowed to purchase their homes, but speculators took advantage of this to the detriment of all concerned—except the speculators, of course. This put an end to the home-purchasing scheme. The village is now managed by a trust board.

* * *

A great many of the employes at Cadbury's are girls and young women, and the regulations of the firm demand that each girl must take two hours' exercise per day either in the open air or in the gymnasium. Each girl has a proper costume for the occasion, and while we were there we saw them nimbly leaping over bars and playing basket ball on the lawn. Not the least of the attractions at Bournville is a magnificent clubhouse and athletic grounds. There are also two beautiful parks within the village enclosure for the benefit of the employes. Mr. and Mrs. George Cadbury entertained us. Both made speeches, Mrs. Cadbury being particularly gracious in her remarks.

* * *

Smoky and grimy as Sheffield is, our visit to that city will be long and favorably remembered. The business men of that city could not do enough for us. They threw open their interesting factories as well as their hearts to us. We visited factories in the morning and factories in the afternoon, and between the two was sandwiched a magnificent luncheon in Cutlers' Hall.

* * *

Among the factories visited in Sheffield none gave greater pleasure than that of Thomas Turner & Co., cutlery and file manufacturers. Refreshments were pressed upon us as we entered. Every part of the works were thrown open for our inspection and the process of manufacture explained by guides, and as we left the works each visitor was presented with a handsome souvenir knife. At the steel works of Thomas Forth & Sons, Limited, attention none the less merited was shown. Two of the chief members of the firm piloted us for two or three hours about their works. We saw enormous cannon being forged by enormous hydraulic hammers of 3,000-ton pressure, shells being cast, and merchantable steel being prepared for the market. Then tired and grimy we were led to a cool and spacious dining-room on the premises, where refreshing tea and other kinds of refreshments were served us. And then, as if they had not done enough for us, we were presented with handsome pocket knives as we departed. "We go forth laden with hospitality," remarked a witty lady in the party.

* * *

In Leeds the centre of attraction to most of the visitors was the ruins of the famous Kirkstall Abbey but just beyond the abbey are the works of the Kirkstall Forge Co. It was to these that Mr. W. S. Leslie, of Montreal, led a party of the excursionists. To us the steel works of this company were as interesting as the abbey, for the monks who built the abbey started the former. What is known as the new part of the steel works was built in 1740. But without an explanation this is not true, for on the sale of the works of 1740 is erected one of the most modern rolling mills in England. Mr. Butler, the chief member of the firm, took charge of us and during our trip through the works we saw much that was old blending into the new. In other words, the old methods are gradually but surely being swallowed up by the new. And some day even the interesting old forging hammer, driven by a water-wheel, will have to depart. It is the last of its kind left at the works, and even the modern hammers which surround it appear to have compassion upon it.

* * *

Bradford received us most cordially. From the station to the grim and gothic Town Hall the streets were lined with people, who cheered us as we marched by. After a drive about the city and a brief visit to some of the factories, we were entertained at luncheon at the Cartwright Memorial Hall—one of the most beautiful places we had visited,—and shortly after 3 p.m. we were on our way back to London.

MARITIME GROCERS' GUILD.

The annual meeting of the Maritime Grocers' Guild was held in St. John on July 12, with representatives present from Nova Scotia, New Brunswick and Prince Edward Island. Those who attended from outside points were: H. G. Bauld, L. H. Payzant, S. O. Hogg, M. Dwyer, R. M. Symonds, A. C. Pyke, Halifax; R. Murray, New Glasgow; A. H. Randolph, Fredericton; A. W. Eakins, Ralph Brown and Leslie Lovitt, Yarmouth; J. F. Edgett and J. Harris, Moncton; D. A. Morrison, Amherst; A. I. Teed, St. Stephen; E. F. Higgs and W. H. Aitken, Charlottetown.

The officers elected were as follows: H. G. Bauld, Halifax, president; C. H. Peters, St. John, first vice-president; W. H. Aitken, Charlottetown, second vice-president; A. C. Pyke, Halifax, secretary. The principal business transacted was the passing of additional rules and regulations for the government of the members of the guild.

This single Refrigerator Cabinet can be procured from the undersigned. Cost is small when compared with the saving that will result from the use of it.

Place the cabinet on your counter. It will increase your cheese profits.

LUCAS, STEELE & BRISTOL
Hamilton, Ont.

WARM WEATHER SELLERS

LIME JUICE ***MONTSERRAT, qts. " pts.*** ***SOVEREIGN, qts. " pts.***

Canada Flakes
Orange Meat
Grape Nuts
Force
Malta Vita

} Need no preparation.

CANNED MEATS, Need no preparation

Chipped Beef, Roast Beef, Corned Beef, Boneless Chicken, Turkey, Duck, Pigs' Feet, Jellied Tenderloin, Lunch Tongue, Loaf Meats, Beef, Ham, Veal and Chicken.

Our travellers can tell you all about them

JAMES TURNER & CO., - HAMILTON, ONT.

If you want the best, book your future Canned Goods for **Tartan BRAND** Canned Vegetables and Fruits

All Guaranteed by

BALFOUR & CO., - Hamilton, Ont.

QUICK SHIPPERS. LONG DISTANCE PHONE 596.

GALLON APPLES

Ask Us the Price

THOMAS KINNEAR & CO.

WHOLESALE GROCERS - TORONTO and PETERBORO

CHEESE

IN CAR LOAD LOTS OR IN SMALL QUANTITIES.

WE QUOTE CLOSE PRICES F.O.B. FACTORIES ON

CHEDDARS
FLATS
STILTONS

QUALITY, TEXTURE, FLAVOR OF THE FINEST.

WRITE OR WIRE US NOW FOR QUOTATIONS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED
TORONTO AND ST. THOMAS, ONT.

Business Changes

Ontario.

GEO. WORRELL & CO., flour and feed merchants, New Liskeard, have dissolved partnership. Geo. Worrell is continuing in his own name.

G. W. McKee, tobacconist, Windsor, is dead.

The business of L. J. Longeway, grocer, Kennicott, is for sale.

S. Jewell, fruiter, New Liskeard, has been succeeded by W. J. Evans.

The stock of H. L. Pullen, grocer, St. Thomas, has been sold to W. Trott.

J. R. Lochart, general merchant, Pembroke, has sold out to R. F. Beamish.

D. Spada, wholesale fruiter, Toronto, has sold out to Badalamenti-Dina & Co.

J. T. Walsh, manufacturer of soda water, Barrie, has assigned to W. A. Boys.

The assets of B. Carrier, general merchant, Hawkesbury, are to be sold by tender.

W. S. Scidmore & Co., broom manufacturers, Norwich, have suffered loss by fire.

Wm. Dinsdale, general merchant, Fowler's Corners, has advertised his business for sale.

Merker Bros., general merchants, Mount Forest, have assigned to L. Rottenberg, Toronto. Meeting of creditors held July 20.

The assets of the Canada Biscuit Co., Limited, manufacturers of biscuits and confectionery, Toronto, have been advertised for sale by tender.

Quebec.

L. Bouthillier has registered as grocer and liquor dealer, Montreal.

N. Brancoeur, general merchant, St. Guillamme D'Upton, is dead.

U. Grenier & Co. have registered as tobacconists, fruiters, etc., Montreal.

M. Laurence, general merchant, St. Faustin, has assigned to A. Lamarche.

The assets of J. A. Seguin, grocer and liquor dealer, Montreal, have been sold.

V. E. Paradis has been appointed curator to G. Bergeron, grocer, Quebec.

The assets of G. Bergeron, grocer, Quebec, are advertised to be sold July 21.

The assets of M. Bedard, grocer, Quebec, are advertised to be sold on July 21.

Weissman & Son, dealers in smoked meats, Montreal, have dissolved partnership.

The assets of C. Dignard & Co., biscuit manufacturers, Montreal, have been sold.

Long & Corsib, grocers and liquor dealers, Montreal, have dissolved partnership.

The assets of E. Thibault, general merchant, Ste Anne Des Monts, are to be sold July 21.

X. E. Paradis has been appointed curator to D. Soulombe, general merchant, Ville Roy.

The assets of C. Pelletier & Co., general merchants, Ste. Flavie Station, were sold July 19.

L. Boulanger, general merchant, St. Samuel De Gayhurst, has assigned. V. E. Paradis provisional guardian.

The assets of Armstrong & Dickson Mfg. Co., dealers in biscuits and confectionery, Montreal, have been sold.

M. Weissman has been registered as proprietor of the Canadian Bolognas Factory, provision dealers, Montreal.

D. Masson has been appointed curator to G. Labonte, general merchant, St. Sauveur. Meeting of creditors held July 18.

New Brunswick.

A. C. Peck, general merchant, Albert, has been burned out.

G. D. Prescott, general merchant, Albert, has been burned out.

F. L. Corby, general merchant, Gagetown, is offering to compromise.

C. S. Babbitt, general merchant, Gagetown, has closed his business.

Crossman & Powell, dealers in meats, Sackville, are discontinuing business.

A. Sayre, general merchant, Beersville and Adamsville, is offering to compromise at 25 per cent.

Geo. S. DeForest & Sons, Limited, wholesale grocers, St. John, are applying for a charter with capital of $40,000.

Manitoba and N.W.T.

Joe Folis, confectioner, Winnipeg, has assigned to W. J. Boyd.

H. H. Dyck, general merchant, Hague, has sold to Friesen Bros.

Cook & Forester, confectioners, Medicine Hat, have been succeeded by James Cook.

SPARKLET

Syphons make Soda Water instantaneously. A child can operate one

ECONOMICAL. CONVENIENT. DURABLE.

Price within the reach of everyone. Just the thing for this hot weather.

WHOLESALE AGENTS:

THE DAVIDSON & HAY, LIMITED

WHOLESALE AGENTS, TORONTO.

P. Rochon & Co., general merchants, Shepard, have advertised their business for sale.

D. Cleland, wholesale liquor merchant, Winnipeg, has sold to J. Carey & Co., Limited.

A meeting of the creditors of T. P. Jackson, general merchant, Elgin, was held on July 19.

Thomas Pedan & Co., general merchants, Rossburn, have assigned to H. Detcnon, Winnipeg.

The stock of the estate of J. Jewkes, general merchant, Belmont, was sold by auction on July 17.

Bell & Jamieson, general merchants, Heward, have dissolved partnership. R. Bell continues in the business.

The assets of the estate of Ott & Weatherby, general merchants, Killaly, are advertised for sale by auction July 22.

Harris & McLaren, general merchants, Kenton, have dissolved partnership. Ernest W. McLaren continues in the business.

Wilkin & Co., general merchants, Strathcona, are removing to Fort Saskatchewan and changing the style of the firm name to Wilkins & Jones.

British Columbia.

A. Berg, grocer, Ladysmith, has assigned to A. E. Planta

Albert Ross, general merchant, Sandon, has sold off his stock.

Jas. Young general merchant, Nanaimo, is asking for an extension.

Bristol Candy Co., confectioners, Vancouver, have dissolved partnership.

Jas. Reid, dealer in teas, Victoria, has been succeeded by Hallum & Wyndham.

D. Taylor & Co., grocers, Nanaimo, have advertised for creditors to file claims.

Mr. Borland, of Veith & Borland, general merchants, has sold his interest to S. Prior.

The chattel mortgage against D. A. McLean, confectioner, Vancouver, has been foreclosed.

T. C. McIver, 50 Grant street, Toronto, has bought the grocery business of M. C. Cherry, 690 Queen street, Toronto.

COMPANIES INCORPORATED.

The Canadian Fairbanks Co., Limited, of Montreal, have increased their capital stock from $500,000 to $650,000.

The Canada Hay Co., Limited, of Montreal, have been incorporated with share capital of $49,900, to carry on the business of general hay dealers. Directors are: N. Allard, of St. Alexis; J. A. Dupuis, of St. Jacques de L'Achigan; A. Fontaine, S. Vessot, and W. Copping, of Joliette, and J. J. Trickey, of Montreal.

Du Sault Cie., of Holiette, Quebec, share capital of $40,000, purpose to manufacture and sell biscuits and confectionery. The directors are: J. A. Guibault, C. A. Goulet, A. Trudeau, J. O. Guilbault, J. T. Gaudet, J. E. Rivest, J. P. Laporte, J. A. Magan, E. G. Piche, and W. Copping, all of Joliette, and J. E. Lalonde, of Montreal.

A NEW KNIFE GRINDER.

The very latest contrivance in the shape of a knife grinder is being offered to the trade by the Ontario Supply Co., of Owen Sound. This grinder is composed of two solid emery wheels, concaved and supported on the one side by a metal disc, which holds the knife to the side of the wheel so that when the knife is being drawn backward and forward it is held against the side of the stone at a proper angle to give the required bevel. The mechanism is very simple and can be operated with safety by a child. Besides the household article a special size (No. 4) is made for the use of merchants who are handling meat knives and also for hotels and steamships. These grinders are now being advertised and will prove a great boon both to the store and the home.

NEW MANUFACTURERS' AGENT.

J. Frank Roelofson, formerly with A. J. Stewart, Limited, wholesale confectioners, Toronto, has gone into business for himself as a manufacturers' agent. Mr. Roelofson has the agency for some of the best machinery used by confectioners and for other related lines. His geniality, energy and intimate knowledge of every aspect of the confectionery trade constitute the promise of success—a success which The Grocer trusts will attend him. His office is at 124 Bay street, Toronto.

UPTON'S

HOME-MADE

Jams, Jellies, and Orange Marmalade

ARE GUARANTEED ABSOLUTELY PURE

We are now shipping new season goods, and they are very fine.

From the Atlantic to the Pacific

Don't be influenced by a lot of sentimental twaddle about a Canned Goods Combine. There is none, except in the imagination of some who style themselves as "Independent" Canners.

THE CANADIAN CANNERS, LIMITED

Owns and Operates Thirty-seven thoroughly equipped Factories, located at the MOST FAVORED POINTS in Ontario, at many of which the Fruits and Vegetables are grown IN OUR OWN Orchards and Fields.

The CANADIAN CANNERS, LIMITED, is the largest Packer of Fruits and Vegetables IN THE WORLD, operating on a large scale, and upon the most scientific principles, and produce the FINEST GOODS at LOWEST COST.

Most of our Experts have had a quarter Century's Experience in the Canning business. Our packing is not in an Experimental Stage like some others, but with our EXPERIENCED MANAGERS, our MAGNIFICENTLY EQUIPPED Factories, with the FINEST MACHINERY that brains can invent or money can buy, with our FAVORED LOCATIONS. all of these enable us to produce, and WE DO PRODUCE THE BEST GOODS in the world and sell at THE LOWEST PRICES.

We always like to make a profit ourselves, and we are equally desirous that the Wholesale and Retail Trade should do likewise, and WE WORK TO THAT END.

Hence our Goods are handled almost exclusively BY ALL THE LEADING FIRST-CLASS MERCHANTS, both WHOLESALE and RETAIL, in the Dominion.

CANADIAN CANNERS, LIMITED

HEAD OFFICE, - HAMILTON, ONT.

It Sells at Sight!
RICHER THAN MEAT
The ONLY Cooked Oat
NORKA
Ready to Eat
BETTER THAN MEAT
IT IS AN ALL-YEAR-ROUND SELLER
IS BEING WELL ADVERTISED
Order at once, and be in a position to meet the demand.
CASES OF 36 PACKAGES, $4.50.
5 CASE LOTS, $4.40 FRT. PAID.
A Liberal Supply of Samples and Advertising Matter with first orders
THE EBY, BLAIN CO., Limited,
Sole Agents for Canada
TORONTO

A REJOINDER.

Editor Canadian Grocer,—I notice your correspondent, "Watchdog," is at large again and looking for trouble. He must be a very gullible fellow, indeed, to get loaded up with mythical "So-and-So" stories and retail them to The Grocer readers. He asks "Where would the country merchant be then?" I should say he would be looking for that salesman with a club, if such a trick as "Watchdog" describes had been played upon him, for the average country merchant is no fool, he knows what to do with the salesman who exceeds the limit of fair dealing.

"Watchdog's" gratuitous slander of traveling men is uncalled for. To say that the same code of honor as in former days does not exist among the travelers of to-day is contrary to the facts.

TRAVELER.

MET IN OTTAWA.

During The Grocer's representative's recent visit to Ottawa he ran across a number of salesmen of well-known western firms. It seems that the Grand Union Hotel, run by that capable boniface, Jim Paisley, is a rendezvous for the boys of the grip, and well does J. K. look after the knights. There was friend J. J. Ryan, whose personality is known from the Atlantic to the Pacific, and who was solicitous about "Arabella," Milligan's Arabella, that is. Fred. B. Mason, representing J. D. Bradshaw, was sticking to wax paper and chewing gum. F. D. Cockburn, whom one can't think of except in connection with Comfort Soap, dropped in for a chat with The Grocer, and, by the way, Mr. John Pugsley, of Pugsley, Dingman & Co., who are responsible for the output of Mr. Cockburn's soap, was also noticed in Ottawa. Wonder what was up?

Mr. D. T. Williamson, representing the Brantford Starch Co., had been in Ottawa during the week and renewed old friendships with The Grocer. A. J. Hughes, one of Montreal's youngest brokers, spent a few days calling upon the Ottawa trade.

Big Mac (M. Macfarlane), now retired from the road, was spending a few days in Ottawa on his return from a week's fishing in the Gatineau. Those who know Big Mac will know one of the oldest grocery travelers that ever boarded a train in Canada, and barring the grey tints in his flowing beard, looks as ready as ever to talk teas, sugars, etc.

MONTREAL GROCERS' PICNIC.

The Montreal Retail Grocers' Association's picnic was held Wednesday, July 19, at Cornwall. A long list of games and sports was run through and valuable prizes awarded. Full report of the outing will appear in next week's issue.

* * *

A great number of the members of the Montreal Retail Grocers' Association gathered at Champ de Mars on Monday last. Their object was to make a wagon parade to call attention of citizens to their annual picnic. At 3 o'clock they left Champ de Mars and paraded through Notre Dame, De Lorimier, St. Catherine, St. Lawrence, Craig, Inspectors, Wellington and St. James streets, and came back to Champ de Mars. Viau & Frere had fourteen wagons in the ranks. E. M. St. Denis had about the finest delivery wagon, filled with all the finest fruits of the season. He shared the admiration of the crowd with Mr. J. I. Lussier's rigs which were beauties.

A GROCER'S AUTOMOBILE.

Provost & Allard, wholesale grocers, Ottawa, have placed an automobile at the disposal of their traveling representatives, and calls in the city and district around Ottawa are made with a great deal of comfort and rapidity. The Grocer was favored with a spin through Ottawa by the principals of the firm, and the beauties of the Capital City were appreciated in a novel and pleasant manner. Mr. Provost started on Monday, July 17, for a week's trip through the Gatineau district. We believe this is the first automobile employed in a practical business manner by any wholesale grocery firm in Canada.

A WARNING.

Editor Canadian Grocer,—A note of warning should be sounded among grocers concerning a new "premium tea" recently offered to the Ontario trade. If what the writer has seen opened out is a fair sample of the stuff, it will be a great disappointment to any dealer who buys it thinking he has a "good thing," and that his customers will get "something for nothing." Both the tea and the package appear to have reached the limit of cheapness. I believe good samples are being shown and specious promises made by salesmen interested in unloading this stuff upon the trade.

YORK.

"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

"Eagle" brand
Condensed MILK

BORDEN'S

"Peerless" Evaporated Cream

Everybody knows these two brands, everybody knows they are the best.

Your store will benefit by their sale

WILLIAM H. DUNN, MONTREAL.
JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S. SCOTT, BATHGATE & CO., Winnipeg, Man. W. S. CLAWSON & CO., St. John, N.B. SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

72-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE $7.50 F.O.B. Factory

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture. *Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

RETURNED
JUL 24 1905
Owner
Book 32
Page 27

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, July 20, 1905.

THE market for finest qualities of both cheese and butter has been kept very steady, but the hot weather has affected the quality and made a lot of "seconds" in both articles, which creates an irregular market. Of course heated cheese or butter, even if made in the usually best factories, cannot be shipped out to the particular customers who want nothing but perfection in quality, yet there is a large demand for goods at a price and such goods, coming from well-known best factories, are gladly bought up at a reduced price and then quoted as "finest." This is a most misleading practice, and merchants are put to a severe test in explaining the difference in price of their quotations of finest quality against the much lower quotations of their competitors.

There have been some orders received here for cold storage of cheese, but as yet this is not general, and most of the cheese received here have found their way across the Atlantic; even in Great Britain there is as yet no serious accumulation of stocks, which demonstrates the fact that last year's make was none too large for the natural consumption, and, although our exports this year show a considerable increase over those of the same period of last year, the actual make of cheese is lighter than last year, as our stocks in Canada are very much less than at this date a year ago.

Our prices are very much higher than last year, but, taking the theory of supply and demand, it is difficult to see how prices could have come any lower, no matter how desirable this would have been to most of the trade.

This week our market shows apparently a slight decline in prices; this is, however, only on the surface, as really finest, cool cheese are not obtainable at anything less than a week ago, and the apparent demand for the present offerings, poor as they are, demonstrates a steadiness of the market, which cannot produce a serious decline in prices.

On butter the situation seems decidedly strong. There is apparently a considerable shortage in Great Britain of good, lower grade of butter, and with our increased creameries, our supply of dairy butter has steadily decreased, so that the latter article is abnormally high in price, so close to the price of creamery that it seems strange that buyers can still be found at the ruling prices. The falling off of supplies of Siberian butters in the British markets is directly responsible for this.

The make of butter in Canada shows a considerable increase over that of last year and yet prices are much higher this year. This shows a profitable field for our farmers. Among the imports of foreign butters into Great Britain, our Canadian butter is still at a very low percentage, and there is no reason why this percentage should not be largely increased, if we give our British cousins what they want. It is, however, a regrettable fact that our farmers are somewhat blind to their own interests in more and more adopting the system of gathered cream by putting in separators. This is penny wise and pound foolish, as it will in time undoubtedly hurt the reputation of our finest creameries.

LONDON PRODUCE LETTER.

(By Our London, Eng., Correspondent.)

London, July 8, 1905.

DURING the past week the bacon trade over here has been very quiet without any apparent cause, and the consumption has been small. The very latest reports, however, (July 8) are to the effect that there is a decidedly improved tone all round. Canadian is steadier, long cut hams (green) fetching 58, 60 and 63 shillings. Heavy weights are in demand. Light weights are quoted 46 to 53 shillings. Supplies are small and prices all round are firm.

* * *

There has been a distinct improvement in the butter situation, and everything promises continued activity. There is a good call for all descriptions, and during the past week Canadian has advanced 2 shillings. Quotations for Canadian butter, by latest advices, are: Finest, 100, 102 shillings; unsalted, 102, 104 shillings; fine, 96, 98 shillings. Irish continues to be in short supply, and there is very little Russian or Australian left, the latter, be it noted, continues to sell at a lower figure than Canadian.

* * *

The prospects for Canadian cheese are bright. There is a brisk demand and arrivals are quickly cleared up, giving the market a very firm tone, with an upward tendency for next week. Quotations (July 8): Finest, 48, 49 shillings; fine, 47, 47s. 6d. The new season's make of English cheese is just about to be placed upon the market, and brisk business is being done.

In connection with the position of cheese on this market, the following resolution, put forward at a recent annual meeting of the Grocers' Federation, is interesting: "That in the opinion of this conference the branding of Canadian and States cheese is of the utmost importance to the retail trade, and would urge upon the Parliamentary Committee the desirability of further considering the question with the view of getting makers and importers of cheese to adopt the method of branding with the date of make all cheese imported into this country."

* * *

The new classification, lately issued from the dairy commissioners' branch of the Department of Agriculture, does not seem to deal with this matter at all. There is a feeling of satisfaction amongst importers over here at the new classification and the arrangement for stamping the weights on each box, but, while this is considered a step in the right direction, it is felt that a large amount of the benefit will be lost unless the Dominion Government sees that these provisions are carried out by all shippers. The matter of having butter boxes contain only 56 lbs. has its advocates and its adversaries. Indeed, the question of packing, about which a letter appeared in this department a week or two back, seems to be a very knotty problem. One man prefers one way and another another, and it is very much the same in weight. It seems as though the only way out of the difficulty is to cater to the demand of individual importers, a method which, though involving trouble, would at least give satisfaction.

PERISHABLE PRODUCE.

The inspector for the Department of Agriculture at Bristol, England, in reporting to the Extension of Markets Division on the perishable cargo ex the SS. Turcoman, which arrived from Montreal on June 27, makes the following reference to a shipment of butter put up in one-pound blocks, wrapped in parchment paper, and packed 50 in a box:

"39 cases butter. These boxes were opened by the customs authorities and were found to contain 50 one-pound prints, and the whole lot was detained owing to the wrappers on the prints not being stamped in accordance with the Merchandise Marks Act."

The Act referred to provides that packages containing cheese or butter imported into the United Kingdom must be stamped with the name of the country of their origin.

TO INVADE UNITED STATES.

The Wilfiam Davies Co. are extending their field of operations into Uncle Sam's domain. A New York State charter has been secured, and three stores will be opened about the 1st of August in Buffalo. There are a number of American shareholders, it being necessary to have American capital invested in order to secure incorporation under the New York State laws. The bulk of the stock is, however, held on this side of the line. The employes will all be secured on the United States side, so as to run no risk of conflicting with the Alien Labor law. If the venture is successful it is probable that stores will be established in other American cities.

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

It is the ***Best*** and cheapest of any ***Tea*** or ***Coffee*** substitute on the market.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

If you want customers to come to you for a good

HAM

—SELL—

FEARMAN'S

Price Right
Goods Right

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The warm weather demand for cured meats is such as to satisfy the demand of the trade generally, and there has been a general decline in beef owing to this being the season of the year when arrivals are large. Spring lamb is down 1 1-2c., and prices of lard have declined 1-4c. since last quotations.

The bacon situation abroad is in rather an uncertain condition, owing to reported shortage of Canadian bacon, light arrivals of Danish cured and increased Summer demand. Quotations range from 52 to 56s., and the price of hogs locally varies from $6.65 to $7.75. We quote for this week:

Long clear bacon, per lb	0 10½	$0 10½
Smoked breakfast bacon, per lb	....	0 13½
Roll bacon, per lb	....	0 10½
Small hams, per lb	....	0 13½
Medium hams, per lb	....	0 13½
Large hams per lb	0 12	0 12½
Shoulder hams, per lb	....	0 10
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	....	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	....	0 09½
" pails "	....	0 10
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	9 25
" front quarters	5 00	6 25
" choice carcases	6 00	7 50
" medium	6 25	6 50
" common	5 50	6 50
Mutton	....	0 08
Spring lamb	....	0 12½
Veal	0 07	0 09½
Hogs, street lots	8 75	9 25

Butter—Receipts continue fair, although good dairy butter is rather a scarce article during the hot weather, due to the fact that farmers cannot pack it to advantage then. Buyers are picking up available supplies through the country, and prices rule firm. We quote:

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 15	0 17

Cheese—A first-class demand for cheese is noted at the moment, with prices slightly firmer than a week ago and the market favoring sellers. We quote:

	Per lb.	
Cheese, large	0 10½	0 10½
" twins	0 10¾	0 10¾

Cheese Board Report.

(For week ending July 19.)

Board.	Boxes.	Price.
Picton	1,550	.... 0 09 11-16
Madoc	1,020	.... 0 09 6-16
Tweed	580	.... 0 09⅝
Kingston	985*	.... 0 09 11-16
Winchester	1,114	0 09⅝ 0 09 11-16
Cowansville	703	0 09¼ 0 09⅝
Brockville	6,605*	.... 0 09½
Alexandria	1,254*	.... 0 09⅝
Watertown, N.Y.	8,000	0 09½ 0 09¼
Vankleek Hill	1,343*	.... 0 09 7-16
Belleville	3,795	.... 0 09 11-16
St. Hyacinthe	800	.... 0 09 5-16
Cornwall	2,247	.... 0 09⅝
London	2,190*	.... 0 09⅝

* White and colored.

MONTREAL.

Provisions—Business in all lines is reported fair. Live hogs are coming in steadily, though in small lots, and arrivals are readily taken up by packers. Prices are unchanged since last week and fluctuations are light. Bacon and hams obtain good trade. Lard is firmer, and an advance of 1-8c. is noted in compounds.

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½
Lard, Boar's Head brand, tierces, per lb	....	0 06½
" " ½-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 47½
20-lb. tin pails, each	....	1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00

Butter—Butter market is steady. Export demand is good, particularly for western dairy. Dealers are paying 17 3-4 to 18c. for fancy boxes and tubs. High salted, fancy creamery is bringing 21 1-4c., choice 21c. and good to fine 20 1-4 to 20 3-4c. We quote:

Finest creamery	0 19¾	0 20
Fine	0 19½	0 19¾
Medium	0 18½	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16½	0 17

Cheese—Business shows up well. Export demand is good, and shipments are heavier than last season by 16,830 boxes for the past week. Finest easterns are quoted at 9 1-2 to 9 5-8c., and finest western at 9 3-4 to 9 7-8c., though the heavy holders are asking 1-8c. more.

Eggs—There is no notable change in the egg situation. Business is quiet. Straght gathered 15 to 15 1-2c., and selected 16 1-2 to 17c.

WINNIPEG.

Creamery Butter—Supplies are large, and price is easier, although there are no changes reported. We quote:

Finest fresh creamery, in 56-lb. boxes	....	0 18
" " in 28-lb. boxes	....	0 18
" " in 14-lb. boxes	....	0 18
" " in 1-lb. bricks	....	0 19

Dairy Butter—Buyers are paying 13 cents for assorted packages selected and 12 cents for round lots.

Cheese—MacLaren's cheese has been slightly reduced in price owing to the fact that deliveries are being made here now in car lots. The small size formerly quoted at $2.75 is now selling at $2.45 per dozen. The medium was $5 per dozen, and is now $4.80, while the large size has been reduced from $9.25 to $9. Large Roquefort cheese, formerly quoted at $2.75, is now sold at $2.65.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

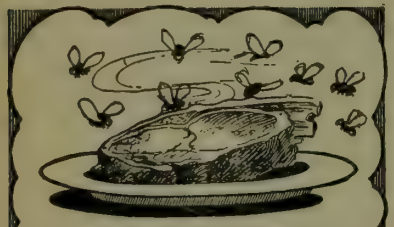
BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



PROTECT YOUR FOOD
WILSON'S
FLY PADS
KILL THEM ALL
AVOID POOR IMITATIONS

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

Prices in list below are unchanged since last week. We quote:

Finest Ontario, large	0 11½
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11½

Lard—We quote as last week:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 70
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10½

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 18
Backs, " " "	0 13
Picnic, " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies,	0 14
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs,	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

ST. JOHN.

Provisions—This is the quiet season. In barrel pork and beef full prices are asked, and movement too light to encourage dealers to buy. In American pure lard prices are low, and a little is being imported. Canadian prices firmly held; very little offering. Refined is firm, but price still low. Smoked meats hold at full figures. Fresh meats are dull; both western and domestic beef is easy. Lamb has a steady sale and holds quite firm in price. Veal has less sale, but so far brings a good price. Mutton dull. Pork is little seen.

Mess pork, per bbl	$17 00	$19 00
Clear pork "	17 00	19 00
Plate beef "	14 00	15 00
Mess beef	....	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 09	0 10
Mutton "	0 06	0 07
Veal "	0 06	0 08
Lamb, each	10 00	12 00
Pork "	0 07	0 08
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10½
" " pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter—Sale is rather quiet. Stock comes freely to hand. At this season consumers and retail grocers get considerable stock direct from private dairies. This has a marked effect on the sales of commission men. Gilt-edge stock always in demand.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

Eggs—These come to hand rather more freely. Price is, however, well maintained.

Eggs, hennery	0 20	0 23
" case stock	0 16	0 17

Cheese—There is a fair demand. Good prices obtained. It is expected the output in these lower provinces will be small.

Cheese, per lb	0 10½	0 11½

INCREASED CHINESE TRADE IN 1904.

THE immense size of China has been the theme of many writers for many years. Illustrative of this might be cited the statement made frequently after the putting down of the Boxer uprising of 1900, that outside of a few provinces the average Chinaman was unaware of happenings which attracted the attention of the rest of the world for over a year. Somewhat similar reflections come to mind when the trade returns for the year 1904 are examined. Despite the fact that China's chief northern province was the scene of a war which strained the energies of Russia and Japan; that cotton goods, a leading article of import, were selling at very high prices, and that monetary stringency, first noted in 1900, continued unabated, the trade of the empire as a whole continued to increase. It is probable, of course, that the war was so stimulating to trade in countraband and other lines as to offset the effect of the loss in trade in the northern provinces, and, as in the case of South Africa, the real results upon trade may not be experienced until after hostilities are ended. Whatever the causes, however, the fact remains that China's foreign trade in 1904 was the largest there is any record of. The total imports into China in 1904 were valued at $240,800,000, while the exports were placed at about $168,000,000, gains of respectively 5 and 12 per cent. over 1903. The total trade was placed at about $408,000,000, a gain of 7.7 per cent. over the former year. High prices for cotton goods produced a smaller trade in staple lines, but fancy goods gained, and against the loss in textiles are to be placed gains in flour and kerosene.

China's trade with the United States in 1904, according to the Chinese Customs Department report, was valued at $39,375,000, a fractional gain on 1903. Imports by China from the United States made up about $20,426,000, a gain of 13 per cent. over 1903. These figures, it should be observed, do not really cover American trade with that empire, because an immense American trade is done with Hong-Kong, a British possession, but really a part of China so far as American trade is concerned. The Bureau of Statistics at Washington reports that United States exports to all China and to the port of Hong-Kong in 1904 aggregated $39,581,728, a gain of 54 per cent. over 1903, while the imports were valued at $30,500,000, a gain of 15 per cent. over 1903. A grand total trade is here indicated of over $70,000,000 as against the $39,000,000 allowed by the Chinese Customs Department. Taking the Customs Department figures, however, as a basis, we find that Japan participated in Chinese trade to the extent of 15 per cent., Great Britain 12 per cent., and the United States 9.4 per cent. Hong-Kong, the great clearing house for Asiatic trade, handled a little short of 40 per cent. of the total Chinese imports and exports. It is noted that Chinese imports of kerosene in 1904 reached the enormous total of 156,891,235 gallons, as against 84,998,335 gallons in 1903. Of this, American oil contributed 43 per cent., Russia 21 per cent. and Sumatra 35 per cent. California oil made its first appearance in Chinese trade in 1904.—Bradstreets.

N. B. Markets.

St. John, N.B., July 19, 1905.

PERHAPS the matter of chief interest during the week, to at least the wholesale grocers, was the annual meeting of the Maritime Grocers' Guild, which was held in the rooms of the St. John Board of Trade. Halifax, Yarmouth, Amherst and New Glasgow, in Nova Scotia; Charlottetown, in Prince Edward's Island, or "The Island," as the people living there delight to call it; Moncton, Fredericton, St. Stephen and St. John, in New Brunswick, were represented. H. G. Bauld, of Halifax, was elected president; C. H. Peters, of St. John, first vice-president; W. H. Aitken, of Charlottetown, second vice-president; and A. C. Pyke, of Halifax, secretary. It was the largest and most representative meeting ever held by the guild.

Already the Board of Trade are making preparations, looking forward to the annual meeting of the Maritime Board to be held at Yarmouth, N.S., August 16th.

In markets there is little of particular interest. Business is rather quiet, it being between seasons. Dealers are all running short handed, as this is the season of holidays. Rice is rather firmer.

Oil—Burning oil was never cheaper than the present price. While demand for consumption is not large, big business is being booked for future shipment. Dealers report good demand for lubricating oil. In paint oils, turpentine is still high, price is, however, not so firmy held. Linseeds are unchanged. Market, however, is higher. Little cod oil has yet been received.

Salt—In Liverpool coarse salt price is higher. Dealers claim this is owing to high freight charges. Sales are reported good. There are continued arrivals. Some fine Trapani salt for packing is offered. In fine salt demand is for Canadian. There is much annoyance owing to delay in getting certain grades forward.

Canned Goods—If the price quoted on new peas is any sign, the prospect is for cheap vegetables. The Consolidated, while selling to the larger number of the dealers, find everything not their own way, as some of the largest houses handle outside goods. Except peas, spot stocks are light. Corn and tomatoes are held firm. In fruit, new strawberries quoted high. Spot business small. Meats sell quite freely. Owing to the light prices, quite a proportion of the lobsters offered are less than pounds. Salmon for Fall is rather lower than present prices. Domestic fish, except sardines, will be a light pack.

Dried Fruit—Dealers are being interested in futures. The outlook indicates that Valencias will be quite low, and Californias quite full in price. This will lead to more Valencias being imported than for some years. Situation in Greece is reported unsettled, and no price yet quoted on currants. California apricots are low. Peaches have shown two advances of a quarter each, and prunes have been advanced a quarter. They are well above last year. Figs will be very reasonable. Dates low. Peel rather higher than last year. Spot business is light. Small stocks in all lines are held. Evaporated apples are dull, price rather firmer. Onions are quiet. Some Egyptians still here, price low. Bermudas are freely offered. Valencias are dull, prices reasonable.

Sugar—Stocks, which were quite heavy early in the year, are now quite well cleaned up. Market is still weak. There is just a fair demand.

Molasses—Barbadoes is not a large stock, and price is quite firmly held. Quality is good. In Porto Rico there is quite a large stock. A good steady sale is reported. Prices, which are quite low, are unchanged.

Fish—There continues to be a good catch of salmon. Prices are not so high. It has been the best year for some time. Little other fresh fish are offered. In codfish the price for dry fish is so much higher than for fresh that little is offered. Dry fish is still extreme, but is perhaps not quite so firmly held. Pickled herring, while high, are rather easier. Smoked are still low. It is the one cheap line in fish.

Flour, Feed and Meal—Prices of flour still unchanged. Market is rather easy, a fair business reported. Feed is quite freely offered. There is but a light sale. Oatmeal is still a very full stock. Mill prices high. Oats scarce. In beans the sale is very dull. While they are reported scarce in the west, quotations show quite a range. Blue peas now have a very light sale here.

N. S. Markets.

Halifax, N.S., July 17.

THE grocery market remains fairly steady, and there is but little change in prices. Retail trade is up to the average, but the dealers say that money is very scarce. On the whole, business continues fairly satisfactory. There is but little improvement in collections. Sales of sugar are very heavy. The preserving season having set in, this article is in good demand. There is no change in the price, and none is looked for now, though dealers early in the week were expecting a slight decline. From the present outlook there is a possibility of an advance in the price rather than a decline.

* * *

Butter continues very firm. Though the receipts are increasing with the good weather, there is no decline in the price worthy of special note. Small tubs of choice butter find very ready sale. There is only a limited supply of butter in this class of package coming to the market, and in consequence of this, it is quickly bought up. Choicest print butter is also in good demand, but the receipts are away below the average for this season of the year.

* * *

The demand for eggs is falling off and the receipts are decreasing. Shipments from Prince Edward Island are falling off. The prices quoted last week are still maintained, and no immediate change is looked for.

* * *

The price of corn is advancing, and it is reported to be scarce. Corn ground locally is quoted at $2.80 for bags, and $2.90 for barrels, in carload lots. Ten cents extra is asked for smaller quantities. The Upper Canadian mills are asking much higher prices, some quotations being at $3 and others $3.15. The demand for flour is comparatively light, with prices steady. Ogilvies quote carload lots here at $6.15, and some other mills at $6.

* * *

The fish market is steady. During the week some dry fish arrived from Lunenburg. The demand at this season of the year is light, and trade in consequence is not very brisk. Bank fish is now quoted at $5.25. No large catches of fish are reported. The latest advices from Lunenburg say that the fleet now on the fishing grounds have not more than an average of 100 quintals each. This is considered to be unusually small, and the prospects are not at all encouraging.

* * *

The receipts of strawberries during the week totalled about three thousand crates. The berries all came from points in Nova Scotia. Notwithstanding the gloomy reports sent out early in the season, of damage by frosts, etc., the crop is quite good. The berries are of an exceptionally fine quality, large and luscious. The weather throughout the entire week was fine and warm. The conditions could not have been more perfect for picking and the result was that the fruit reached the market in the best of condition. Early in the week the price was well maintained, but the continued heavy shipments forced the price down to seven cents, and the demand is falling off. Reports from New Brunswick say that the market is flooded with berries, the price quoted being five cents per box.

* * *

Heavy importations of molasses continue to arrive here. During the week the schooner Caledonia landed at this port 418 puncheons, 30 tierces and 72 barrels, of Porto Rico. The schooner Lillian Blanville, also from the same port, landed 429 puncheons, 53 tierces and 56 barrels of molasses.

* * *

The annual meeting of the Maritime Grocers' Association was held at St. John during the week. Henry G. Bauld, of Halifax, was elected president; C. H. Peters, St. John, first vice-president; W. H. Aitken, Charlottetown, 2nd vice-president, and Arthur C. Pyke, of Halifax, secretary. Mr. Bauld is the senior member of the large wholesale house of Bauld Bros. & Co.

APPOINTED AGENTS FOR OTTAWA.

Provost & Allard, Ottawa, have been appointed selling agents for Garton's H. P. (House of Parliament) sauce and H. P. pickles for the City of Ottawa and district. These lines are excellent quality and should prove a desirable and ready seller with the grocery trade. Inquiries for prices, etc., will be promptly answered.

Conceit and Ability

ARE as far apart as the poles. Conceit promises much without the ability to fulfil. Allow us to demonstrate our ability to produce the best line of goods in America. Peas are now receiving particular attention. It is a ten to one shot many dealers will load up with old stock, no need to say what that quality is. We have installed the most modern machinery in the world for canning peas and we know how to operate the same. Now, with a technical knowledge and practical experience of more than 25 years' canning peas, does it not stand to reason that we are able to produce the nicest canned green peas in this or any country. No section of the world is so specially adapted to the growing of delicious peas as Canada ; and by our special process we know that the consumer will buy 10 cans of **"Autumn Leaf Brand"** Frankford canned peas to one of any other if you have them in stock. We put up six grades of peas and label every grade true to name. It is very important to know what you are buying. Cut the tins, see the clear appearance of the syrup, taste the peas ; note they are young and tender, canned the same day as picked. No need to wash or rinse our peas, but warm them up in the same syrup they are canned in and you will have as delicious a pea as is possible to get picked in your own garden. Again, we say, it is to both your own and customer's benefit that you should demonstrate the facts mentioned above. If your Jobber does not handle our goods get on the line with us.

RESPECTFULLY YOURS,

The Frankford Canning & Packing Co., Limited

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Cheese Cabinets.
Lucas, Steele & Bristol, Hamilton.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods
Balfour & Co., Hamilton.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads and Paper.
Kay Bros., Limited, Stockport, Eng.
Powell & Davis Co., Chatham, Ont.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
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Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
Leak, J. W., Scarborough.
Major, S. J., Ottawa.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Lake Huron & Manitoba Milling Co., Goderich.

Grocers—Wholesale.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Provost & Allard, Ottawa.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Interior Store Fixtures, Trucks, etc.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
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Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Kkovah Jellies, Montreal and Toronto.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Knife Grinders.
Ontario Supply Co., Owen Sound.

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Adamson, J. T., Montreal.
Balogna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
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Nicholson, Bain & Johnston, Calgary.
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Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
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Greig, Robert, Co., Toronto.
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Holbrook & Co., London, Eng.
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Merchants Mfg. Co., Toronto.
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Oakey, John, & Sons, London, Eng.

Polishes—Stove.
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Morse Bros., Canton, Mass.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto
Verret, Stewart, & Co. Montreal.

Soap.
Duncan Company, Montreal.
Tippet, A. P., & Co., Montreal.

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Church & Dwight, Montreal.

Starch.
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Ewing, S. H. & Sons, Montreal.
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Turner, James, & Co., Hamilton.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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NEW ADVERTISEMENTS:

Ontario Supply Co., Owen Sound.
W. P. Kaufmann, Toronto.

FOLLOWING ENGLISH PRACTICE.

IN England the general public demands much from its public men, and Cabinet Minsters or prominent parliamentarians who allow their names to be used as directors of commercial corporations in which they are mere figureheads, meet with sharp criticism indicative of public disapproval. Those, however, who have served their country for extended periods are not allowed to pass out of public life without having their services recognized, an instance of this being the recent retirement of Speaker Gully, of the British House of Commons, who has been granted the customary retiring allowance of several thousand pounds annually.

The MacLean Trade Newspapers were the first to advocate the principle that retiring ministers should be granted annual honorariums, believing that our public men should receive ample remuneration for their public services, sufficient to allow them to live upon their public income without being forced to supplement it by directorate fees from corporations or from other questionable sources. There has been too much talk of the sinister influence of corporations, an influence which can always be expected to be present where public men are weakened by the knowledge that their small salaries are insufficient to do more than meet present requirements, and a realization that no provision can be made for the future.

The advocacy of this principle has met with general approval to warrant the Government in including in the new schedule of parliamentary salaries a clause providing for an annual allowance to retired Cabinet Ministers of five years' consecutive service.

Members of the Senate and House of Commons are to receive $20 per day. If the session goes beyond 30 days each member gets a sessional allowance of $2,500. There is to be a deduction of $15 a day for each day in which a member fails to attend the House. The salary of the Prime Minister is to be $12,000, and the Opposition leader gets an extra sessional allowance of $7,000. There is to be allowed to each member of the Senate and of the House of Commons his actual moving or transportation expenses between his place of residence and Ottawa, going and coming once each way, but no such allowance shall be made for traveling outside of Canada, except from one point in Canada to another, by any direct route. Members are required to hand the Clerk of the House at the end of each month and at the end of the session, statements of their traveling accounts. Every Minister who has served five consecutive years, as head of a department shall, upon his retirement from the Cabinet, be entitled to an annuity for life equal to one-half of the salary attached to his office. The Liberal ex-Ministers to whom this provision will apply are Messrs. Tarte, Blair, Sifton and Costigan. The Conservatives who will receive the annuity are Sir Hector Langevin, Sir Charles Tupper, Sir John Carling, Sir A. P. Caron, Sir Mackenzie Bowell, Sir C. H. Tupper and Hon. Messrs. Foster and Haggart. Under the wording of the resolution Sir Mackenzie Bowell and Sir Charles Tupper will each draw $4,000 per annum, half their salary, while Ministers. All the others will receive $3,500 each.

The bad features of the arrangement are that no provision is made for preventing Cabinet Ministers who have retired in disgrace from participating in the enjoyment of the annuities, and that the retired Ministers who continue to sit as members of the Senate or Commons are to be allowed to receive both annuity and sessional indemnity, while ex-Cabinet Ministers who become judges are not to be allowed to draw the annuity while on the bench.

While it might be difficult to frame a clause defining what would constitute "retiring in disgrace," it would certainly be foreign to the spirit of the new regulations to provide pensions for any who might prove untrue to the responsibilities of the high office of a Minister of the Crown.

In our opinion every Minster who continues in office as a member of the Senate or Commons should not receive the dual salary, and the exemption now applying to judges should also include ex-Ministers who have not retired from public office. We congratulate the Government on their progressive action in making more secure the financial positions of those who have to do with shaping our country's destiny. We regret, however, that the legislation was introduced so near the close of the session, when it is next thing to impossible to properly adjust the defects outlined above.

WESTERN RETAILERS' CONVENTION.

IT is gratifying to be able to record that western grocers and general merchants are giving their new association the hearty, enthusiastic support which it deserves. It is now almost a year since a number of progressive retailers in Southern Manitoba met for the purpose of organization, and the progress made in the months that have passed is probably greater than the most optimistic members expected. It was no light task to undertake an extensive organization of this kind, and that the association movement has been a success is due to the unselfish painstaking efforts of the officers and executive at its head. In all movements of the kind much hard work must necessarily fall upon the shoulders of a few officers who have no more to gain than their fellows from the success of the enterprise. The least that ordinary members of the association can do is to accord the executive their enthusiastic support.

As noted in The Grocer at the time, the executive appointed less than three months ago a young newspaper man, W. A. Coulson, as secretary and organizer. Already it is quite evident that they made an excellent choice, for very few men could have covered so much territory in a short time as has been visited by Mr. Coulson. In the few weeks during which he has had charge of the work he has covered the Deloraine, Estevan, Arcola, Lyleton, and Souris branches of the C.P.R., and also the Hartney and Brandon sections of the

C.N.R. In every town which he has visited he has found the retailers in sympathy with the movement and the association now numbers its members by the hundreds. Results of this kind were only to be expected from the assurances of support previously received by the executive by letter.

In consequence of the great progress which the association has been making the convention to be held in Winnipeg next week is of unusual interest. There are many important topics to be discussed. Perhaps the chief is the credit evil. The policy of the association is, of course, the closing of all accounts in November, and the strict maintenance of a cash or thirty days' system until the first of May. There is every prospect of an unprecedentedly large harvest, and there could be no more auspicious time for the inauguration of such a movement. Other topics of almost equal importance will come up for discussion, and every merchant who can possibly do so should attend.

TARDY JUSTICE FOR JUDGES.

THE Dominion Government has introduced legislation providing for an increase in the salaries paid to Canadian judges—a step The Grocer has consistently advocated for years.

The Grocer takes the ground that the increased cost of living has made necessary an increase in salaries paid if the ablest jurists are to be encouraged to give up the rich emoluments of private practice for an honored career in the service of the country. It further holds that a deterioration in the personnel of the bench is inevitable unless better salaries are paid.

The Government up to the present has kept in office at the salary set at Confederation, the most responsible, the most honored servants of the Crown, the judges of the Supreme Court of Canada, men on whose decisions rest the disposition of millions of dollars, and on whose strength and ability the honor and integrity of our judicial system is in large measure dependent. Viewed from any standard of comparison, the salaries of our Supreme Court judges is ridiculously small. Compared with the salaries attached to similar courts in other British colonies, weaker in every respect than Canada, or with the salaries paid to men who attain to eminence in the Canadian industrial, commercial or professional world, but particularly when compared with the income of any first-class lawyer in this country, the stipend attached to the Supreme Court of Canada is shamefully small and inadequate.

It is with satisfaction, therefore, that we note the action of the Government, considering, however, that the increase given to the members of the Supreme Court is still insufficient to attract the most desirable men from the bar to this most important of all Canadian courts. If the traditions of British justice are to be preserved, the remuneration given to the occupants of much honored positions must be more nearly equal to the amount the same gentleman could earn in private practice.

According to the new schedule the salaries paid in future will be as follows: The Chief Justice of the Supreme Court is to receive a salary of 910,000 per annum, and the other judges $9,000 each. The judge of the exchequer court is to get $8.000 per annum. The Chief Justices of Ontario and Quebec are each to receive $8,000 yearly. The other High Court judges in Ontario, and twenty-two pulsine judges in Quebec $7,000 each. Sixteen puisne judges in Quebec are to receive $5,000 each, two Gaspe and Saguenay, $4,500 each. The Chief Justices in New Brunswick, Nova Scotia, Manitoba, Territories and British Columbia are each to receive $7,000, the other judges $6,000. In Prince Edward Island the Chief Justice will receive $6,000, the other judges 95,200.

The semi-annual convention of the Retail Merchants' Association of Western Canada will be held in Manitoba Hall, Winnipeg, on July 25, 26 and 27.

Of the County Court judges, the senior judge of York County, Ontario, is to receive $2,900. 67 other Ontario judges, senior and junior, $2,500 for the first three years, after that $2,900. In Nova Scotia and New Brunswick the salary of the County Court judges is to be $3,000. In Queen's County, P.E.I., the senior will receive $3.500, the others $2,500, and after three years' service $3,000. The latter provision also applies to Manitoba and British Columbia.

It is to be expressly provided in the Act that no judge of any court in Canada shall henceforth, directly or indirectly, act as director or manager of any public corporation, or in any other manner whatsoever engage in any occupation or business other than his judicial duties.

FAKE PROPOSITIONS.

THIS is one of the seasons of the year when the trade, particularly retail merchants, are being bothered with fake advertising propositions.

Society, church, and other organizations are holding their annual picnics, games and excursions, and they are getting out programmes in which advertisements are inserted.

The getting of these advertisements is a species of blackmail and some of the methods adopted by representatives of these organizations are disgraceful. The worst form is where an experienced advertising agent publishes these on his own account. He goes to the association some time before their annual picnic is held and offers to supply them with programmes free of cost. He then secures a letter from the president or some leading member of the association, gets a list of firms, wholesale, retail and manufacturing, who do any business directly or indirectly with the individual members of the society. He approaches these firms with a story that he has been sent by an individual member of the organization who is a customer of the firm. If a formal application of this sort does not bring the advertisement, then stronger pressure is brought to bear. Sometimes a firm or individual will say that they do not advertise because they cannot afford to go in all the programmes being issued, and if they went in one it would offend the others; or they give some other good reason for refusing. Then comes the worst form of the fake. The firm or man solicited for an advertisement is then told that the "boys" feel they should have some assistance from him towards the expenses of their games or concert or whatever the affair may be, and a contribution of from $50 to $500 in cash has been secured in this way. Not one cent of this money ever goes to the society as a whole. Usually the fake solicitor puts it in his pocket. Sometimes he shares the plunder with some official of the society. The "boys" or members of the society know absolutely nothing of the arrangement, or the lines on which the programmes have been made up.

Now and then these fakirs are caught. Some years ago two men raised nearly $10,000 in aid of the Montreal Fire Brigade. Everybody contributed, feeling that they were giving something to the brigade. Two or three citizens—if we mistake not, Sir George Drummond, Montreal, and John Labatt, brewer, of London, among them—when they found the thing was a fraud, felt it their duty to expose it, and the fakirs were prosecuted and sent to the penitentiary.

Many leading business men are now familiar with the way this advertising fake is worked and they positively refuse to contribute to it, either advertising or cash. It is to be hoped that any of our readers who are not familiar with the way in which they are imposed upon will in future refuse to be blackmailed.

Travelers' Gala Day in Hamilton

THE City of Hamilton was holiday bent on Saturday, and all the conditions were favorable. If there is one thing more than another upon which the good citizens of Hamilton pride themselves, it is not, as is profanely supposed, the mountain, but their ability to get up a demonstration; be it civic, political or military, success is inevitable. It is not to be wondered at, therefore, that when the travelers of the Ambitious City, the heart and soul of all festivities, set themselves to get up a gala day, that the affair should be a success.

The arrangements were in good hands, with F. T. Smye as chairman, J. H. Herring, treasurer; Geo. H. Austen, secretary, and A. P. Rogers, assistant secretary. No detail was overlooked. Even the weather had been provided for and while the July sun came out in all his glory, with never a cloud in the sky, a fine cool breeze made life a thing to be rejoiced in.

* * *

The fun began Friday night with a concert in the Drill Hall, attended by some 2,200 people. The programme was largely by travelers and hugely enjoyed particularly the numbers by the Commercial Travelers' Glee Club. The programme was as follows:

March—Unter Der Friedensamme ..... Von Blond
Chorus—(a) Good Things ..... Hawley
Travelers' Glee Club.
Solo part by Mr. J. Smye.
Overture—Ruy Blas ..... Mendelssohn
XIII. Regiment Band.
Baritone solo—To the Evening Star ..... Wagner
Mr. J. Rosentadt.
Scene—Espagnole Sevillana..... Elgar
XIII. Regiment Band.
Selection—Chinese Honeymoon.....Talbert
Quartette (a) In the Shade of the Old Apple Tree, solo by Geo. C. Robertson; (b) Cradle Song, by Messrs. Frank Longhurst, L. Richard Woodcroft, Geo. C. Robertson, Fred Murphy.
Stump speech—"Senator" Hill, assisted by Harry Eckstein.
Fantasia—Flying Squadron..... Kappey
XIII. Regiment Band.
Chorus—The Monkey and the Chimpanzee ..... Nevin
Travelers' Glee Club
March—For Country's Flag..... Dunn
XIII. Regiment Band.

Mr. Harry J. Allen was accompanist.

The members of the Glee Club were: Fred Abbs, F. Longhurst, Ed. Dore, Alfred Rodgers, James Smith, R. Henderson, Geo. Insole, D. H. Dobbin, M. Tufford, E. Morwick, J. Price, C. Smye, G. A. Willis, G. G. Robertson, W. Norman, S. G. Dunn, J. Smye, F. Small, G. Smye, A. Brodie, J. Lawlor, F. Springstead, F. Murphy, H. Rooke, and L. R. Woodcroft, conductor.

* * *

Despite the late hours Friday night, the travelers were up betimes Saturday morning, resplendent in the glory of white duck trousers and hats. The streets soon filled up and at 10.30 a dense crowd lined the principal thoroughfares, while from the Drill Hall emerged one of the most astounding processions ever seen in Hamilton. To amuse the populace the travelers had secured a collection of rare and ferocious wild beasts, tigers, lions, elephants, dinornis, iguanodous and jabberwoks, which, in the care of trusty attendants, brought up the rear of the procession. It might just be stated that the wholesale houses of Hamilton provided the travelers with these strange and fearful creatures.

The parade, which made the circuit of the principal streets, included the following features:

Standard bearer, mounted.
Grand Marshal—F. Small, on horseback.
President Dalley in carriage.
Three Irish constabulary, burlesque—M. B. Tufford, J. W. Mill, F. R. Abbs.
Ninety-first Highlanders' Band.
Chairman F. T. Smye and party in tally-ho.
Committees and citizens in hacks.
Toronto, Berlin, Montreal and London Commercial Travelers.
Forty-eighth Highlanders' Band, Toronto.
Hamilton Old Boys from Toronto, 300 strong.
Pony floral parade.
Hamilton travelers, 600 strong.
Thirteenth Bugle Band.
Fowler's Can. Co., represented by eight men of Royal Navy.
Lucas, Steel & Bristol, eight Royal Canadians.
Lumsden Bros., eight Bengal Lancers.
Tuckett's, eight Japanese veterans.
Scotch pipers, representing the travelers, Balfour & Co.
Schrader Cigar Co., eight Germans.
Hamilton Steamboat Co., eight jack tars.
Rube band, led by Morley Kauffman, representing Sanford Mfg. Co.
Rogers' Coal Co., boy on donkey, carrying two coal hods, guarded by eight Africans.
Skedden Brush Co., four bull fighters mounted, and one bull.
Fearman Co., immense sides of bacon, with guard of honor.
Orange Meat Co., package of Orange Meat, carried by six Oriental drummers.
Hines Cigar Co., rooster and duck.
Rube band—Leader, Bay Hill, as Sousa.
Domestic Specialty Co., elephant.
Coppley, Noyes & Randall, elephant.
Meakins & Sons, giraffe.
Huntman Co., giraffe.
Gilbert Shoe Co., giraffe.
Rolston Co., camel.
Pure Milk Co., camel.
Fowlers Canadian Co., sea serpent.
Hilda Cigar Co., lion in cage.
Gillard Co., frog in cage.
Spring Brewing Co., two baby elephants in cage.
Skedden Brush Co., bear in cage.
James Turner Co., Bengal tiger.

An amusing cage, labeled "Canadian Lions," contained nothing more ferocious than a half-dozen fine bacon hogs.

Ed. Dore made a hit as a blonde female circus rider.

But the procession was merely the beginning of the sport. The crowd made a rush for the radial railway, were loaded into coaches, flat cars and everything in the possession of the company on wheels, and soon deposited on the fine shady grounds of the Brant House overlooking the lake.

Mr. A. P. Rogers, assistant secretary, was most assiduous in looking after the comfort of guests.

The Hamilton Old Boys from Toronto were unanimous in declaring the old town all right.

Lieut.-Col. Stoneman presided over the sports to the satisfaction of all.

The megaphone humorist kept the crowd good natured.

That outdoor-indoor baseball match made the crowd dizzy.

After seeing the circus parade, a small group of Berlin travelers expressed an earnest desire to sign the pledge.

AGAINST TRAVELERS' TAX.

The commercial travelers continue to wax wrath over the tax of $300 which the Province of Quebec has imposed upon foreign houses having no place of business in the province. Dozens of travelers, particularly commission men who represent one or more foreign houses, have refused point blank to pay the $300, and a number of them are talking of forming a pool for the purpose of supplying funds to fight the tax in the courts.

The Dominion Commercial Travelers' Association have taken the matter up in connection with the tax which has been imposed upon commercial salesmen by the Province of British Columbia. They contend that the tax is in open violation of the British North America Act, by reason of its interfering with trade and commerce. The association are also of the opinion that, should the Act be allowed to stand, other provinces will retaliate and there will no longer be interprovincial trade.

TORONTO RETAIL GROCERS MEET.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in the Temple Building on Monday evening, July 17. Notwithstanding the extreme heat there was a large attendance, and the principal order of business, i.e., settling up after the annual picnic, passed off without a hitch.

It is thought that the Association will net about two hundred dollars. The main consideration, however, was the signal success of the outing, which was easily the best the Toronto grocers have yet given. The wholesale grocery trade extended their active support this year as never before, and contributed in no small way to the enjoyment of the day. The members of the picnic committee expressed themselves as highly grateful to the officials of the M.C.R. for their courteous treatment of the crowd—and in particular for their kindness in holding the train at Falls View for the benefit of the excursionists.

We're not afraid
But, who are you shoving?

Is the constant lament of the Japan Tea interests in opposition to "SALADA" Natural Green Teas of Ceylon. . . very sorry, gentlemen, if we're crowding you a little, but the trade and public appreciation of the Superior Cup Quality and value of these teas is so pronounced and indisputable that it is no longer a debatable issue as to the fate of Japans.

That "SALADA" Green Teas will yet dominate the Japan Tea market is as sure as night follows day.

We pack "SALADA" Natural Green Teas in sealed packets only—same form, style and prices as the famous Black Teas of "SALADA" Brand.

Wholesale Terms on application
Samples cheerfully furnished.

Address "SALADA" Toronto and Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

YOU CAN'T FOOL THE COOK

BRANTFORD PREPARED CORN STARCH

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for royal households or millionaires' palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of Corn Starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious, natural flavor of bottom-land corn retained,

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK.

BRANTFORD STARCH WORKS, Limited
BRANTFORD. CANADA

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 20, 1905.

THE general position of the grocery trade may be said to be quiet. With the exception of sugar shipments, which are heavy, there is no noticeable activity in any lines. Teas are on the quiet side, with prices somewhat firmer both in London and at growing countries' shipping points. Canned goods are inactive on account of the large arrival of fresh fruits and vegetables. Jobbers look for nothing heavy in the way of orders for canned goods at this time of the year. Coffees have a bullish tendency. Spices continue firm, with no lower prices apparently likely. Molasses and corn syrups are comparatively stagnant. Currants shown an interesting change upward on account of the undoubted support of the Greek Government of the syndicate's action to restrict over-exportation and loss to producers and shippers. Provisions are unchanged with trade only fair. Butter and cheese are both steady with good cable inquiries. Eggs are also firm and under fair demand. Flour is somewhat dull, with feed, on the contrary, active and in good demand. Rolled oats are quiet. Fresh fish are obtaining good sale, and supplies are good, despite the very warm weather prevailing.

Sugar—Business is reported good, shipments from refineries are heavy, and jobbers report good and growing demand from retailers. Market is unchanged, and it is not expected that prices will recede under the $5 mark. Fluctuations in the beet and raw market are not sufficiently heavy to warrant radical changes.

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and ½-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—Molasses is quiet. Little trading done, and prices unchanged. Advices from Barbadoes report market cleaned up, and last shipments have left the island. In some quarters lower prices are looked for. It is reported that sales have been made at 33c. on dock. Corn syrups, considering the warm weather, are in fair demand.

Barbadoes, in puncheons	0 37
" in barrels	0 39½
" in half-barrels	0 40½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business is reported as tending to a quiet side. Since our last issue a great deal of interest has been centred in China Congons, and recent cables from Foo-Chow advise an advance of about 5 per cent. in teas for pure China greens. Pingsuev market has opened up about same as last year, except that the crop up to the present is 35 per cent. short of that of last season, and since its opening there has been a steady upward tendency. Ceylon greens are quiet, and blacks also show no great activity. Japan teas, considering the enormous shortage of nearly 12,000,000 pounds, are low, and it is to be expected that there will be a considerable advance before the third crop teas can come in.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 14	15
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—Local market on the quiet side. Reports from Brazil advise stronger market for both prompt and future shipments. Watt, Scott & Goodacre, in their report of the 18th inst., say:

"It is worthy of note, as reported in the daily papers, that Wall street is again attracted to the Coffee Exchange, throwing its influence in with the bulls.

"With this force added to a very largely increased legitimate buying interest, we do not think the roasters can much longer manipulate the position, although it is true that coffees are not yet coming into Rio and Santos at the rate of 60,000 or 70,000 bags a day, as will be the case in September-October.

"Best authorities maintain that reactions will only be temporary, and that from week to week the average will be a gain. The week ending 1st inst. shows an advance of from ten to fifteen points.

"We quote on spot: Rios, Santos and Santos-Bourbons at 8 7-8c. and 9 5-8c.; Maracaibo Cucutas, to arrive at 10 3-8c.; for shipment from London Mexicans at 50s. upwards; Bogotas 52s. upwards f.o.b.; for shipment from Aden, Mochas at 55s. and 75s. 6d c. and f.

Good Cocutas	0 11	0 11½
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09	0 11
Santos	0 08⅞	0 10

Spices—Spices maintain the firm tone assumed a few weeks ago, and the general feeling in the trade is that this firmness will be maintained, as crop statistics indicate stortage in many of the leading lines, such as pepper, cloves, nutmegs and cassia. Local business is quiet. The approach of the picking season will, however, stimulate the demand.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—Only a fair jobbing trade is passing. Dealers look forward with keen expectation to the new prices of corn and tomatoes, and the feeling prevails that these also will assume some of the decline made in peas. No new features are reported in the salmon situation.

Wholesale limited selling prices in salmon for 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms: Net 30 days, or 1 p.c. 10 days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.	
Corn, 2-lb. tins	$1 20	
" 2-lb. sucotash	1 25	
Gallon corn	5 00	
Tomatoes, 3-lb. tins	1 30	
Gallon tins	3 60	
Sugar beets	$0 85	0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 92½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 30	
2's Table Spinach	1 40	
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Curran's, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20

2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 65
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises followng brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Fish—Fish business is very good for this time of the year, as the demand continues to be good and steady, particularly for fresh fish. The season for restigouche and gaspe salmon is pretty nearly over, and as a result the price is higher. Lake fish, trout, white fish come in every day in good order and of fine quality. Dore, however, is a little scarce, in fact just enough to supply demand. Mackerel and brook trout are not very plentiful either. Halibut is still arriving; the price is not so easy. In other lines, such as smoked and salt fish, there is not much doing. We quote:

Black bass	0 10
Fresh mackerel, per lb	0 09
Gaspe Salmon, per lb	0 14
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 09
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 06
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—The interest in these goods is about as customary. Business cannot be said as being anything but fair. No changes are noted.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits — The dried fruit market remains in its usual mid-summer dormant condition, with the exception of currants, which, in view of the almost certain intention of the Greek Government to endorse the acton of the syndicate which has been formed to prevent over-exportation, have shown a marked activity and considerable increase in price. It is too early vet to state positively what the final results will be, but it is undoubted that it will be of a nature to improve the condition of the producer and to withdraw from export a large portion of the crop that has hitherto been sold recklessly, with the result that the markets have been depreciated below the cost of production. We may, therefore, expect early to see the price of currants higher than last year, and with apparently no chance of price receding below paying basis.

Re Valencia raisins, Wm. Rogers & Co. report that present crop is still doing well, and will apparently result in a larger quantity than last year, and they accordingly expect opening prices correspondingly lower.

In California dried fruits the extremely and continued hot weather has had a serious effect on the prune, peach and apricot crop, and already prices are enhanced. It is undoubtedly a fact that the shortage will affect sales. Spot stocks of California dried fruits are light.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, July 20, 12.30 p.m.

BUTTER—Market very firm; demand active; fancy, 21½c.; choice, 21½c.; good to fine, 20½c to 21c.

CHEESE—Tone continues easy; demand quiet; Ontario, 10½c.; Eastern, 10c.; cable sales at above figures to-day.

EGGS—Market quiet; receipts and supplies are light; selected fresh gathered, 16½c.; straight, 15c. to 15½c.

PROVISIONS—Market stronger; live hogs, $6.75 to $7.00; receipts insufficient for packers' requirements; dressed hogs, $9.25 to $9.50; hams, brisk demand, 13½c. to 14½c.; bacon, 13½c.; good demand.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ¼s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

Maple Products—Warm weather checks sale of maple products badly. There is but a very limited demand at quotations. In fact business is dull both in sugar and syrup. No improvement is expected before the Fall. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—Honey is in little demand, and dealers say that it moves slowly. This is due to the great heat and to the best qualities being out of the market. The new honey, however, will arrive in the beginning of August, and this will probably give a little more activity to the trade.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—There are no changes to report in beans. Stocks are still light, and prices continue firm and as follows:

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—Hops continue very quiet. There is hardly any demand, and local stocks are light. This year's crop promises to be only fair, and is expected to come out about September. Some dealers think that there might be some improvement in the trade when the new stocks arrive. No change in prices.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples—Last week's dul-

Low Inlet.		
¼ lb. Flat, 5 cases and over, "	....	95
¼ lb. " less than 5 cases, "	....	97½
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 50
Corned beef, 1s, per doz	....	1 45
" 2s, "	....	2 60
" 6s, "	....	7 80
" 14s, "	....	18 00
Lunch tongues, per doz	....	2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—The sugar market is in a very uncertain condition this week. New York refiners have declined 10c. all round, and Acadia granulated has dropped 5c. In Acadia quotations there was a slight typographical error last week, which is corrected in this week's issue. This now makes a differential of 15c. per 100 lbs. in favor of Acadia granulated, which may, however, be only temporary.

Beet sugar, after declining to 9s. 9d., recovered to 11s., and has since declined to 10s. 6¾d., equal to parity of 4.22 N.Y. for 96 test centrifugals. This description advanced on two sales 1-32 each time, going to 4 1-16. According to later reports from principal N.Y. refiners forced sales brought it down to former basis of 4c. American buyers, owing to the disappointing movement in refined, are indifferent buyers of raw sugars. There are no special indications and owing to the undertainty of the market it would seem wise to buy cautiously. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	....	5 73
" in 100-lb. "	....	5 63
St. Lawrence granulated, barrels	....	5 08
Redpath's granulated	....	5 08
Acadia granulated	....	4 93
Berlin granulated	....	5 03
Phoenix	....	5 03
Bright coffee	....	4 93
Bright yellow	....	4 88
No. 3 yellow	....	4 83
No. 2 "	....	4 68
No. 1 "	....	4 58
Granulated and yellow, 100-lb. bags, 5c. less than bbls.		

Syrups and Molasses—Quite a lot of molasses has been moving during the week, but speaking generally this article is lacking in interest. Quotations continue as last advised. Our quotations are:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—There is nothing of special interest to report in the coffee market, and for the week actual trading has been decidedly quiet, with very few coffees moving. The market in Rios is a little stiffer, an advance of 1-2c. being reported from the lowest point six weeks ago. We quote as follows:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—Samples of medium Japan teas to hand do not show as good value as offerings in finer teas. General reports of local conditions agree that the sale of Japan tea in Ontario this season will be of very moderate proportion, not only because medium Japans do not show good value as compared with Ceylon, but owing to a general falling off in the consumption of green tea. The domestic trade are taking decidedly more interest in Ceylon greens, which are showing exceptional value, and quite an active market is the result.

The London market continues to show a firm tendency, and the quality of tea showing is supposed to be improving, though experts say that this hardly follows if one is to judge from the quality of the samples submitted. Locally, low grade teas of all kinds are firm and in some cases higher, including Japans. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Spices—Latest cable advices record an advance of 3s. per cwt. in black pepper and 1s. 6d per cwt. in white pepper. Cloves are up 6d per cwt., and a firmer tone prevails generally. The wholesale trade report that business shows signs of improvement as the season for pickling approaches. Our quotations are as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Rice and Tapioca—Firm markets and seasonable demand summarize market conditions in rice and tapioca for the week. Prices continue as last advised. We quote as follows:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03¾
Rangoon	0 03¾	0 03¾	" double goat	....	0 05½
Patna	0 05	0 05½	Carolina rice	0 08	0 08½
Japan	0 06	0 07	Louisiana rice	0 05	0 07
Sago	0 03½	0 04			

Foreign Dried Fruits—Last week's market reports contained a detailed statement of the probable effect of the legislation in Greece on the currant market for the coming season. Latest cables from Greece say that there is an excited market owing to a strong probability, amounting almost to a certainty, that the Greek Parliament will pass the bill conferring upon a syndicate, backed by the Bank of Athens, a concession empowering it in the event of excessive crop to so regulate exports as to bring them into close relation with consumption and the fixing of a minimum export price. The duration of the syndicate's concession will be twenty years. All currants purchased, as above stated, by the syndicate must be transformed into wine or alcohol for export or home consumption, but in any case of increased export demand beyond the syndicate's original yearly estimate, it would be entitled to sell out of the quantity purchased to local exporters at a price not less than equal to 15s. 6d per cwt. f.o.b.

On the strength of this, prices have been advanced from 12s. 6d c.i.f. to 15s. 6d, an advance of 3d for the most common quality.

William Rogers & Co., Dènia, in their latest report, say that the weather, on the whole, has been favorable for the development of Valencia raisin vines. It is too early to estimate the size of the crop, although it is thought that it will exceed last year's. Prices will probably rule at a moderate figure. The prune situation shows constantly increasing strength as the actual conditions in California develop. A total yield of 70,000,000 is considered a conservative estimate and the probability of a reduction from that figure increases.

This is the season when orders are placed for such fancy fruits as Malaga rasins, figs, etc. The usual volume of trade along this line is reported. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 04½	0 04¾	60-70s	0 05½	0 06
80-90s	0 05	0 05½	50-60s	0 07	0 07½
70-80s	0 05½	0 05¾	40-50s	0 08	0 08½

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb.
Californian evaporated	0 15

Peaches—

	Per lb.
Californian evaporated	0 15

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.
New selects	0 05½
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06½ 0 07
" " 1-lb. boxes "	0 08½ 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½

Foreign Nuts—Actual business is quiet, as usual at this season of the year; the only feature to record is a cable from Bordeaux (France) during the week, advising that the crop of Bordeaux walnuts is shorter than anticipated, and that prices will likely range somewhat higher than last year. Quotations are:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 08½
Virginia "		0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Dried and Cured Fish—This article is featureless, interest having been largely diverted to fresh fish for the time being. Quotations are:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06¾
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06

Country Produce.

Eggs—Receipts of eggs are somewhat lighter than a week ago, and, owing to the hot weather, the consumptive demand shows a decided falling off. The trade are beginning to complain about the poor quality of stuff arriving; the hot weather seems to have induced additional arrivals of seconds, and in many cases shipments have to be culled right and left. Quotations continue unchanged from last week. We quote:

New laid eggs, per doz	0 16	0 17

Beans—This article is without special feature for the week and prices continue as last advised. We quote:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Evaporated Apples—The firmness of the evaporated apple market continues with no changes to record in prices and the volume of business light. We quote:

Evaporated apples	0 07	0 07½

Honey—The sale of this article is very irregular and it will cease to interest the trade until Fall and Winter business opens up. Quotations are as follows:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Maple Products—Market conditions and prices continue unchanged from last week. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fresh Fish—There seems to be somewhat of a lull in the fresh fish trade for the moment and business is quiet, although there have been no changes in quotations since last report. We quote:

Fresh halibut, per lb		0 09
" haddock "		0 07
" trout "	0 07½	0 08
" cod steak, per lb		0 07½
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
White fish, per lb		0 08

Grain, Flour and Breakfast Foods.

Grain—The grain market is without special feature, notwithstanding the general easier feeling consequent upon the favorable condition of the growing grain crops in Ontario and the Northwest. Manitoba Northern No. 1 is quoted 1c. higher than last week and No. 3 1c. lower. Red and white wheat are each 5c. below the level of last week's quotations and oats are selling ½c. cheaper. We quote as follows:

All on track Toronto.

Manitoba wheat, Northern No. 1 (nominal)		1 16
" " " No. 2	1 10	1 11
" " " No. 3		0 94
Red, per bushel	0 94	0 95
White "	0 94	0 95
Barley "	0 50	0 52
Oats "	0 47½	0 48
Peas " nominal	0 77	0 78
Buckwheat " nominal	0 63	0 64
Rye, per bushel "	0 66	0 67

Flour—The flour market continues quiet and prices remain unchanged with the exception of Straight Roller, which is quoted 20c. lower than last week's quotations. We quote:

Manitoba wheat patents, per bbl. in bags	5 00	5 50
Strong bakers " "	4 80	5 20
Ontario wheat patents " "	4 70	4 90
Straight roller " "	4 50	4 60

Breakfast Foods—A fair demand is noted for breakfast foods of all descriptions. There are no changes to record, last week's prices being firmly maintained. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 90
" 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—Receipts of hides and wool are light owing to good demand and the readiness of local dealers to pick up stock in the country. Such men are paying relatively more for fleece wool than the larger interests can afford to pay. Deacons have been crossed from the list. We quote as follows:

Hides, No. 1 green steers, per lb		0 10
" " 2 " "		0 09
" No. 1 green, per lb		0 09½
" " 2 " "		0 08½
Country hides, flats, per lb	0 08½	0 08¾
Calf skins, No. 1, selected		0 10
" " No. 2		0 08
Sheep skins		1 25
Lamb skins, each		0 55
Shorn pelts "		0 45
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 15
Wool-washed fleece		0 25
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

PERSONAL MENTION.

Mr. A. P. Bartlett, of Libby, McNeil & Libby, Chicago, has recently been visiting the grocery trade in Montreal and Quebec in company with Mr. W. H. Dunn, eastern agent, and reports business away ahead of previous years for Libby food products.

Mr. M. Bull, president Royal Crown Soap Co., Winnipeg, was a visitor to Montreal this week, in the interest of the business. Royal Crown soap orders are evidently coming in freely as a very large addition is being made to the already large plant. The "Witch Hazel" brand of toiler soap is winning its way rapidly to the front.

Mr. Geo. Mann, manager Montreal branch Salada Tea Co., has undergone an operation of the right eye at the Montreal General Hospital. Dr. Sterling reported that the operation was a complete success and Mr. Mann will be able to resume his duties by the end of this week. A former operation on the left eye, also performed by Dr. Sterling about a year ago had completely restored the strength and health of that organ.

Mr. John N. Christie, representing Carter, Galbraith & Co., wholesale grocers, Montreal, left on a month's well-earned vacation for Gaspe Basin, P.Q. Mr. Christie, whose specialty and hobby is "Tea," is an old and experienced grocery and tea salesman and his rugged figure and genial countenance will be missed in the Ottawa valley and Eastern Ontario district. Mrs. Christie accompanies him. He is a constant reader of the Grocer and one of its best friends. We wish him and Mrs. Christie an enjoyable and beneficial holiday.

HINTS TO BUYERS.

Mr. W. H. Dunn, Montreal, expects arrival in a few days of a straight car of E. D. Smith's (Winona) preserved strawberries. A car of assorted fruits (preserved) will be shipped a few weeks later.

S. J. Major, Limited, Ottawa, are offering low quotations on vinegar. In view of the near approach of the pickling season buyers will find it to their interest to write for quotations.

Provost & Allard, Ottawa, are offering special values in 5-gallon pails; price $1.90 f.o.b. Ottawa. Also special value in Canadian Canners (Aylmer pack) canned soups in 2s and 3s.

The F. J. Castle Co., Limited, have been appointed agents for the sale of Blue Ribbon tea for Ottawa City and district, and report big business since their taking hold of this well-known brand.

Buyers of canned fruits will do well to communicate with H. P. Eckardt & Co., Toronto, who are sellers at interesting prices.

A good seller for hot weather is the line of Rowat's Lime Juice, Raspberry Vinegar, etc., in fancy glass decanters. These retail at 25c. and show the dealer a handsome margin. To be had only from the Eby, Blain Co., Limited, Toronto.

Puffed rice in barrels, about 30 lbs. each, may be had from H. P. Eckardt & Co., Toronto.

The Eby, Blain Co., Limited, Toronto, report very satisfactory sales for "Norka," the new breakfast food, which they are putting on the market. It is selling well with the retail trade.

White & Co., Limited, Toronto, received last week 5 cars peaches, aggregating over 5,000 boxes of this one variety of fruit. They expect about the same quantity this week; varieties Texas, Elbertas and California Crawfords.

H. P. Eckardt & Co., Toronto, are selling British Columbia fresh herring at a very low price.

B. O. Beland, Montreal, has received 87 cases of French mineral water, naturally sparkling, from the Roman Springs, France. There are some attractive prices in this line.

"Sugars Limited," Montreal, expect their first carload of raspberries this week. They have employed an extra staff and have 100,000 cans ready for filling.

TRADING STAMPS DOOMED.

The Trading Stamp Bill has passed the House of Commons and the Senate, which makes practically certain legislation for which a very large percentage of the Canadian grocery trade have long been agitating.

AS IT AGAIN.

The Cowan Co., Toronto, are at it again. The Grocer has to acknowledge receipt of a pretty illustrated booklet entitled "Striking Facts About Toronto," which this progressive firm are distributing amongst their many friends and patrons.

THE QUAKERS

are busy packing peas at their factory in Prince Edward County, the best pea growing section of this province, and more, the Quakers are packing more peas this year than ever before, notwithstanding that there has been such a large carry over of last season's pack. Now this may look odd to people who do not understand the situation, but when we tell you that we were thousands of cases shie on our orders last season, and that we have a bigger call than ever for our goods for this, you will know the reason for our action. Our prices will be exactly the same as the low figures which have been named to market a big jag of old goods and a light pack of new in other directions. We leave it to you—is not the fact that we are always oversold the best evidence that we are turning out the goods that the people want. Look around the stores at the tail end of any season and more particularly when there has been an extra heavy pack of any kinds, ours are not the goods which are then lining the shelves and crowding the storehouse.

The Quaker goods are in demand and will continue to be in demand because the quality will be the best and the labels the most attractive.

The Quaker is on top and will stay on top if money and brains will do it.

THE PACKERS OF QUAKER CANNED GOODS

Hamilton and Brantford Retail Grocers' Annual Picnic

THE 19th of July opened well for the consummation of picnic pleasures; the early morning awoke in its gayest mood, and to a casual observer it would appear as though all Hamilton were "en fete."

The retail grocers' annual picnic, which

RETURNED
JUL 21 1905

Mr. A. L. Vanstone,
Treasurer Brantford Grocers' and Butchers' Association.

began some 20 years ago in a modest way by a few of the then friendly grocers of Hamilton joining together for mutual rest, has developed by the natural sequence of circumstances into an event of first importance to Hamilton, and speaks well for the spirit of enterprise among the grocery, provision and allied trades. Wholesaler and retailer alike combine to make the day's holiday not only an event in the year's doings, but the event of annual significance.

* * *

This year has undoubtedly eclipsed all

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Owner
Book 37
pg. 18.
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Mr. Henry Moore,
Secretary Brantford Grocers' and Butchers' Association.

others; about 7,000 tickets were prepared in readiness for the occasion; special counters were erected at the G.T.R. stations, and special clerks drafted from the freight offices for sale of these tickets alone. The up-town office was kept open several hours late the previous night to meet the demand. Some 80 coaches were provided expressly for the excursion, but these had to be supplemented by several additional ones. At 8 a.m. the King street depot had run out of the tickets apportioned to them and had to draw upon the quickly disappearing stock at Stuart street depot.

Notwithstanding this unexpected rush, however, not a single hitch occurred to mar the success of enjoyment of the occasion. Trains were packed beyond ordinary capacity. The committee, however, made conspicuous by the gay badges of white and red, vied with one another in giving consideration to their guests. Each train reached its destination well on schedule time, and on arriving was met by a freight trolly to carry the legion of parcels for which picnic parties are famous to the camping ground. A fine service of cars were also in waiting for the excursionists themselves.

* * *

As the morning advanced a brief cause of depression passed over the whole company in the appearance of a slight thunderstorm, the elements threatening to do their worst. The wisdom, however, of supplementing the games committee by a powerful contingent of the "gentlemen of the road" made itself at once apparent. Thunderstorm or no thunderstorm, these gentlemen meant their orders to be "promptly executed," and the retail grocers of Hamilton and Brantford were made to again fall in line with the worthy drummers, solicituous as ever for their well being. A picked team for the ball game was soon in evidence, and the ball game began in real earnest. Hamilton v. Brantford. The fates were now propitious, the sun shone upon the whole scene and gladness and gaity ran high. Mr. C. W. Griffin was installed as score, and played the role throughout the day as champion pioneer of each succeeding game. The ball game was, without doubt, the event of the day, played as it was with a degree of skill only equaled by the energy displayed.

The field was made gay with the ready wit and chaff of onlookers and committee men, prominent among whom might be heard the well-known voices of such men as Mr. I. Price, Mr. F. Small, Mr. A. P. Rogers, etc. The game was ultimately won by Hamilton scoring 12 to Brantford's 8.

After the ball game the parties scattered, the committeemen mostly adjourning to the hotel, where an excellent cold lunch was provided. Sharp at two arrangements were made for the carrying out of the lengthy programme of races. There were races for men of various descriptions, first the potato race, which caused a good deal of merriment, the shoe race and the time-honored sack race, the latter won by a smart Hamilton boy, and then the old man's race, won by three old grocers—Mr. S. Hunt first, Mr. M. Cummings second, Mr. M. Summary third.

The single ladies' race caused a good deal of excitement, and was very smartly contested; won by three Hamilton lassies. The married ladies were determined not to be behind their single sisters, and at once entered into the fighting spirit. The starter had no lit-

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Mr. H. A. Foulds,
President Brantford Grocers' and Butchers' Association.

tle trouble to keep them in line, having again and again to remind them not to run till the pistol fired. Having got them off all right, the 50 yards run ended in a little friendly scrapping, notwithstanding that the judge had taken the precaution of securing three sturdy travelers who were to seize the three winners immediately they crossed the line. Quite a few of the unembraced protested stoutly that it should have been their turn. "Mere man's" decision, however, was final, and the prizes were

Mr. Jas. Burns,
Vice-President Brantford Grocers' and Butchers' Association.

awarded to Mrs. Long first, Mrs. Fleming second, Mrs. Southern third.

* * *

The phenomenal success of this year's outing speaks volumes for the influence

of the individual grocer. Give him a thorough interest and belief in your proposition and success will follow as sure as day follows night. The firm who says the grocers' influence counts for

Mr. James Main,
President H. R. G. Association.

little would do well to read a lesson from the H. & B. 1905 picnic.

* * *

Mr. D. M. Barton, physical instructor of the Hamilton Y.M.C.A., acted as referee and starter throughout, and handled his crowd of amateurs with excellent tact and judgment, and gave universal satisfaction.

* * *

Mr. David Weir and Mr. I. T. Petrie were in evidence from St. Catharines, and Mr. George, representing Campayn Bros., of Niagara, came down to welcome his brother grocers.

Mr. W. Smye, Jr.,
Chairman Picnic Committee H.R.G. Association.

The following travelers, etc., were on the ground doing active service: Mr. J. Price (Lucas, Steel & Britton), R. L. Woodcraft (Balfour & McLean), Mr. F. Small and Mr. Eddie Dore (Fowler Canning Co.), I. J. Speers (Chase & Sanborn), A. P. Rogers (Puritan Coffee Co.), Mr. H. Dexter and Mr. J. P. Carroll (Hamilton Biscuit Co.), Mr. Sommerville (James Balfour & Co.), Mr. R. Griffen (McCormick & Co.), Mr. Curtis Griffen (Wholesale Confectionery), Mr. Cyrus King (Canada Biscuit Co), Mr. Frank Ullman (Perrin Biscuit Co.), Mr. Sandy Ballentyne (Turner & Co.), Mr. S. Hub and Mr. S. Smye (Dalley & Co.), Mr. W. Jackson, jr. (W. Wood & Co.), W. Norman (Norman & Co.), Mr. J. Rousseaux (J. Wismer & Co.)

* * *

Ball Team : Hamilton—Hobson catcher; J. Williams, 1st base; S. Camm, pitcher, S. L. Brown, shortstop; W. Cann, right field; A. Lavil, left field; J. Lampman, 3rd base; M. Cummings, 2nd base; Forth, centre field.

* * *

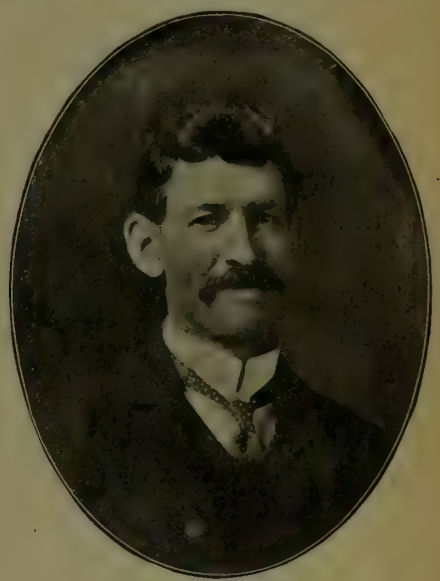
Brantford—J. Newham, p.; J. Campbell, c.; J. Burns, l.f.; S. Harp, c.f.; F. Harp, r.f.; H. Burns, s.s.; J. Match, 2b.; E. Noble, 1b.; R. Sawman, c.f.; umpires Barton, Y.M.C.A.; Smith, Brantford.

Mr. Charles Bremner,
Treasurer H. R. G. Association.

THE RETAIL STORE OUTING.

MORE and more retail houses of fair size find it pays to come into close contact with their help on an entirely different basis than that of every day business. Now is the accepted season for such a union. Trade is quiet and the Summer outing offers the most satisfactory opportunities for amusement. The arrangements are simple and every retailer can easily follow his own suggestions. A meeting place appointed, the gathering proceeds to some pleasure grove or picnic grounds, and the day is spent in various forms of recreation. It is preferable that the firm pays the expense of such an outing. Cases have been heard where clerks' picnics have degenerated into begging epistles to friendly jobbers.

It is unquestioned that an outing of this kind is a good investment. It conduces to co-operation in the business and the members of the firm appear in a new manner. They are hosts, not employers. The talk created by such an undertaking is the best kind of an advertisement, and the relish with which the clerks appreciate this entertainment bears fruit for many a day. The outlay should not only mean increased efficiency among the



Mr. M. R. Hill,
Secretary H.R.G. Association.

help, but a more favorable opinion in the town. These outings are to be commended.

EXPORT PRICE LIST.

The Grocer is in receipt of an illustrated export price list issued by James Keiller & Son, Limited, wholesale and export confectioners, Dundee and London, Eng.

INQUIRY FOR HONEY.

An inquiry has been received at the London, England, office of The Canadian Grocer for Canadian firms who are shipping honey to Great Britain or who may

Mr. John Forth,
Chairman Games Committee, Hamilton, G. A. Picnic

wish to develop trade along this line. Parties wishing to follow this matter will kindly address the manager of The Canadian Grocer.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Market quotations corrected by telegraph up till 12 a.m. Thursday, July 20th, 1905.)

ALL departments of the wholesale grocery trade are feeling the stimulating effects of warm Summer weather with the best of crop prospects. Orders are coming in briskly, and good business is expected during the exhibition, while so many retailers are n town attending the Retailers' Convention.

Values are steady this week, and there are not many important changes in price to note. Sugar is steady at the price quoted last week, but sales are not heavy, as the future of the market is still very uncertain. New apricots are now on the market, and the opening price is about what was predicted in the columns some weeks ago. Peaches promise to be higher than last year. New prices are given below on B.C. canned salmon. It will be noticed that the opening prices are much lower than those prevailing during the last year. The Spring salmon is now on the market, but the bulk of the season's catch will not be delivered by the canners until October. New canned lobsters are on the local market and are quoted below.

Sugar—The price is steady at the figures quoted last week, but as the future of the market is still very uncertain, buying is pretty well confined to immediate requirements. We quote, subject to possible late changes recorded in "Last Minute Manitoba Markets :"

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—New prices on B.C. salmons will be found below, and it will be noticed that they are much lower than the prices obtaining last year. The red Spring salmon is now in the market, but the others will not be available before October or November. Quotations of the new canned lobsters have also been added to our list. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz	....	4 28
Currants, red, 2 doz. cases, per case	....	3 35
" black, " "	....	3 75
Gooseberries, " "	....	3 50
Lawtonberries, 2's, " "	....	3 35
Pears (Bartletts), " "	....	3 50
Peaches, 2's, " "	....	3 75
" 3's, " "	....	3 75
Raspberries, red, " "	....	2 90
" black, " "	....	3 00
Strawberries, heavy syrup, 2's, per case	....	3 28
Plums, Lombard, 2 doz. per case	....	2 35
" green gages, 2 doz. case, percase	....	2 50
Pineapples, 2's, sliced, 2 doz. cases, per case	....	4 25
" 2's, whole, " " "	....	3 75
" 2½'s, whole, " " "	....	4 50
" 2's, grated, " " "	....	4 50
Tomatoes, 3's, per 2 doz. cases	....	2 85
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case	....	1 48
" (No. 3), early June, 2's	....	1 63
" (No. 2), Sweet Wrinkle, 2's	....	1 88
" (No. 1), extra fine sifted, 2's	....	2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case	....	6 25
" Skeena River, " "	....	6 00
" Rivers Inlet, " "	....	5 90
" Red Spring, " "	....	5 75
" humpback, "	....	3 75
" cohoes, "	....	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	....	6 30
" " " 5 to 9 cases	....	6 20
" " " 10 to 25 cases	....	6 10
Pork and beans (V.C.P. Co.), 1's, per doz	....	1 25
" " " 2's, "	....	1 90
" " " 3's, "	....	2 60
Soups (Van Camp's), per doz	....	1 25

Picnic Supplies List—We quote:

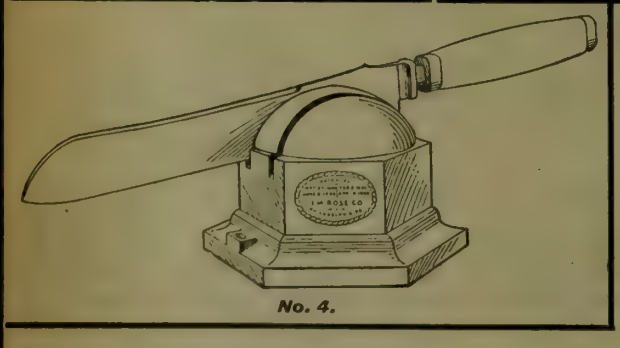
Boneless chicken, 1b. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 25
" " ½ lb. talls, per 4-doz. case	10 35
" " 1-lb. talls, " "	14 50

For quotations on lime juice, salad dressing and spices see Grocer of July 14.

Rice, Tapioca and Sago—Tapioca is firmer, and local advances are apt to be made very soon. The old prices are maintained locally in the meantime only, because the wholesale houses have supplies on hand. New supplies in the present condition of the market would be worth about 3 5-8c. to 3 3-4c. per lb. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna "	0 04
Tapioca, per lb	0 03½
Sago, "	0 03½

ROSE AUTOMATIC KNIFE GRINDERS



No. 4.

THE ROSE AUTOMATIC KNIFE GRINDERS are efficient, economical, and indispensable articles for grinding a keen edge on knives, etc. They are self-acting, miniature grindstones of solid emery, which require no water, grind hard or soft steel with equal ease and satisfaction, and do not heat or glaze. They are easy to operate, give uniform edges, and are absolutely reliable in all respects. Every grocer should have No. 4 for himself and sell the other lines to his customers.

No. 4 is manufactured specially for grocers. It consists of heavy cast shell capable of bearing the wear and tear of shop usage. The revolving emery wheels, being heavier than those used in other models, will outlast them. Price, postpaid, $1.75.

No. 3 is manufactured specially for household use, and is ornamental as well as serviceable. On the table it proves itself most effective, grinding the carver perfectly. Retail price, 65c.

We also carry **No. 5**, to retail at 35c., and the **AUTOMATIC SCISSORS GRINDER**, to retail at 50c., both for household use.

No. 3.

Liberal Discounts to Agents and Dealers. *Write for further particulars to*

THE ONTARIO SUPPLY CO., OWEN SOUND, ONT.

BLUEOL——

THE "NEVER-STREAK" BLUE

There is more satisfaction to you in selling "BLUEOL" to your customers than any other kind, and it pays you better besides. You get more pkgs. to the box, which means more profit for you.

Write for our list of Merchants' and Salesmen's Valuable ***PREMIUMS***

J. M. DOUGLAS & CO.
MONTREAL

H P

(HOUSE OF PARLIAMENT)

A trade mark, which like its prototype, stands for the ***BEST*** the world has ever known.

H.P. SAUCE—10 oz. bottles, cases 4 doz.
Display stand free with each case
H.P. PICKLES—10 oz. bottles, cases 4 doz.
" " 20 " " " 3 "

H.P. Sauce and Pickles are a revelation to connoisseurs—their excellence and deliciousness are unequalled.

Selling Agents for Salada Tea

Provost & Allard

Wholesale Grocers and Direct Importers
Ottawa

WITHOUT LABOR

AND WITHOUT DIRT

"JAMES' DOME" BLACK LEAD

GIVES AN INSTANT AND LASTING POLISH TO STOVES AND GRATES

WORKS WELL **PAYS WELL**

W. G. A. LAMBE & CO., Canadian Agents

Blue Ribbon Ceylon Tea

rests on **Merit.** **No** doubt about **that.** **Other** teas rest on Merit. **Doubt** about **that.** Let all that is **known** about other teas be told and how much **wiser** are you? We can tell **everything** concerning **Blue Ribbon Tea** from garden to store, because it is **our** tea—grown, made, packed as we **know** tea **should be** grown, made, packed. **That** accounts for the **Merit** in **Blue Ribbon Tea** and the **meritorious** sales. **Red Label** Line at 40c. **proves** this.

MERIT

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. clerks*

Pot and Pearl Barley—Pot barley is quoted a little cheaper now. We now quote as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—As noted last week, New Orleans molasses has been advancing. Prices are quoted now as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "	....	2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.	....	0 03½
" " Sugar syrup, per lb.	....	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	....	2 20
" " 5-lb. " " "	....	2 65
" " 10-lb. " " "	....	2 40
" " 20-lb. " " "	....	2 45
Barbadoes molasses in ½-bbls, per lb	....	0 04
New Orleans molasses in ½-bbls, per lb	....	0 02½
" " in barrels	....	0 02½
Porto Rico molasses in ½-bbls., per bbl.	....	0 04½

Coffee—Quoted at last week's reduction:

Green Rio, per lb	0 10½	0 11
Roasted, per lb	....	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Prices are unchanged as quoted last week. We again quote:

C & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits—The new choice apricots are now on the market and are selling at about the prices predicted in these columns some weeks ago. New standards will not be here for another week. Peaches are likely to be higher this year than last, and it is expected that when the first deliveries are made in September the opening price will be at least 3-4 cent higher than last year. Old nectarines are now off the local market, there being no supplies on hand. The new stock will not be available before August or September. We quote:

Valencia raisins, Trenor's, f.o.s., No. 1 grade	....	1 90
" " " No. 2 grade	....	1 80
" selects	....	2 20
" layers	....	2 25
California raisins, muscatels, 3 crown, per lb.	....	0 06½
" " " 4 "	....	0 07½
" " choice seeded in ¼-lb. packages per package	....	0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	....	0 09½
Prunes, 90-100 per lb.	....	0 04½
" 80-90 "	....	0 05
" 70-80 "	....	0 05½
" 60-70 "	....	0 05½
" 50-60 "	....	0 06½
" 40-50 "	....	0 07½
" silver "	....	0 07
Currants, uncleaned, loose pack, per lb.	....	0 05½
" dry cleaned, Filfatras, per lb.	....	0 06½
" wet cleaned, per lb.	....	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	....	0 06½
" Vostizzas, uncleaned	....	0 06½
Hallowee dates, new per lb.	....	0 05½
Figs, cooking in bags, per lb.	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb.	....	0 11½
Apricots, choice (August delivery), in 25-lb. boxes, per lb.	....	0 09¾
Apricots, standard (August delivery), in 25-lb. boxes, per lb.	....	0 09
Peaches, choice, " "	....	0 12½
" standard " "	....	0 12
Pears, (choice halves) " "	....	0 12½
Nectarines, choice " "	....	0 11
Plums, choice (dark pitted) per lb.	....	0 10
Candied Peel—Lemon peel, per lb.	....	0 09
Orange "	....	0 09½
Citron "	....	0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb.	....	0 12
" cads, per lb.	....	0 13
" S.C.P. and M. 14, half chests, per lb.	....	0 15
" " cads, per lb.	....	0 16
" A.A.N., in cads, per lb	....	0 19
" J.A.P., No. 1, "	....	0 2[illegible]
Ceylon, bulk, per lb.	....	0 19
" Pekoe P H.T., in ½ chests, per lb.	....	0 18
" broken Pekoe, No. 62 in chests, per lb.	....	0 18
" " No. 414 and 418, "	....	0 20
" " No. 412, in chests, "	....	0 22
" " No. 17, " "	....	0 25
Gunpowder, in quarter chests, per lb.	....	0 26
Young Hyson, in ½ chests, per lb	....	0 26
Scented Orange Pekoe, in cads, per lb	....	0 26

Fish—Prices continue as follows:

Lake Superior trout	....	0 09
Gold eyes	....	0 03
Blue fish	....	0 18

EVERYBODY LIKES

Clark's Beefsteak and Onions

They retail at 20c. a Tin.
Profit for you 33 1/3 per cent.

This line is a ready seller, and, considering the present high price of beef, is remarkably cheap.

WHITE DOVE COCOANUT

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A Natural Food — Once Used, Always Used

Most Attractive Package on the Market

W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK

This design a guarantee of quality

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES LADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

DRIED FRUIT I handle fine lines of
CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in Cleaned Currants in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

DRIED APPLES
We pay the highest market prices for bright dry quarters and make peompt remittance.
THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

DIAMOND BRAND MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., - Montreal

Hot Weather
Is just the time to sell starch. The best starch for hot weather is
SAN-TOY STARCH
Ask your Jobber or write
J. H. MAIDEN
MONTREAL

Mackerel	"	....	0 15
Red snapper	"	....	0 14
B.C. salmon	"	....	0 10
Halibut	"	....	0 10
Flounders	"	....	0 06
White fish (L. Winnipeg), per lb		....	0 05½
Pickerel		....	0 05
Jackfish		....	0 03½
Finnan haddie		....	0 09
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons, per bx.		....	2 00
" " " bulk, in 15-lb. boxs.		....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.		....	5 00
" " " per 20-lb. pail.		....	1 20
Salt mackerel, in 20 or 30-lb. pails		....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes		....	0 08
Smoked halibut strips		....	0 11
Kippered gold eyes, per doz		....	0 45
Yarmouth bloaters, 60 in box, per box		....	1 50
Lobsters, fresh boiled, per lb		....	0 25
Caviar, extra, small jars, per jar		....	0 40
Frog legs, 6 doz. in box, per doz		....	0 40

Evaporated Apples—Prices are firmer. We quote:

Evaporated apples (choice), 50-lb. case		....	0 07½
" " (fancy),		....	0 08
" " (choice), 25-lb. case		....	0 07½
" " (fancy),		....	0 07½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—No advance has been made yet in oatmeal, but it is not likely to be long delayed. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....	2 10
40-lb. " "	....	2 15
20-lb. " "	....	2 20
8-lb. " "	....	2 50
Cornmeal, in sacks, per cwt	....	1 80
" in ½ sacks, "	....	1 85

Maple Products—New maple syrup from teh Eastern Township in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	....	2 00
" " 5-lb tins, 1 doz. in case, per tin	....	0 50
" " 10-lb tins, 8 in case, per tin	....	1 00
" " 60-lb tins, per lb	....	0 07
Fancy comb honey, 2 doz. to the case, per doz.	....	2 50
" " " per case,	....	4 75

Eggs—Buyers are paying 15 cents for eggs delivered in Winnipeg.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manufacture and technical applications of chemistry.

POULTRY, FISH
WINNIPEG FISH CO. PHONE 1480.
GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE

WELL established grocery business; good location in western town; population 5,000; turnover 50,000; stock 7,000; splendid opportunity; must be sold. For particulars address Box 264, CANADIAN GROCER, Toronto. (30)

A "SAVAGE" TEA-MILLER, with hopper, to hold about 100 lbs., fitted with fast and loose pulleys, for engine-power or hand-power, in perfect working order; in use right up to the present; only reason for selling not large enough for present requirements; further particulars and prices on request. Vim Tea Co., St. John, N.B. (29)

WANTED.

REPRESENTATIVE wanted for manufacturing concern, doing large business; young man of good appearance and address for west of Toronto; would require to take three thousand dollars interest; salary to start twenty dollars per week; an exceptionally good opening for the right man. Box 262, CANADIAN GROCER, Toronto. (29)

AGENCIES WANTED.

WINNIPEG wholesale grocery broker desires an agency for Dried and Evaporated Apples, Peas, Beans and any other lines handled by wholesale grocers; highest references. Box 263, CANADIAN GROCER, Toronto. (32)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

PARTNER WANTED.

HOUSE having large number of foreign agencies, with well established trade from Halifax to Vancouver, desires active or silent partner, one acquainted with wines, liquors and alimentary products. First class opportunity for party desiring to establish himself with a solid and reliable firm. Business prospects the brightest. Address, Naleb, Montreal Post Office. (29)

W. H. MILLMAN & SONS
TORONTO
Largest Brokers of Canned Fruits and Vegetables in Canada.
Ask us for Prices and Particulars.
We can offer you the Best Goods Packed.

LARGEST SALE IN THE WORLD

KING OSCAR SARDINES

Choicest Small Fish.
No Bones or Scales.
Purest Olive Oil.
Handsome Wrapped Can.
Patent Opener, No Solder.

THEY ARE THE STANDARD

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

SOCKEYE SALMON

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

GREIG'S
White Swan
Jelly Powders

All true fruit flavors—High-grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

B. C. Markets.

Vancouver, B.C., July 13, 1905.

WORTHLESS bills of the defunct New Brunswick State Bank of New Jersey have been put in circulation recently in Vancouver and New Westminster. The bills are not only of a bank thirty years defunct, but they are counterfeit as well. A prominent banker said the other day that the bills of this bank are sometimes seen in the United States yet, but they are the genuine bill, though they are long since rendered valueless. These counterfeits detected here are apparently from a good plate, but are printed on cheap paper and easily detected by experts. The New Westminster police have a man in charge who was caught passing one of the bills. A number of them have been traced to him.

* * *

The announcement from Ottawa that the Government has decided to deport all American silver is not altogether acceptable in this province. There are two American railways running into Vancouver, and numerous steamers also regularly call here. This and the great interchange between the British Columbia cities and those of the neighboring state of Washington, will render the proposition difficult if not impossible. On conservative estimate, fully 40 per cent. of the silver currency in circulation here is American, and a large portion of it is the silver dollar.

* * *

The strawberry crop has now been about all handled, and the most optimistic expectations have been more than fulfilled. The estimate of total shipments of strawberries from this new producing district for the season is 15,000 crates, compared with 4,000 crates last year and 2,000 crates the year before.

Added to the increase in amount shipped is the vast improvement in methods of handling and shipping. Uniformity in size of crates, attention to having full weight, careful packing and re-handling to bring the shipments up to standard, and the use of Dominion express refrigerator cars, each holding 750 or 800 crates, have been factors in making success. The fact that the growers were well organized and that the handling of the fruit was in the hands of one or two firms acting as factors contributed to the splendid result. The berries netted almost $2 per crate to the grower.

Cherries in limited quantities and other fruits are also being shipped. There will be a large crop of raspberries marketed following the strawberry season. Tens of thousands of fruit trees have been planted in this district, and many of these will be in bearing in another two or three years. Every available acre of land along the shores of Kootenay Lake and River is being brought under cultivation and the fringe of settlement is becoming deeper all the time. The district promises well as a fruit producer.

* * *

The fruit crop in other districts of the province is very satisfactory this year also. On Vancouver Island the progress is very marked, and no feature of the recent visit of Chief Commissioner A. McNeill, of the Dominion Fruit Department, was more impressive than his unreserved praise of the conditions he found in the fruit-growing industry, and especially with the means being used to handle and market the crop. He was very deeply impressed with the future of the Island, and indeed of every part of the province as a producer of fruit.

* * *

On Vancouver Island the C.P.R., since acquiring the E. & N. Ry. and its big land grant, have made great plans for development. There is plenty of room for settlements, and the railway company already have big excursions arranged, to bring farmers from the Northwest to visit the Island and see its possibilities for those who have amassed a competence in the prairie country and wish to change their occupation to the somewhat more agreeable one of fruit-raising, with its allied industries.

On the mainland, everywhere, in the lower Fraser Valley, and on the lands adjacent to the City of Vancouver and New Westminster, there are being wrought great changes. Land is being rapidly cleared and brought under cultivation, many people setting out ten-acre orchards and engaging in the raising of small fruits, for which the demand is always keen, both locally and from the Northwest. In the clearing of the land, explosives and the use of big logging engines to remove the stumps have worked a revolution in methods. On the Island, it is part of the C.P.R.'s plan to select suitable areas and clear them, putting them on the market cleared at a price to cover the additional cost, and as they will have the work done under economical conditions, the cost will be very reasonable. Mr. J. S. Dennis, commissioner of lands for the C. P.R., addressed the Victoria Board of Trade the other day, and he told them that it was proposed to select areas of 2,000 acres and clear them. He did not anticipate the price of the land would be over $70 per acre cleared.

Close to the City of Vancouver, and in the Municipality of North Vancouver, also, there are large clearings being made this year. In the former district lands were sold by the Government last season and many of these plots are now all cleared or being cleared. They will be set out in fruit.

In the Okanagan district the advance is even greater than on the coast, for the reason that preparation for a big development has been going on for a number of years, and the returns are now large and coming swiftly. The opening of the Similkameen district this year by the building of railways from both south and north is attracting a great deal of attention to that section.

* * *

The shipment of freight north continues to be heavy. So heavy is the movement in fact, that taken with the Oriental trade and the receipts direct from the Old Country, the wharves are filled to their utmost capacity at present. The regular steamers running north are not able to handle all the freight offering and the C.P.R. has put on the steamer Amur in addition, while the Seattle steamers are also taking out large cargoes from here. The City of Topeka took out 350 tons on the 10th, including 5,000 sacks of Chinese sugar, which arrived by the Athenian a few days previously. She also had 2,200 sacks of oats and left 3,600 sacks behind as she had no more space. The other American vessels are getting similar cargoes here.

"ACADIA" Boneless CODFISH

is packed in 1-lb. Tablets, 20 lbs. to Case, and in 2-lb Non-porous Wooden Boxes, 1 doz. to Crate—

STRICTLY BONELESS

Every Package sold will bring you a Customer

A High-grade line at Popular Price

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

SEASON OF 1905

"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

Canadian Fruits

Raspberries
Gooseberries
Huckleberries
Red Currants
Black Currants

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Imported Fruits

Oranges Lemons
Bananas
California Peaches,
Pears, Plums
Georgia Watermelons

Full assortment of Early Vegetables
Write for price list.

TOM SMITH
Fruit Broker

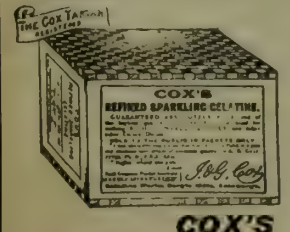
I know the Fruit I select to fill your orders will please you and make you money.

63 Front E.,
TORONTO
Phone Main 520

RIPE TOMATOES

No. 1—$1.50 per basket.
No. 2—$1.25 "

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.



1845-1905

COX'S
INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH.

GREEN FRUITS
AND VEGETABLES

LONDON FRUIT LETTER.

London, June 8, 1905.

IN spite of the anxiety felt by many of the English fruit growers on account of the bad weather of a few weeks ago, it seems as though, after all, crops will be fairly good for all soft fruits, and although there will be no glut, it is probable that there will be just enough to supply the ordinary requirements of the trade.

The outlook for the pulp business is not a bit brighter and selling is very slow. This falls very severely upon Australian and Tasmanian shippers, who secure the bulk of the trade with Britain. When remarking in a previous issue of The Grocer that a great deal of pulp had been returned to Australia, the reference was almost solely to gooseberry pulp, which was very slow of sale. The raspberry and black currant found customers in the usual way, although it was a difficult matter to find buyers.

* * *

Canada's trade with Britain in pulps is, of course, very young, and there will be the usual difficulties in the way of progress at first. For at least thirty years Australia has been engaged in the pulping business, and during that period she has not only succeeded in securing a firm footing on this market in pulps, but also has gone into the jam manufacturing industry as well. Australian jams are well known on the British market. As far as pulp is concerned, trade between Australia and England is at least fifteen years old, and one firm alone claims to have handled as much as 1,000 tons last season, which, as has been said, was an extremely bad one.

* * *

At present Canadian pulp requires improvement in quality and also in price, if it is intended to enter the British market seriously. The general liking seems to be for large tins, as these can be handled cheaper. For instance, it would make quite a considerable difference in cost to handle and open 500 cases containing 6-lb. cans than if they were packed in 14-lb. cans or 12-lb. cans. Both Australian and Tasmanian shippers pack in the larger cans. In the matter of labelling, Canadian shippers of pulp seem to use more attractive labels than other countries, and this is the case not with pulps only, but with many brands of canned fruits and meats also. An attractive label goes a very long way with the English consumer.

* * *

For no very good reason there is a duty of 7s. per ton on plum pulp entering Britain, and this is causing no little trouble to those wishing to ship this line over here. The origin of this duty must be traced back to the time when the sugar duty came into force. At that time the duty was imposed on all preserves and similar goods containing sugar, and, owing to some misunderstanding, plum pulp was considered liable to the duty, although it does not contain any sugar whatever. Those who have protested against the duty have pointed out that other pulps do not pay any duty when entering Britain, but, lest they should do harm instead of good, their efforts to have the duty removed have not been very serious.

* * *

With regard to the export fruit trade to Canada, advices are to hand to the effect that the Denia raisin crop will probably be about 30,000 tons, which is considerably larger than last year. Shipments to Canada will probably begin as usual about August 25, and good business is expected. At the last moment, however, word comes that the phylloxera has appeared amongst the Denia crops, and, if this is true, it is probable that a great deal of the fruit will suffer from the pest.

ONTARIO MARKETS.

Green Fruit.

Toronto, July 21, 1905.

THE season for domestic fruit is now in full swing, the attention of the trade for the present being directed to raspberries, currants, and gooseberries. Arrivals of raspberries have been free during the week; a good crop is expected and prices accordingly have dropped to a seasonable level. Huckleberries are also beginning to come freely to the market. California apricots are off the market, as well as strawberries. This week has witnessed the importation of several straight car lots of California lemons, quite an unusual occurrence in this market. The reason is the scarcity of Messina stock. California lemons, which formerly have been used by the Ontario trade only in small quantities, are thought inferior to other varieties because of their comparatively poor keeping qualities and pulpy nature. We quote:

Pines, Florida, per case	3 50	4 00
Oranges, late Valencias, per box	4 75	5 50
Lemons, Messina	5 00	6 00
Lemons, California, per box	5 00	6 00
Bananas, large bunches, crated	2 00	2 20
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 25	1 50
Plums, " "	1 25	1 70
Cantaloupes, Rockafords, per crate	4 00	5 05
Watermelons, each	0 25	0 35
Gooseberries, per box	0 06	0 08
Cherries, per basket	1 00	1 50
Red raspberries, per box	0 09	0 11
Black " "	0 10	0 12
Huckleberries, per basket	0 90	1 25
Red currants "	0 75	1 00

Vegetables.

Domestic vegetables of all kinds are arriving on this market in great profusion. New potatoes, which are quoted at 90c. per bushel, will in the course of the next few days have taken the place of old potatoes. Mississippi and Texas tomatoes have been replaced by Jersey stock. Spinach and squash have been crossed from our list. Green peppers are selling at $1 per basket, and cucumbers at 75c. Considerable quantities of Kalamazoo celery are noticed on the

market this week, quotations ranging from 35 to 40c. a dozen. We quote:

Potatoes, carlots on track Toronto, per bag	0 55	0 65
" per bag		0 85
" Baltimore, per bbl	2 50	2 75
New potatoes, per bush		0 90
Onions, Bermuda, per crate		1 00
" Egyptian, per sack		2 00
" per doz. bunches		0 15
Cabbage, per doz	0 50	1 00
" Canadian, per doz	0 40	0 50
" Baltimore, per bbl. crate	1 50	1 75
Cauliflowers, domestic	0 75	1 50
Tomatoes, Jersey, per bush. crate		1 50
Beets, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Carrots, per doz. bunches		0 20
Cucumbers, per basket		0 75
Outdoor lettuce, per doz. bunches		0 20
Green peas, per basket	0 25	0 40
Waxed beans, per basket		0 25
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Sage, per doz.		0 20
Savoury, per doz		0 20
Rhubarb, per doz. bunches		0 20
Green peppers per basket		1 00
Kalamazoo celery, per doz	0 35	0 40

QUEBEC MARKETS.

Green Fruits.

Montreal, July 19, 1905.

With the continued hot weather, the fruit market has seen an improvement. The demand has grown larger and with a strong market prices have gone up. Lemons have attained top prices and are scarce.

At an auction on Monday, fifteen cars of fruits were sold quickly. Five cars of California fruits brought: for plums, $1 to $1.65; peaches, $1.30 to $1.75; pears, $3 to $3.25. Two cars of watermelons sold between 22 and 25c. a melon. One car of Elberta peaches in 4-basket crates sold at from $1 to $1.10. There is a good demand for lemons, which sell readily at $5 to $5.50 per box. Three cars of bananas were sold also, extra fancy jumbos between $1.50 and $1.65. There is but a fair demand for them owing to high prices; only 20 cars of these fruits came in last week, and this being below the average figures of usual weekly receipts, is one cause of their higher price. There are no apricots on the market.

The apple crop this year will be, it is thought, quite large and of fine quality. Peach apples are said to be specially good. Home-grown muskmelons will arrive in about ten days. Some boxes of blueberries are seen here and there, but only in small lots and not especially good looking. They sell at about 80c. per box. Some Three Rivers blueberries will come this week, but the Saguenays are not expected before the beginning of next month. Limes are in a purely nominal demand and very scarce. They sell at last week's quotations, $10 per barrel. Pineapples, not very plentiful and in good demand, sell at high prices. We quote:

Pears, boxes	3 75	4 00
Plums, crate	1 75	2 25
Peaches, box	1 75	2 00
Apricots, crate	1 25	1 40
Apples, bbl	5 00	6 50
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		5 50
" 30 to case		3 00
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	4 50	5 25
New Messina lemons 300's		5 25
" " 360's		5 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl		6 00
Tomatoes, Floridas, crate		2 75
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each	0 28	0 35
Raspberries	0 10	0 12
Blueberries, per box		0 87

Vegetables.

This week vegetable trade has a tendency to be a little dull. However, the

HAMILTON, Phone 1115

TIMELY SUGGESTIONS FOR HOT WEATHER

TORONTO, Phone Main 4106

600 boxes brand new Verdelli, "St, Nicholas" Brand and California Lemons for this week.

5 Cars Watermelons.

2 Cars Indiana Gem Cantaloupes in Baskets (delicious, sweet as honey.)

Daily Cars California and Georgia Peaches, Bartlett Pears, Plums, Bananas, Oranges.

Come to us. We can please you in service and price.

WHITE & CO., LIMITED
TORONTO and HAMILTON

Brands of prime Lemons that can't be beat. Ask for them.

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"St. Nicholas,"
"Miss St. Nicholas,"
"Home Guard."

W. B. STRINGER & CO. - Sole Agents

WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

Canadian New Potatoes, New Tomatoes

We have a stock of these ready for shipment. Get our prices NOW, also write or phone us about fruits.

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ONIONS

We have some snaps and will sell as long as they last.

Egyptians, sacks, 100 to 110 lbs., $1.75 sack
Bermudas in Case, $1.00 per case
Baskets of Onions, 35c basket

ORDER TO-DAY

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

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Headquarters: TORONTO

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SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

RASPBERRIES, CHERRIES

I can supply you with the choicest **Raspberries** and **Cherries** on the shortest notice. I can quote you better figures on these fruits than you will get from your commission men. Besides, my fruit will be firmer and more saleable because they are picked on order. I am also putting up a first-class quality of **Cherries** in glass and tin, heavy syrup, and I have ready for shipment, at any time, a select stock of **Strawberry Preserves,** just packed. If **you** have never handled the **E. D. S.** Brand of Preserves, here is an excellent opportunity to start.

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY

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A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

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FOR JULY'S HOT WEATHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

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"Crown Brand" Raspberries

Quality and packing absolutely reliable. Guarantee in every crate. Prices close. Shipments quick. Also all other fresh fruits. Write or wire for quotations.

E. L. JEMMETT

GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

general demand continues good and prices easy. Tomatoes are scarce and in good demand. Cabbage, which is plentiful, also obtains good sales. Beans and cucumbers are selling very well at quotations. Florida tomatoes are out of the market. American tomatoes (Delaine and Jersey) came in in a two-car lot last week and met with ready demand. Canadian are expected in about two weeks. Canadian celery arrives in small lots. There is a good demand for it at 40c. per doz. Radishes are still a drag, but moving very slowly, as they are in such a small demand. Canadian beets and yellow turnips are selling well, as well as new potatoes. We quote:

Jersey tomatoes, crate	....	2 00
Tennessee tomatoes, 4 lb. crate	0 70	0 75
Mississippi tomatoes, 4 lb crate	0 75	0 80
Bermuda onions, per box	....	1 50
Green and wax beans	....	3 00
Potatoes, carlots	....	0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches	....	0 50
Canadian radishes, per doz. bunches	....	0 05
Mint, per doz. bunches	....	0 10
Parsley, " "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 50	0 60
Egg plant, per dozen	....	2 00
Green onions, per doz	....	0 10
Egyptian onions, per lb	....	0 02
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Waxed beans, per bush	....	2 00
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl	....	2 25
Cranberries, per bbl	....	10 00
New potatoes, barrel	1 75	2 00
Montreal cucumbers, dozen	....	0 25
Home grown cabbage, pe doz	....	0 25

NEW BRUNSWICK.

Green Fruit.

Bananas, for best stock, hold firm in price. Oranges are high, a few late Valencia and some early Jamaicas being offered. Lemons, which sell quite freely, are high. There is very little sale for melons. Pines are also light sellers. Early in the week native strawberries dropped very low, but are now more firmly held. A few pears, Californias, are offered; full prices asked. California plums are now fine quality. Apples as yet are poor.

MANITOBA MARKETS.

Green Fruits.

Minnesota raspberries are now on the local market and quotations will be found below. We quote:

Med. sweet oranges, 126's	4 25	4 50
Apricots, per case	....	1 75
Peaches, per case	....	1 75
Plums	....	1 75
Cal. cherries	....	2 75
Late Valencia Oranges 120's		4 75
" " 150's		5 25
" " 170's to 250's		6 00
Fancy Cal. Lemons 300's and 360's		7 00
Fancy Messina Lemons 309's and 360's		5 50
Bananas, fancy Limons, per bunch	2 75	3 25
Pineapples, 24's and 30's, per case		5 00
Watermelons, per doz	5 00	6 00
Minnesota raspberries, 24 pit. per case	....	2 50
Tragedy plums (California), "	....	2 00
Plums (other varieties)	....	1 75
Washington cherries, per case	....	1 75

Vegetables.

Parsley "	....	0 40
Mint "	....	0 45
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	1 20
Tomatoes, 4 baskets in crate, per crate	....	1 75
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Cucumbers "	....	1 00
Green onions, per doz	....	0 40
Egyptian onions, per lb	....	0 03½
New California cabbage, per lb	....	0 03
Australian onions, per lb	....	0 05
Bermuda Onions, per case	....	2 25
New Potatoes, per lb	....	0 02

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

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Why not handle the **Best Goods**, That give you the **Best Profit**, And that are the **Best Sellers**? That is

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Ask your wholesale grocer for it or write us for prices.

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is apt to make one forget that

THE BUSY FALL

is fast approaching. Don't get caught with an insufficient supply of

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We are offering some rare bargains just now.

WRITE US

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CCRISTINE BUILDING

Crockery Importers and Manufacturers' Agents,
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FOR

REFINED SUGAR

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CANADA SUGAR REFINING CO.
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A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

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We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

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that stand out in every up-to-date grocer's business.

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"DIAMOND" and "ELITE" **Chocolate**

Every Jobber Sells Them

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DO YOU KNOW?

That the Chocolates and Confectionery made by

STEWART

are of the VERY FINEST QUALITY AND THE FINEST are what you want for your customers, Mr. Dealer.

Prices reasonable. Write for them.

DO IT NOW.

THE

STEWART COMPANY

TORONTO

FREIGHTS AND CHARTERS

THE big lines are busy and trade is going along well. From the lake and river routes good news is also reported, and the business is at its Summer zenith. Wheat engagements from Fort William to Montreal have been made at 5¼c. and lake and rail at 5½c. The all-rail rate is 4c. Plenty of corn has been booked from Chicago to Montreal at 4c., and it is understood that for this week a shade lower has been quoted and paid.

From Chicago to Buffalo the rate has been for the week 1½c. per bushel on corn.

shipped and mostly consigned to Liverpool or London. By the ss. Southwark for Liverpool, the Ogilvie Milling Co. had a quantity of flour running into 1,000 sacks and about a similar quantity of oatmeal. Lumber is going forward in large quantities.

The boats sailing to London direct have been carrying immense general cargoes and plenty of grain. The ss. Monmouth to London took in grain alone 23,929 bush. of wheat and 17,069 bush. of corn. In addition there were quantities of provisions, meats and flour. Asbestos, agricultural implements, car-

premiums to be distributed amount, including medals, plate and specials, to upwards of $40,000 in value, of which $35,000 is in actual cash. Field Marshal Lord Roberts, V.C., is expected to officiate at the opening ceremonies on Tuesday, Aug. 29, and to be a constant visitor during the first week. The famous band of the Irish Guards, considered the finest military musical organization in the United Kingdom, and the favorite household band of His Majesty the King, will give two concerts on the grounds daily. Pictures and art treasures loaned by the King (Abbey's

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	12/6	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	.	..	.....	.....	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	7/6
Rolled Oats, Dog Flour, Flour Middlings, in bags	8/	8/3	8/3	10/	16/6	12/6	14/3	17/6	8/9	10/	8/9
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	†15/	.....	.....	....	....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	12/6	15/	12/6	.....	.....	.....	20/	12/6	12/6	15/
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	....	....	2/6	2/6	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	15/
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be col'ected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

The extremely hot weather has had a bad effect on certain shipments of flour, and some quantities have been sold in Montreal at $4 per barrel owing to it having turned sour in transit. Most of this, it was learned, occurred in faulty warehouses.

Shipping from Montreal is alive and the Allan line ss. Victorian took an immense cargo last week and has landed safely in the Old Country. She had 18,030 bush. wheat, over 3,000 pkgs. butter, and 10,843 boxes of cheese. Plenty of bacon and provisions generally were

per sweepers, alcohol, motor launches, and furs comprised the remainder of the cargo.

Steamers Ionian and Pomeranian took immense cargoes to London and the Manxman for Bristol.

TORONTO EXHIBITION PRIZE LIST.

The prize list for the Canadian National Exhibition, Toronto, Ont., which this year will be held from Aug. 29 to Sept. 9, both days inclusive, has come to hand. Every class has been thoroughly revised and in many cases added to. The

great Coronation pictures being included) the Corporation of the City of London, the Republic of France, South Kensington Museum, Right Hon. Lord Strathcona and Lieut.-Governor of Ontario, Hon. Mortimer Clarke, will contribute to the most magnificent and most historical display of art ever made on this continent. Entries close Aug. 15. Copies of the prize list and entry blanks can be had on application to J. O. Orr, secretary and manager, Canadian National Exhibition, City Hall, Toronto.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

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C. F. Gunther. Manufacturing Confectioner, 212 State St., CHICAGO.

Canadian Representative—H. W. HUNT, 34 Church Street, TORONTO.

GREEK CURRANT REPORT.

THE following report has been issued on the currant situation: "We have to advise a buoyant and rising market for currants, partly due to the abnormal state of the weather, which engenders fears that the 'peronosporus' malady might at any moment appear amongst the currant vines, and cause considerable destruction to the growing crop, but principally in consequence of the public declaration of the promoter of the currant syndicate to the effect that the capital necessary for the carrying out of the enterprise has been fully subscribed abroad, and that it now only requires the ratification of the Greek Parliament to come into operation so soon as the growing crop of currants is ready for shipment in August. One of the objects of the syndicate is to reduce the amount of currants available for export to about consumption requirements, and thus ensure reasonable prices for the article. The concession sought for by the syndicate empowers it, in the event of excessive currant crops, to prohibit the exports from certain districts which produce the lower qualities to the extent necessary to bring export and consumption into close relation. Growers in the prohibited districts would be entitled to sell all their produce to the syndicate at a price which, at to-day's exchange, is equivalent to 12s. 6d per cwt. net, f.o.b., in quarter-cases, so that, should the concession be granted, it is reasonable to suppose that the lowest price at which any currants will be obtainable in the open market will be somewhat above what the syndicate would be compelled to pay for the lowest quality. Dealers in currants abroad, should the concession be granted, may reckon upon an annual export of currants not exceeding consumption requirements (say about 125,000 tons), and a minimum price for currants of 12s. 6d f.o.b. per cwt. The duration of the syndicate's concession would be for 20 years. All currants purchased as above stated by the syndicate must be transformed locally into wine or alcohol for export or home consumption; but in any case of increased export demand beyond the syndicate's original yearly estimate, it would be entitled to sell out of the quantity purchased to local exporters at a price not less than equal to 15s. 6d per cwt., f.o.b. The scheme has received favorable consideration in this country, and will most probably receive the sanction of the Greek Parliament."

The assassination of the Greek Premier, it is feared, may delay the legislation referred to above.

A MARKET IN CAPE COLONY.

C. M. Kittson, Canadian commercial agent in South Africa, says there are fine chances for Canadian soap manufacturers to obtain a good market for their products in Cape Colony. Most of the imports at the present time are from England and Belgium.

Biscuit Excellence

We make biscuits that you can sell. We make them so good you can sell them with no trouble. Some biscuits have the desired creamy whiteness, others the crispness, others again the lightness. These excellences and many more are to be found in

That is why ***Perfection Cream Sodas*** have edged to the front. No grocer can afford to be without them. Always fresh and crisp, as easily digested by the invalid as the child—these are the ideal biscuits for your store.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

OLD HOMESTEAD FOR QUALITY

The Old Homestead Canning Co. did not erect a solid concrete and steel-frame factory last year, or double its capacity this year for nothing. They built that factory to last, to stand the test of time. They gave the name "Old Homestead" to their goods to last, to stand the test of the consuming public.

They had an idea that an independent factory situated in the heart of the canning district fitted out with the most approved and up-to-date appliances, and consequently turning out canned goods of the very finest quality, would be supported by the public and by the trade.

They were right.

OLD HOMESTEAD BRAND CANNED GOODS

were a success from the start. The public recognized their superior quality and appreciated it.

The Old Homestead factory is now in the midst of its second season, and with its cleanly interior and surroundings, and freshly gathered fruit and vegetables, is turning out the finest canned goods in Canada.

Prove this claim for yourself. Give a trial order and be convinced.

The Old Homestead Canning Co.

Independent Canners **PICTON, ONTARIO**

No
Cutting the Price
on

ORANGE MEAT

No
Skimping the Quality
in

ORANGE MEAT

Some other foods sell at 10c. per pkg. and some at 2 pkgs. for 25c. We never cut the price of our regular 15c pkg. But our **Jumbo** pkg. which contains 2½ times as much as the ordinary pkg. is specially put up to sell at 25c.

ORANGE MEAT

IS GOOD

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

REACHED THE HUNDRED MARK.

ONE hundred million bushels is the extent of this year's wheat crop in the Canadian Northwest, according to an estimate made by W. Whyte, second vice-president of the C.P.R. Mr. Whyte bases his estimate on the total of four million acres under crop, and the yield of 25 bushels per acre in 1902. The crops on the whole are better than in 1902, so that, barring accidents, one hundred million bushels should, he thinks, be a conservative figure. West of Portage la Prairie the crops were never better. East of that point the wheat fields are spotted in places, owing to too much wet, but the damage is inconsiderable. Because of the war in Russia, which prevented the sowing of the usual amount of wheat, and the increasing population of the United States coupled with a stationary acreage there, prices are likely to continue good. The C.P.R. are making preparations to handle their share of the crop, and when the movement begins will be able to move 400 cars each way per day from Winnipeg to Lake Superior.

In Ontario the crops got an early start, but later cold weather and excessive moisture over a large area greatly retarded growth. The outlook, however, is for a yield largely in excess of a year ago and of better quality, particularly in the southeast of the province. The hay crop, which will be a record one, is now being cut in many sections.

COMPARED WITH LAST YEAR.

The following statistics of this year's prospective grain crop in the United States, in comparison with last year's actual harvest, have been prepared by the New York Produce Exchange:

The largest corn crop harvested was in 1899, 2,666,440,000 bushels. This is the only crop which exceeded this year's promise.

Winter wheat—1905, 413,150,000 bushels, 29,723,000 acres; harvest 1904, 332,-935,346 bushels, 26,865,850 acres.

Spring Wheat—1905, 292,376,000 bushels, 17,613,000 acres; harvest 1904, 219,-464,171 bushels, 17,200,020 acres.

Total wheat—1905, 705,526,000 bushels, 47,336,000 acres; harvest 1904, 552,-399,517 bushels, 44,074,875 acres.

Total corn—1905, 2,651,110,000 bushels, 91,011,000 acres; harvest 1904, 2,467,-180,934 bushels, 92,231,581 acres.

Total oats—1905, 949,698,000 bushels, 27,680,000 acres; harvest 1904, 89,555,-552 bushels, 27,842,669 acres.

Total barley — 1905, 141,262,000 bushels, 4,974,000 acres; harvest 1904, 139,-748,958 bushels, 5,145,878 acres.

RICE MARKET RECOVERING.

A current issue of the Grocery World contains the story of the complete demoralization of the American rice market, from which foreign demand and a prospective short crop are now extricating it. The writer states that the rice industry has had a tremendous blow, due mainly to overproduction and that the price for American rice became so low that it was exported and sold abroad in competition with foreign rice raised and milled by cheap labor. The enormous surplus which has lain like a dead weight on top of the market for a year or more has now been cleaned up, and to accentuate the effect of this the coming crop will be about one-third short.

FLOUR FOR SPANISH MARKET.

Canadian flour exporters will be interested in knowing the requirements of the Spanish market, i.e., rich, cheap flour; No. 1 hard patent is not wanted. Flour is worth there $6 per 220 lbs. The duty, recently reduced, is now equivalent to 81c. per 220 lbs. Freight and other charges amount to about 90c. per 220 lbs., so that, taking everything into consideration, the margin is very small. Nobody in Spain will buy f.o.b. for cash; flour must be sold on three or six months' credit.

RETALIATING AGAINST U.S.

According to latest advices, Chinese associations have determined to stock flour mills with Chinese capital and under Chinese control, to supply the Chinese market. At present a good deal of American flour is exported to China, though, owing to the increase in the output of the Shanghai mills, the trade is threatened.

TRADE POSSIBILITIES.

A. W. Donly, Canadian commercial agent in Mexico, reports to the Trade and Commerce Department that Canadian grain exporters are likely to have a firstrate opportunity to work up a good trade with Mexico this season on account of the failure of the wheat crop there. Wheat is now selling at $1.50 in gold per bush., and Mexican farmers are holding out for more.

CEREAL NOTES.

Nothing more has been done by cereal manufacturers in the United States towards the abolition of premium schemes.

German flour was offered in Newfoundland the past month at 50 cents per barrel less than prices quoted for either Canadian or American flour. That does not look as if Germany needed to put her excessive tariff on flour into effect next year; not, at least, for the purpose of protecting her millers

The Lake of the Woods Milling Co. are about to erect ten new elevators, to be in use this season. Each elevator will cost $5,000. The locations are now being determined, and they will be distributed over the whole west. With this generous addition, the number of Lake of the Woods elevators in the west will be brought up to about seventy-five.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

This illustration shows one side of a store fitted with

WALKER BINS

Some grocers have an idea that Walker Bin Fixtures cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture co.
Factory: *BRAMPTON* Head Office: *TORONTO*

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

There's Something

in a name when it stands for what

Southwell's

does on

S Jams and Marmalades

It's a guarantee of full value and that always

Frank Magor & Co.
Canadian Agents
MONTREAL

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

THE SUMMER TRADE.

MIDSUMMER business has been good in the tobacco trade. The season has been exceptionally favorable. General prosperity has given a good healthy tone to commerce. Canada has been singularly free from labor troubles and now, with a record-breaking crop in sight, the same conditions of freedom of money and strength of buying are likely to persist.

Is the grocer getting the fullest benefit of these prosperous conditions? It is in the luxuries that prosperity first makes itself felt. The tobacco department can be made a lucrative department of the store if advantage is taken of the present opportunity. The goods are being sold and there is no reason why the grocer should not get his share of the business.

Government reports show a constant increase in the amount of tobacco used in this country. The smoking public is rapidly increasing. The cost of running a complete store for the sale of tobacco is necessarily great. The grocery store can run this department with practically no increase in cost beyond the small capital used in laying in a stock. The grocer has thus a great advantage over his competitors. Let him use it.

CLASSIFICATION OF CIGARS.

OF recent years the inclination of smokers toward light-hued cigars has assumed the proportions of a "craze," and the producers are finding much difficulty in meeting the demand. The manufacturers and Cuban tobacco raisers would now gladly correct the error, but after having carefully classified their products under the style of claros, colorados, maduros, etc., for decades, they find it next to impossible to dispel the delusion.

The ordinary maker of Havana cigars uses but one grade or blend of tobacco in the body or filler of his cigars. Exactly the same stock is used in his claros as in his maduros. After the cigars are made, however, his "selector" takes them in hand and classifies them according to the relative shades of the wrappers. This is done to effect a uniformity in the appearance of each box of cigars, and to enable the dealer to readily indulge the whims of the self-deluded smoker.

Inasmuch as the wrapper constitutes not more that one-tenth of the cigar, it will readily be seen that the degree of its strength or mildness is very inconsiderable in effect. In this connection, however, it is interesting to note that tobacco tradesmen versed in the intricacies of the industry rigidly bar the light-colored wrapper from their own smoking tables, knowing that it generally indicates that leaf was prematurely cut and improperly cured, and that it impairs the flavor and burn of the cigar. Cubans, who, by the way, are notably partial to mild tobacco, avoid smoking light-colored cigars just as they avoid eating a green orange or an unripe banana.

The fact is, that while the dark cigar is richer in flavor and more aromatic in the burning, it contains a smaller percentage of nicotine than does the light-colored leaf. Light cigars are mild to taste only—to nerves they are decidedly stronger in their effect.

But what enjoyment there is, says J. Edward Cowes, the cigar expert, in one of those cigars where the filler is matched to the color of the wrapper, with the result that the wrapper is always an index to the character of the smoke. After the match is applied and the smoker gets the first fragrant whiff of the burning weed, he forgets all about the cost, but prays, instead, that he may live long in a land where such supreme enjoyment is purchasable at any price.

A GREEK TOBACCO COMPANY.

The Bureau of American Republics is advised that a company is being formed in Greece under the auspices of the Bank of Athens and with the support of the principal tobacco merchants of Volo for the purpose of improving the cultivation of tobacco, developing the export trade and manufacturing cigarettes for export. Although the culture of tobacco has improved in Greece, still the quality produced is inferior to Turkish tobacco and with the object of improving it the government has for the past two years been distributing to growers Kavalla, Xanthi and Yenidje seed which have given very satisfactory results. Experiments have convinced the promoters of the undertaking that Thessaly can produce as good tobaccos as Turkey if only certain changes are made in the methods of cultivation. As Egyptian cigarettes are made of Turkish and Greek tobaccos they hope to be able to manufacture cigarettes cheaper in Greece if the various qualities used in Egypt are grown in the country. The principal market for Greek tobacco at present is Alexandria, but considerable quantities are also exported to Italy, Roumania, Germany, Tunis, and the northern provinces of Russia.

WESTERN CIGAR FACTORY.

The largest cigar factory between Toronto and Winnipeg will be erected in Fort William in the near future. The promoters of the enterprise belong to Fort William, and they expect to be in working order by July 30. A large order for leaf has already been placed and the cigar-makers will report in the course of a few days.

MINORS PROHIBITED TO SMOKE IN JAPAN.

Consular advices to the Department of Commerce and Labor state that under a law passed by the Japanese Government in 1900 minors under twenty years of age are not allowed to smoke in Japan. The law provides for the confiscation by the police of "smoking instruments" found in the possession of any youth under the age of twenty years, as well as his store of tobacco. The parents or

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

If the *greatest care* in *selection* and the *greatest care* in *making* count for much then the **PHARAOH** and **PEBBLE** cigars are worthy of every Grocer's attention. When you add to the *merit* of the cigars themselves the fact of my willingness to take back at regular invoice price all stock unsold after a three months' trial, you must realize that here is the opportunity for an *ideal* deal. Order 1,000 assorted at once.

PEBBLE	*Favorite* 5 *Center*	PHARAOH	*Favorite* 10 *Center*

J. BRUCE PAYNE, Limited, Mfrs., GRANBY, Que.

You buy tobaccos based on your own previous sales. That's all right. Did you ever consider that until a smoker has his favorite tobacco he is *dependent* on *you* for his *choice.* Your recommendations should be the tobacco which not only has the *call*, but is *worth* the call—likely to retain it. Whether or not **T & B** has the call with you, we know it is *worth* it because we know just *how* it is made. Recommend **T & B** once, and if the smokers have tried and tested it, you will not have to recommend it twice. Such smokers will then have their *favorite.* But don't forget the *new* buyers and **T & B.**

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, - ONTARIO

guardians of children who knowingly permit the offense are amenable to a fine of fifty cents and dealers caught furnishing the youth tobacco are subject to a fine of $5.

AMERICAN REPORTS QUESTIONED.

Following closely on the exposure of the frauds in the United States Government reports on cotton, charges have been made against the department on their tobacco reports. It is maintained that the tobacco trust has been given advance information, thus placing it in a position to take advantage of conditions before the small dealers. A rigid investigation will be held and the statistical department may have to submit to a general reconstruction.

ANTI-CIGARETTE LEGISLATION.

The reform wave that has been spreading over the United States has not overlooked the tobacco business, for in a number of states the legislatures have enacted laws that prohibit the sale of cigarettes and cigarette tobacco not only to minors but to everyone else. The laws are most stringent, too, since the sale is not only stopped but it is illegal and punishable by fine to even give them away. Indiana, Wisconsin and Nebraska are among the states that have recently passed such laws.

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Who Are The Wise Ones? Just Think

Lots of Dealers Order

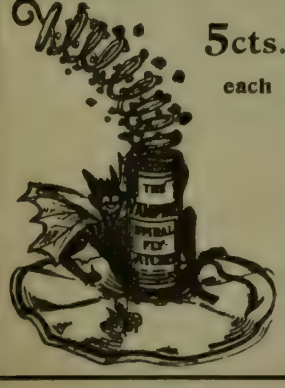
KING BUFFALO CIGARS

and they sell them or they wouldn't order twice. Are you on the wise list? Order a thousand at $35.00. We'll pay the express on a sample hundred if cash accompanies order; also on all time orders of ½ M. or over.

Canada Cigar Co., Makers, London, Ont.

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.

SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for $10.00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

$16.00

Price to Retailer, $6.00, net 60 days.

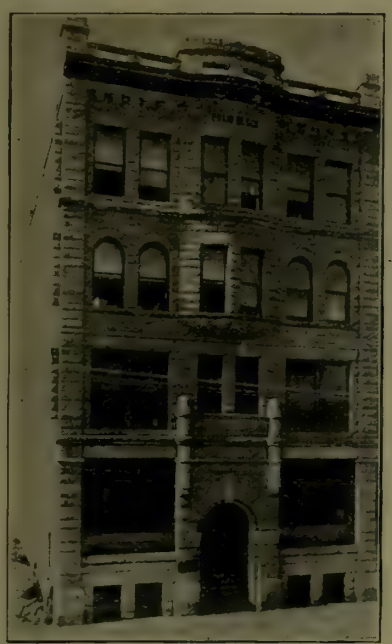
Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

VANCOUVER, B. C.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 20, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this summer, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't be Without It.

Agents for Canada :

ROSE & LAFLAMME, - Montreal

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Per lb.

Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

Per lb.

Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

Per lb.

Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—

6-lb bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb

Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

Per lb

Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

When an article is made

from the **best** material, by the **best** process and most experienced workmen, it is bound to be **perfect.**

This is the case with

Edwardsburg "Silver Gloss" Starch

and

Benson's "Prepared Corn"

Every housekeeper in Canada during the past 50 years has known and bought them. Every merchant relies upon them with confidence.

EVERY JOBBER SELLS THEM.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

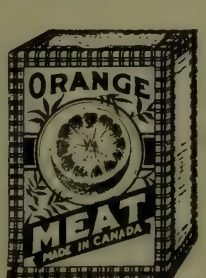
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

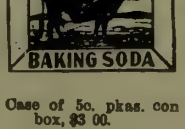
Cement stoppers (pints), per doz.	$2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	case $3 00
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

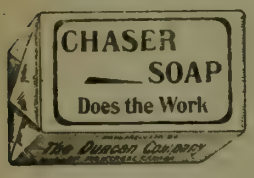
A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.

Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Be " brand starch—

.aundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

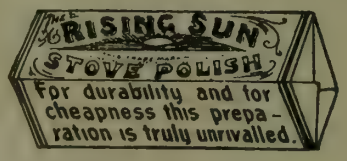
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enamelline No. 4, bxs., ea. 3 dz.	0 38
Enamelline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS

SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & - Co.
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

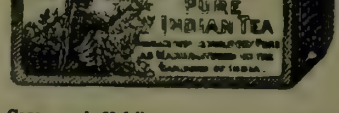
Teas.

SALADA CEYLON.

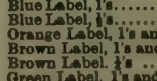
	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb.	0 35
" " 30 ½-lb.	0 35
" " 120 ⅛-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 ½'s and 70 ¼'s)	0 26

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c	1 00
Victoria " doz. 5c	1 00
" " 3 doz. 10c	1 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Down with Acids

In our crusade against Commercial Acid Vinegars — Flavorings, Colorings and other adulterations—we have never lost faith in the belief that

GOLDEN RUSSET VINEGAR

would win the day, not because it was **called** "Golden Russet Vinegar," but because it **was pure fruit vinegar.** The situation is so clear to us that we can scarcely understand why some grocers persist in keeping acid vinegars. Where one customer buys acid vinegar, ten buy fruit vinegar—ten wise customers.

THE W. H. WILSON CO., LTD.

TILLSONBURG, ONT.

BOOKS FOR BUSINESS MEN

TEA HINTS

For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 pp.; Cloth,
$2.00 Postpaid.

TECHNICAL BOOK DEPT.

The MacLean Publishing Co.,
Limited
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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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CRYSTAL ETCHED—
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"Perfectly clean from our kitchen to your customers."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JULY 28, 1905. NO. 30.

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Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
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Raised on It.

CHRISTIE'S BISCUITS

are made from the best materials procurable and are noted for purity of quality and delicacy of flavor.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

DELICIOUS

IS

PEACOCK BRAND MINCE MEAT

Many people make much of this
Mince Meat

Many grocers make much on this
Mince Meat

Are you included?

The BATES MFG. CO., Limited
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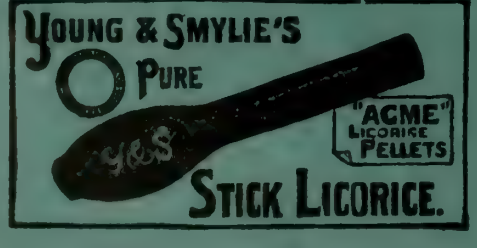
National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request

BORDEAUX RELISH

is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

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½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.

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Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

Hannah's Pickles

Sound pickles perfectly packed in bottles with very showy labels. Preserved in genuine Malt Vinegar which is brewed by the Messrs. Hannah themselves. Pickles of high quality at a low price. Pickles that sell and continue to sell !

Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Sold by leading wholesalers.

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We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

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The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

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Grocery Brokers and Agents.

Established 1885

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Highest references. Commissions solicited.

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Manufacturers' Agents and Importers.

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W. H. MILLMAN & SONS

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Largest Brokers of Canned Fruits and Vegetables in Canada.

Ask us for Prices and Particulars.

We can offer you the Best Goods Packed.

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More lines desired.

Travellers on the road.

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BONDED AND FREE. FORWARDING AGENTS. Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of Btitish Columbia.

Consign your cars to us.
Correspondence invited.

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VICTORIA AND VANCOUVER

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WINNIPEG.

Dingle & Stewart

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Excellent Storage Accommodation.

Consign Your Cars to Us.

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UNION BANK BUILDING

Correspondence Solicited WINNIPEG, MAN.

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Wholesale Grocery Broker and Manufacturers' Agent

Member Western Wholesale Brokers' Association

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Winnipeg, Man.

Open for good Canned Goods Agency Correspondence Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

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Highest References. Correspondence Solicited.

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Wholesale Grocery Brokers and Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying *YOUR* goods. You can do so by corresponding with *US.*

Members Western Wholesale Brokers' Association,

23 Years

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WHOLESALE COMMISSION BUSINESS

—IN—

WINNIPEG

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RECORD

WIRE, OR WRITE US YOUR OFFERINGS.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

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NICHOLSON, BAIN & JOHNSTON CALGARY, N W.T.

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public

Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

RECORD-BREAKING FIGURES

80,000

CASES

Canned Fruits and Vegetables

That is the amount of our first order to the Canadian Canners, Limited, for the 1905 PACK.

It is **10,000** cases more than our last year's first order for the 1904 PACK, and our subsequent orders will easily carry our total purchases for the present season **much over 100,000 cases.**

Eighty thousand Cases of Canned Fruits and Vegetables is by far the largest single individual order ever booked in Canada.

To us Figures Talk! Let them Talk to You!

We are placing on the market, this year, Canned Fruits and Vegetables under our registered brand, **"GAZELLE."** These goods we guarantee will be the very best packed in Canada or elsewhere and their embossed labels the most original, attractive and artistic yet seen anywhere, being the finest production of the highest skilful workmanship in lithographing. Every tin will be wrapped in vari-colored tissue paper.

The prices will not be higher than those of the Canadian Canners, Limited, for their best brands.

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada.

"What is worth doing at all is worth doing well."

If your Tea trade is worth looking after, it is worth looking after well. To have it in good healthy condition the stocking of **JAPAN TEAS** is essential.

They are the most healthful, cleanest, and best prepared Teas on sale. Don't fail to stock them.

"To persist in error is not independence."

Just because you may possibly not have kept

Paterson's Camp Coffee Essence

in stock is no reason why you should not order now. You see it sells so well you had better not wait — order now or you may miss a sale.

ROSE & LAFLAMME,
Agents, Montreal.

"The man who thinks and ACTS is master of the man who only thinks."

Flett's

Pickle Uniformity.

FLETT'S PICKLES don't vary in quality. There is but one grade — the best — its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

C. & B.

STANDARD PEELS

Lemon
Orange
Citron
Mixed

7-lb. Boxes **7-lb. Tins** **1-lb. Cartoons**

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C.E. COLSON & SON

MONTREAL, Agents

CEYLON TEAS

CEYLON TEAS are the Pedals of the Tea Business. They regulate the speed of Trade. If they are "worked up" trade "whirs." If they are treated in "coasting" fashion trade goes nonchalantly.

Is your Tea Policy firmly placed on the Pedals of the Tea Business? If not, you have no regulating power. You are depending on "spasmodic-speed" orders. Why not quit the "coasting" and place your policy on the **CEYLON TEA** pedals? You will then have "control" of the demand.

CEYLON TEAS

REFRIGERATORS

FOR

Butchers and Grocers

Any Size.
All Guaranteed
to do the work.

Write for Catalogue and Prices.

Eureka Refrigerator Co.,
LIMITED.
54 and 56 Noble Street., Toronto, Canada.

PEOPLE

come to your store with colds. Carry a stock of

SYRUP OF MALT
EXTRACT OF MALT

and you will get business.

SAMPLE ON REQUEST.

GEO. SLEEMAN, Guelph, Ont.

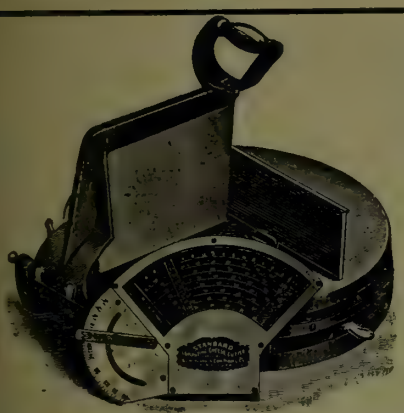
WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.



THE STANDARD COMPUTING CHEESE CUTTER

is a fixture that no merchant who believes in up-to-date money-saving devices can afford to be without.

It is perfect in its operation and in every detail of its construction.

It cuts to weight and to money value, at any price per pound, in one operation.

It stops losses on cheese by preventing waste, crumbling and sampling, while it protects the cheese from dirt, mould and drying out.

The customer gets just the amount of cheese asked for in one perfect cut.

It will save the three to five pounds you are losing on each cheese cut.

Terms and Prices Right. Write for Folder.

THE WALKER PIVOTED PIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

How is your supply of

YORK

Metal Polish? Running down low? Stock up. It's cheap and reliable, and knows no rival.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

COMMON SENSE

KILLS { **Roaches and Bed-Bugs** / **Rats and Mice**

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

HOLDS WATER LIKE A SPONGE

Being light and elastic; as it is made of cotton.

The Tarbox Mop Cloth

holds water like a sponge. Is adapted to ***The Tarbox Self-wringing Mop,*** or any other mop. Can be wrung with scarcely any effort. Has a great sale as extras. Two grades, Nos. 1 and 2, at popular prices.

Your Jobber Sells Them.

TARBOX BROS., Toronto

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.

Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Purnell's B.V. Sauce

Shows a good profit.

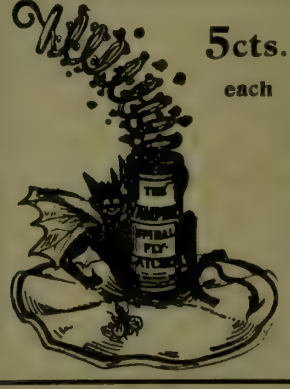
Is the Best Value on the Market

Order to-day from our agents.

PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SALT SALT

For Any and Every Purpose.

VERRET, STEWART & CO.,
MONTREAL

SALT SALT

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

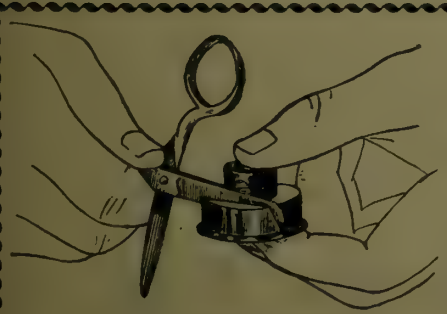
H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

Appetizing
Satisfying
Popular

The Famous
STERLING
BRAND
PICKLES

In large demand in the pic-nic and outing season.

The T. A. LYTLE CO., Limited
124-128 Richmond W., Toronto, Can.



Rose Automatic Scissors Grinder.

ROSE AUTOMATIC GRINDERS

The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

The Ontario Supply Co., Owen Sound, Ont.

Rose Automatic Knife Grinder, No. 5.

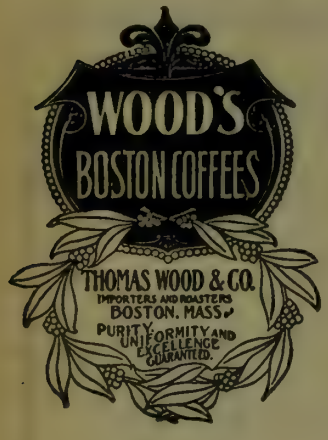
RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.



GLADSTONE

Began his political career as a Tory, but his desire for progress and reform led him to adopt the ideas of the great Liberal Party.

The Grocer may experiment with a miscellaneous variety of brands, but at length discovers that

WOOD'S COFFEES

are what he has been seeking as they combine all the elements for successful trade.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

Mathieu's
Nervine Powders

are among the best of good goods.

They are well known as the best, quickest and safest cure for headaches and all nerve pains. Try the sample, we will send free, among your own family and you well better understand our claims.

Mathieu's Syrup of Tar and Cod Liver Oil

has an all-the-year-round sale for chills and all colds, coughs, etc. Don't fail to keep it in stock.

J. L. MATHIEU CO., Limited
SHERBROOKE, Que.

HOLIDAYS

During Travellers' Holidays any orders or enquiries by mail, wire or phone (at our expense) will receive our special attention.

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

Montreal Retail Grocers' Annual Picnic

THE twenty-fifth annual picnic, or, as expressed in the words of the programme of the association, "Pique-Nique Annuel de L'Association des Epiciers de Montreal," was held last Wednesday, July 19. The outing this year was arranged for an excursion to

Mr. A. Laurendeau,
Secretary Montreal Retail Grocers' Association.

Cornwall, and that lovely and thrifty town on the St. Lawrence was selected by the committee on account of the pleasant time that had been spent there by the grocers some six years ago. The morning of the 19th looked ominously like rain, but as it always does look like a "wet day" at the start when the grocers excurt, but turns out fine and clear later, the dark clouds did not prevent about 700 grocers and friends from gathering at Bonaventure Station at 8 and 9 o'clock, and the two special trains carried away a very optimistic and happy crowd.

On arrival at Cornwall the excursionists were met at the station by Mayor Phillips and civic delegation, accompanied by the local band. After an address of welcome had been extended by the mayor and the freedom of the factory town thrown in, the excursionists took the trolley cars to Cornwall's lovely St. Lawrence Park. Here booths and pavilions had been erected to serve the inner man and permit the younger members to enjoy themselves in the mazy dance. The games and races were run off in the adjoining grounds of the Cornwall Lacrosse Club, and passed off in the usual picnic style—some with evident satisfaction to the participants and others with more or less grumbling. It was apparent to The Grocer that there was an evident lack of proper management in some of the events, and the committee in charge of the games could with advantage have taken a course of instruction from the managers of some of the prominent Montreal athletic associations. It is to be hoped that next year's picnic will see an improvement in respect to more prompt and regular running off of the various events. In every other respect the affair was most enjoyable, as the weather was ideal, not too warm with just enough breeze to temper the sun's rays.

* * *

The number of games and races totaled twenty-three, and space prevents our enumerating the list in its entirety. However among those that created the liveliest interest may be mentioned the baseball match between the Point St. Charles Grocery Clerks and the Westmount Grocers' B.B. Club, which resulted in a victory for the "Pointers" by score of 4 to 2. The prizes in this event

Mr. P. Daoust,
President Montreal Retail Grocers' Association.

were handsome solid gold stick pins, given by the Cowan Cocoa Co., Limited, Toronto.

The Comfort Soap race for ladies was participated in by seventeen wives and sweethearts of members of the association. This race was conducted under the management of Mr. F. D. Cockburn, manager of the Montreal branch of Comfort Soap, assisted by Mr. Frank Adams of the same branch, and Mr. Fred. Perry, the solid and genial Quebec traveler. A photo taken before the race of the participants is here reproduced. The prizes in this event were beautiful and valuable, the first being a gold watch, second a silver watch, the two events being won respectively by Mrs. Rhodes and Mrs. A. Laurandeau, wife of Mr. Laurandeau, secretary.

The tug-of-war between Montreal and Ottawa grocers was won by the Montreal contingent. The 100 yard race of the Delegates of the Federation of Retail Dealers of Montreal, won by Mr. J. A. Maynard, second Mr. J. A. Beaudry, and third Mr. P. Daoust, president of the Grocers' Association. The 100 yard race of chairmen of committees was won by Mr. A. E. Landry, of the city traveling staff of Hudon, Hebert & Cie., and the prize was a handsome and valuable bronze statue valued at $40, presented by L. Chaput, Fils & Cie. Mr. Landry seems to have a regular "cinch" on this race, as this was the eleventh year in which he has carried off the first prize.

* * *

The judges of the games were Mr. Jos. L. Ethier, of Laporte, Martin & Cie.; Mr. Armand Chaput, of L. Chaput, Fils & Cie., and Mr. W. G. Middleton, of the Tamilkande Tea Co., and arduous though their work was at times they carried it out thoroughly and well.

The general committee consisted of N. Chartrand, Ald. N. Lapointe, A. Bastien, Ald. E. Turner, J. A. Beaudry, P. Bruneau, Treasurer V. Raby, and their work and oversight of affairs was commendable.

* * *

At two o'clock a banquet was held at the Rossmore House, presided over by President Daoust and Vice-President E. Upton. Among the guests present were the following well-known Ottawa grocers: W. H. Scott of F. A. Scott & Co.; H. Ellis, of Ellis Bros., secretary Ottawa Grocers' Association; A. Driscoll, of H. H. Brennan & Co.; F. Hub-

Mr. P. Bruneau,
Treasurer Montreal Retail Grocers' Association

and, of Bate & Co.; H. W. Booth, J. Thompson, W. Lanthier, D. Halliday, A. Johnstone, P. Lamoreaux, also James Eadie, Eastern Ontario organizer of the Retail Merchants' Association of Can-

ada; Armand Chaput, of L. Chaput, Fils & Cie.; Jos. L. Ethier, of Laporte, Martin & Cie.; Mayor Phillips, of Cornwall; J. A. Beaudry, secretary federation; N. Chartrand, Ald. N. A. Lapointe, H. P. Nightingale, of "Le Prix Courant;" W. H. Seyler, of The Canadian Grocer, etc. Speeches were delivered by P. Daoust, president, Mr. Chaput, H. Ellis, on behalf of the Ottawa grocers; Jos. L. Ethier, Mayor Phillips, and Mr. Raby. The thanks of the visiting grocers were tendered to Mayor Phillips by President Daoust. His worship replied, thanking the Montreal grocers for selecting Cornwall as the outing spot of the association. Mr. Ellis made a speech of much interest, expressing the thanks of himself and his fellow Ottawa grocers for the invitation, and in return inviting their hosts to attend the picnic of the Ottawa Retail Grocers on August 7, to Carleton Place, promising all a good time. At the conclusion of the banquet a return was made to the park and the balance of the games run off.

At 6 and 6.30 the two special trains carried the party back to Montreal, all

Mr. J. A. Beaudry,
Secretary Federation of Montreal Retail Merchants.

feeling that a pleasant and happy outing had came to a successful end.

"Pique-Nique" Notes.

Some of those balloons that were sent up appeared very wobbly, and seemed to have a special fondness for the blue St. Lawrence.

First miss in many years for Mr. Fred Hodge, of Chase & Sanborn. His decisions as one of the judges were always appreciated.

Mr. W. H. Scott, of the Ottawa delegation, was looking for pointers. Wonder did he get any! Echo answers, "we wonder."

Now, ho! for the great picnic of the Ottawa Retail Grocers' Association to Carleton Place on the Capital City's Civic Holiday, August 7.

Perrin's Biscuits were much in evidence in the genial personality of Mr. Chas. Woods, city traveler for London's well-known biscuit makers.

A. W. Childs, traveler for Laporte, Martin & Cie., was here, there and everywhere, and found many friends to assist him in making the day pass pleasantly.

Mr. A. G. Middleton
Of Tamilkande Tea Co., one of the judges.

Mr. Fred Perry, on his box of Comfort, looked cool, comfortable and contented. That duck suit was not quite so white on arrival at Montreal—the "soot" of the engine played havoc with it.

St. Lambert "across the bridge" was represented by Mr. Hector Bisaillon, and

Mr. Jos. L. Ethier
Of Laporte, Martin & Cie, Montreal, one of the judges

as a dancer he certainly was one of the best. He enjoyed the "light fantastic" supremely, if appearances count for anything.

Mr. D. Dineen of Mathewson's Sons appeared to be thoroughly popular, and took pains to make every one as happy as he could. His sister, Miss Dineen, who was visiting here fron Chicago, was chaperoned by Mr. Dineen and Mr. J. A. Lapointe.

"Heinz Pickles" were around in the person of A. Caron, traveler for Quebec Province for the 57 varieties. How many "varieties" Mr. Caron demonstrated that day is not known to the scribe, but what there were were well advertised.

Our old friend and subscriber, Mr. J. A. Berthiaume, the Park avenue grocer, was apparently one of the best-known local grocers attending. As an exponent of the terpsichorean art Mr. Berthiaume is a winner, he having secured second prize for waltzing in the dancing competition.

By the way, what was the matter with that important section of the grocers' association, the English-speaking grocers? Where was Mr. A. D. Fraser, Mr. Geo. Graham, Mr. John Robertson,

Mr. F. E. Perry posing at Cornwall, July 19, 1905.

and the other old veterans? Ex-Secretary J. P. Dixon, where was he?

Mr. Ed. Cowan, of the Cowan Cocoa Co., Limited, was one of the most popular young men on the grounds. The way Eddy runs a base ball match would do Tommy Bannon's heart good to see. Manager Kreitner would make no mistake in keeping his eye on Eddy for next season. Certainly "Cowan's Cocoa" was well to the front.

The joyful news that trading stamps were doomed by the passage of the bill by the Senate that day only reached the ears of the grocers on arrival at the Montreal station—but it was joyful news. Secretary Beaudry, who had worked so hard and long to kill the evil of the grocers, wore "the smile that won't come off."

Ald. N. A. Lapointe is always a welcome and conspicuous, as well as popular, attendant at the grocers' outings.

Travellers' Holidays

All our men except **Mr. Foote** will be off the road from July 29th to Aug. 12th. In their absence we want your orders by **mail, 'phone or wire.** Our **quick shipping** facilities are perfect. We will not intrude upon you by 'phone, but would like you to call us up **at our expense** when you have a hurry-up order.

LUCAS, STEELE & BRISTOL, HAMILTON.

Orders by mail for the next two weeks will have special attention given them.

BEST POSSIBLE PRICES BEST GOODS

Best endeavor to gain your confidence in ordering this way. When writing favor us with your orders for our specials :

Jersey Cream Baking Powder
Jersey Cream Yeast Cakes
Old Church brand Canned Goods
Feather Strip Cocoanut
Queen's and Plantation blend Coffees
Social Teas and Coffees
Lumsden's Lye

LUMSDEN BROS., MANUFACTURERS AND WHOLESALE GROCERS, **HAMILTON, ONT.**

Tartan BRAND

Our travellers are away ***recuperating*** for the battle.

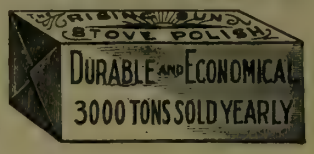
Phone at our expense

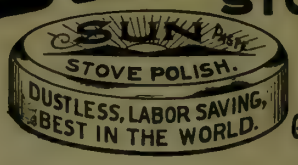
Long Distance No. 596

We guarantee quick shipments and Lowest Prices.

BALFOUR & CO., - Hamilton, Ont.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Himself a grocer, he encourages the affairs of the association in every way. His son, J. A. Lapointe, was also present. The alderman left for Winnipeg last Friday, as one of the five delegates representing the City of Montreal at the civic convention to be held in the Prairie City this week.

NEWS FROM THE CAPITAL.

Ottawa, Ont., July 26, 1905.

THE bill prohibiting the use of trading stamps passed both houses of parliament and becomes law on November 1 next. It will be a criminal offence to issue them, punishable by heavy fines.

There was considerable opposition to the measure in the Commons. In the Senate also the bill was strenuously opposed. One Senator spoke against the bill for several hours. It is said that it was the intention of those favoring the trading stamp interests to "talk" the bill out of the Senate. The House of Commons had adjourned and the members were beginning to leave for their homes. The Senate was not ready for prorogation, on account of the prolonged criticism of the bill. For a time it looked somewhat as if, in order to facilitate prorogation, the bill would be laid aside for the present session. But the Government flatly refused to go on with prorogation till the bill was disposed of in the Upper House, and also refused to grant the Senators any pay—with their increased allowances for the present session.

Furthermore, a Senator supporting the bill suggested that an amendment be brought in making the measure even more severe than it was. The opponents of the bill took the hint, and it was soon given its third reading in the Senate in practically the same form as when presented to the House of Commons several days ago. The new law is an amendment to the criminal code.

The trading stamp people, it is understood, are making active preparations to fight the measure in the law courts. They claim that the legislation is an "illegal restraint of trade." They will demand $200,000 damages. It will be remembered that the Minister of Justice said the legislation was of a novel character. The bill was opposed by several members in the House, and a number of those who did not oppose it regarded it as unworkable in some respects. The legal fight will consequently be watched with a good deal of interest. Your correspondent interviewed several Ottawa grocers this week to ascertain their views on the practice of issuing trading stamps. Very few look upon them with favor; the majority appear to be pleased that the Act prohibiting them has been passed.

Celebrated Soap Race. Montreal Retail Grocers' Picnic, Cornwall, July 19, 1905.

Goodall Bros., Wellington Street.

Mr. Goodall said: The trading stamp business has been a great nuisance, and I am very glad it is to be done away with, because the trading stamp people have practically been living on the public. This is my candid opinion.

H. Armstrong, Pretoria and O'Connor.

It is the best thing that ever happened for both trades people and public alike, that the trading stamp pest has been put out of business. When a customer asks for a pound of sugar now he need not fear light weight. I am very glad to know that they will not be in use now for any lengthy period.

W. J. Eastcott, Bank Street.

It was nothing but a system of blackmail, this trading stamp business; I don't think a merchant could use them honestly if he expected to pay one hundred cents on the dollar. It is a good thing for the country at large that they have been abolished.

P. D. Herbert, Bank Street.

Undoubtedly we give away five per cent. of our profits each year to the trading stamp company, which we might better have in our pockets. They were a very good thing to bring trade, but I am very glad to think they are a thing of the past.

G. E. Hopper, Bank Street.

I am pleased to think that this bill has passed legislature. It is impossible to give trading stamps with groceries and give them honestly; because, for every dollar's worth of groceries we sell we have to pay the trading stamp company five per cent.; or, in other words, 33 1-3 per cent. of our living profits, which is just about 15 to 20 per cent. on groceries.

Mr. York, Concession Street.

I was always against trading stamps; they were the greatest curse the country ever had. I handled the green cash coupons myself, and found there was nothing honest nor straight in them, and I was very glad to give them up, for I found that they were hurting my business. It will be a great boon to the grocery trade when the law goes into effect.

H. Ellis, Concession Street.

I am very glad trading stamps are a thing of the past. They have been harmful to trade, in the grocery line especially.

Trade in Ottawa this week has been very brisk. Sugar has had the call; fruit preserving has, no doubt, been the cause of the increased demand. Fruits still continue high, but are of the very best stock.

They're Off for a Holiday

While our salesmen are enjoying a change they do like to have you send in a mail order. It helps along a good cause. It shows you are in sympathy with the general holiday arrangements, and all mail orders go to travellers' credit. You may phone or wire at our expense if in a hurry. We will ship promptly.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

A WALKER BIN INTERIOR

WALKER BIN FIXTURES

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an *impression* on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

WRITE FOR BOOKLET.

The Walker Pivoted Bin & Store Fixture Co.

HEAD OFFICE:
Board of Trade Bldg., - Toronto

A WALKER BIN COUNTER and WALL CASE

Annual Vacation

From July 29th until August 12th, our travellers will be taking their annual holiday.

We have made full preparations to handle in a most expeditious manner the wants of our customers, either by mail or wire.

Every order will receive the personal attention of our experienced mail order staff, which is composed of travelling men conversant with our entire trade.

All orders will be credited to the traveller covering the territory orders come from.

We have been known for years as quick shippers.

Help the travellers enjoy their vacation by sending us your business during their absence, and so keep up their sales.

Prices and goods will please you.

JAMES TURNER & CO., - HAMILTON, ONT.

Phones—422, 1265, 1819.

PROMPT SHIPMENTS

Travellers will be on their holidays from July 29 to August 12. We solicit your business by mail, or TELEGRAPH or TELEPHONE AT OUR EXPENSE. You want quick shipment and low prices. Send your orders here; they will be appreciated.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS — TORONTO and PETERBORO

CHEESE

WE CAN ASSURE YOU OF THE FINEST CHEESE OF ALL KINDS AT LOWEST QUOTATIONS—NOTHING ELSE ENTERS OR LEAVES OUR WAREHOUSE.

WRITE OR WIRE US FOR QUOTATIONS F.O.B. FACTORIES OR TORONTO, IN CAR LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO AND ST. THOMAS, ONT.

Business Changes

Ontario.

THE NORTHWOOD Co., produce merchants, Chatham, have dissolved partnership. E. B. Northwood continues in business.

E. D. Fletcher, confectioner, Petrolia, is selling out.

G. W. Wylie, tobacconist, Galt, has assigned to H. H. Hancock.

A. Shaw, grocer, Ottawa, has advertised his business for sale.

E. B. Harris, grocer and baker, Belleville, has suffered loss by fire.

M. J. Tinkess, tea merchant, Moose Creek, has assigned to F. D. Brunet.

A. M. Ritchie, general merchant, Wingham, has assigned to Peter Campbell.

John A. McKay, general merchant, Moncrieff, has advertised his business for sale.

J. J. Hamilton, confectioner, Rainy River, has advertised his business for sale.

L. W. Christopher, general merchant, Kinmount, has advertised his business for sale.

J. R. Lockhart, general merchant, Pembroke, has sold out to R. F. Beamish.

J. M. Hughes & Co., general merchants, Winchester, have sold to A. Sweet & Co.

J. J. Hamilton, baker and confectioner, Rainy River, has advertised his business for sale.

The assets of B. Carriere, general merchant, Hawkesbury, are advertised for sale by tender.

J. A. Gould & Co., broom manufacturers, Kingston, have assigned to W. F. Nickle. A meeting of creditors will be held Aug. 7.

M. F. X. Connolly, for some years in the employ of the Bell Telephone Co., opened up a grocery business in Brockville on July 15.

R. Mitchell, Guelph, has sold his grocery business to J. A. and W. C. Benson, who will continue the business under the firm name of Benson Bros. The stand is the oldest grocery store in Guelph.

Quebec.

S. Brahaeie has registered as tobacconist, Montreal.

Leroux & Daoust, grocers, Montreal, have been registered.

L. Schepens & Co. have registered as tobacconists, Montreal.

The assets of G. Bergeron, grocer, Quebec, have been sold.

E. N. Cusson & Co. have registered as tobacconists, Montreal.

A. M. Laurin, grocer, Montreal, has sold out to R. J. Handy.

L. Lemaire, Jr., grocer, St. Johns, is offering to compromise.

Skelly & Moquin, grocers, Montreal, have dissolved partnership.

W. A. Robert, grocer, Montreal, has assigned to Alex. Desmarteau.

The assets of C. Pelletier & Co., Ste. Flavie Station, have been sold.

A. A. Lafleur, grocer, Montreal, has assigned to Bilodeau & Chalifoux.

The Eastern Townships Confectionery Co. have registered at St. Hyacinthe.

The assets of J. Lafricain, tea and coffee merchant, Montreal, have been sold.

The assets of H. Mercier, general merchant, St. Ephram D'Upton, are to be sold.

J. D. E. Lafond, general merchant, Ste. Brigide, has removed to Frelighsburg.

The assignment of A. Malo & Co., milk dealers, Montreal, has been demanded.

E. Fortier & Fils have been registered as general merchants, Ste. Anne de Beaupre.

The assets of C. Thibault, general merchant, Ste. Anne Des Montes, have been sold.

O'Dowd Bros., grocers, Ste. Cunegonde, have assigned to Bilodeau & Chalifoux.

Z. Demetre & Bros., fruiters and confectioners, Montreal, have dissolved partnership.

J. B. Audet, grocer, Lauzon, has voluntarily assigned to V. E. Paradis; assets were sold July 21.

J. A. Villeneuve, Jr., general merchant, Lake Megantic, has voluntarily assigned to J. Gagnon, Quebec.

J. P. Trahan, general merchant, St. Boniface De Shawinigan, has assigned. A meeting of creditors was held July 26.

Our Travellers

will enjoy a two weeks vacation commencing Saturday, July 29th, to August 12th, both days inclusive. During this holiday we invite you to send in your requirements either by mail, telegraph or telephone, at our expense. We can assure you of PROMPT SHIPMENT and LOWEST MARKET PRICES.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Alex. Desmarteau has been appointed curator to E. Gibault, hay merchant, Ste. Martine. The assets are to be sold.

E. Audet, general merchant, St. Ephrem De Tring, has assigned. V. E. Paradis has been appointed provisional guardian.

L. Pelletiere, general merchant, Charlesbourg has assigned. Lefaivre & Taschereau have been appointed provisional guardians.

Nova Scotia.

C. F. Goddard, grocer, Digby, has assigned to G. J. Daley, official assignee.

New Brunswick.

Fred. L. Corey, grocer, Gagetown, has assigned.

E. B. Snarr, grocer and confectioner, Sackville, has suffered slight loss by fire.

Manitoba and N.W.T.

S. Berger, general merchant, Sinnott Siding, has been burned out.

F. J. Beatty, general merchant, Fannystelle, has been burnt out.

A. Pratt, wholesale confectioner, Winnipeg, has been succeeded by Pratt's Wholesale.

J. M. Closson, general merchant, Broadview, has removed to Pense, having bought out S. G. Marling.

The stock of the estate of John Jewkes, general merchant, Belmont, has been sold at 61c. on the dollar.

The stock of the estate of T. P. Jackson, general merchant, Elgin, was advertised for sale by auction July 31.

D. J. Burke & Co., flour and feed merchants, Winnipeg, have dissolved partnership. P. D. Buchanan has retired.

C. J. McFall & J. Born, of Winkler, doing business under the firm style of the Winkler Milling Co., have dissolved partnership.

Codville & Co., wholesale grocers, Winnipeg have purchased a valuable property from Mr. George Paterson, on which they intend to erect a large brick warehouse next season.

British Columbia.

A. Brenchley, who has been in charge of the Victoria branch of F. R. Stewart & Co., wholesale produce merchants, Vancouver and Victoria, has now become a member of the said firm. Mr. Brenchley will continue in charge of the Victoria branch.

A BOOK ON COTTON.

Cotton Manual: By J. T. Broadbent. Boston: Lord and Nagle Co. Toronto: The MacLean Publishing Co. Price, 75 cents.

This little volume is one of the most instructive treatises which have appeared for some time. No one on the continent is more capable of dealing with the subject of cotton than the author, and his concise and clear statements represent the study and experience of years. The scope of the present work is outlined in the preface. "It will serve as a handy reference book for persons connected with, or interested in, cotton manufacturing, as the arrangement in catechism form will assist in readily obtaining a direct answer to questions bearing upon any particular branch of the study; at the same time the entire volume forms a treatise on cotton from the seed to the mill."

The universal consumption of cotton makes a work on this subject of great general interest. To the drygoodsman and cotton manufacturer it is a necessity. An intelligent consideration of the subject would put a man in a position both to buy and sell more advantageously. In view of the present excitement over this staple the book is particularly timely.

The Trade Calculator and Ready Reckoner—By W. de Vos, Kandy, Ceylon.

For merchants and manufacturers having business with India or the east this book is invaluable. Besides a complete list of weights and measures with their various English and American equivalents, there are numerous tables for the conversion of native money into dollars and cents, interest tables, etc. A valuable section is devoted to quick methods of estimating freight rates by water or rail and tables are also given for working out custom dues. Altogether the book is complete in the treatment of the work which it undertakes.

IMPORTANT PURCHASE.

The Keystone Sugar Co. have purchased the property of the Whitby Harbor Co., at Whitby, Ont., as a site for their big beet sugar factory.

UPTON'S

HOME-MADE

Jams, Jellies, and Orange Marmalade

ARE GUARANTEED ABSOLUTELY PURE

We are now shipping new season goods, and they are very fine.

ISN'T IT SILLY?

It's more than funny!" It's silly and childish—the appeal to sentiment addressed to the retail trade of the country by a few Canning Firms and one of their friends, against a particular concern by much the largest in that business. Their sole complaint is that the Canadian Canners, Limited, is quoting prices too low, and that is also their only argument for seeking the sympathy of the retail trade. It looks rather more like a cry for help!

We feel sure the retailers are very little interested, if at all, in the many articles which have been written on this subject. The Wholesale Trade read them with perhaps just a little less indifference, because they find them amusing. Who has ever heard of a firm succeeding in taking business away from a larger competitor, or getting the preference over him, by holding that competitor responsible for the low figures ruling? It is pure and simple business common sense and fairness that the firm who makes the low prices is entitled to the orders, and the intelligent retailer will place them with it, through the wholesale trade, if he is acquainted with the true facts.

If the Canadian Canners' methods of conducting their business were not right and their products were not of irreproachable quality, over ninety per cent of the wholesale grocers of the country, including the largest firms, would not buy their canned goods exclusively from them, as at present.

To succeed in antagonizing the retail trade against the products of the Canadian Canners, Limited, as is now being attempted, would require better arguments than have been advanced so far.

The Canadian Canners, Limited, offer, through the wholesale trade, the **Finest** Goods at **Lowest** Prices, and we have **80,000** Cases of them for you.

Hudon, Hebert & Cie,

Importing Wholesale Grocers and Wine Merchants.

MONTREAL

The Most Liberally Managed Firm in Canada.

From.. July 29 **TRAVELLERS' HOLIDAYS** To.... Aug. 13

For the next two weeks our travelling representatives will not be on their usual routes, but will be away enjoying their annual vacation. We have made ample arrangements to take good care of your orders during this time, and would ask you to

WRITE, WIRE OR PHONE AT OUR EXPENSE

YOUR ORDERS FOR YOUR REQUIREMENTS

We Guarantee Careful and accurate filling of your orders. Shipment same day as order is received.

Do not let your stock of "NORKA" run low. It's selling

Long Distance Phone MAIN 3803, connecting all Departments.

THE EBY. BLAIN CO., Limited, TORONTO

THE LARGEST EXCLUSIVELY WHOLESALE GROCERS IN CANADA

N. B. Markets.

Office of The Canadian Grocer,
St. John, N.B., July 24, 1905.

PERHAPS we never so appreciated how beautifully cool St. John is in the Summer as this year, when in New York even the dogs and cats die in the streets because of the heat. Away from the salt water, in our own province, and even alongside the salt water, at Halifax, they are not as pleasantly cool as we are. And then the beauty of our surroundings, it is a great mystery so few western Canadians come here. The very much larger number of the tourists are Americans. They have one advantage—they can come by water, and it is a beautiful trip.

Rice continues firm, with quite a wide range of quality offering. Even in such a cheap line it seems a matter of buying at the lowest price, rather than of quality with many. Cream of tartar is firmer.

Oil—Sales of burning oils continue good. The very low price is still held. The orders for Fall have been largely booked. To secure this business buyers get exceedingly good terms. They are fully protected in regard to price. In lubricating, sales are good. Paint oils have a fair demand. Turpentine is still very high. Linseeds are low. Cod oil is in light supply. Prices are low.

Salt—As reported, Liverpool coarse salt is held at rather higher figures. The sale has been large. In fine just a steady sale. Cheese salt in barrels is not so scarce, but the Canadian shippers seem to find it impossible to fill orders.

Canned Goods—Spot sales are just fair. The association do not control the trade here, several of the largest buyers being outside. Locally all the dealers are agreed on selling price. The extreme low price on new peas has led to the idea that all vegetables will be cheap; this does not follow. Both canners and dealers are carrying peas over while on tomatoes market is bare. New strawberries are held at full figures. Salmon is rather lower than last year. Gallon apples are quoted as last season, but this is a line in which sales have been slow for some years. In domestic fish, sardines are plentiful. Other lines such as haddies, etc., short.

Dried Fruit—The chief interest is in the California market. Prunes, which opened so much higher than last year, have already advanced a half cent. Small sizes, which are in demand here, are particularly scarce. Evaporated peaches have also advanced a half cent. Apricots, which opened low, are unchanged. There is much interest in how raisins will open. It is thought at quite full figures. Valencias open quite low. Malaga, loose, on the other hand are quoted high. There is yet no word about currants. Spot market firmer. Peels, figs and dates will show little change. Evaporated apples are higher, but sell slowly. Valencia onions are to hand and quality is good. Dried apples could be bought low.

Molasses— Situation is unchanged. Barbadoes and Porto Rico are the two grades offered. Prices are comparatively low, but are quite firmly held.

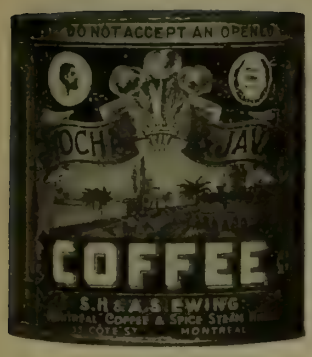
Sugar—Prices are unchanged. There is a good steady sale at this season. Stocks are rather light. There is not yet much confidence in the market.

Fish—Salmon continue quite plentiful. It has been a good season. Prices are rather lower. A few shad are seen. In dry codfish, high figures still rule, but not so firmly held. Pickled herring also are shaded a little, prices have been extarios are off somewhat in price. Manivery low, tend somewhat firmer. Boneless fish unchanged.

Flour, Feed and Meal—In flour, Ontario are off somewhat in price. Manitoba flour seems firm with fair sales. Feed has but a limited inquiry. Oats are scarce and high. Oatmeal firmly held; market is well stocked. Cornmeal is quoted rather higher. While quite often changing in price, changes are slight. Beans, while very dull, are quoted higher.

Green Fruit.

Dealers continue very busy. Oranges high and scarce. Lemons high with a fair sale. Bananas hold firm and sell freely. Some very fair new apples are now being received. Strawberries have been very plentiful. Our local cultivated berries are particularly good. The ruling retail price has been three boxes for a quarter. California pears are high. The first car is to hand. In peaches and plums even figures quoted. Melons and pines have but a limited sale.



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - **53 & 55 Cote St., Montreal**
Cor. Lagauchetiere St.

Just the two best sellers in the **Condensed Milk** line

BORDEN'S "Eagle" Condensed Milk
" "Peerless" Evaporated Cream

There is nothing in the market like them in absolute guarantee of purity.

For sale by all jobbers, or address — Rapid sellers once introduced to your trade

WILLIAM H. DUNN, MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S. — SCOTT, BATHGATE & CO., Winnipeg, Man. — W. S. CLAWSON & CO., St. John, N.B. — SHALLCROSS, MACAULAY & CO.' Victoria and Vancouver, B.C.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. — Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. ***Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON — Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, July 27, 1905.

THERE has been quite an advance in the cheese market, very largely unexpected, but after all, circumstances seem to warrant the advance, perhaps not quite to the full extent of the boom in the country, but meanwhile the situation is certainly very "bullish."

The cheese market has been ruled for some time by the covering of "short sales" which were made at low prices, so that sellers here are losing heavily, while the more fortunate British importers are getting a considerable quantity of cheap cheese, which have kept the markets across the Atlantic down, and thus the legitimate order trade is much handicapped, as importers of these cheap cheese in Great Britain are willing to turn over their purchases at a moderate profit, which means at prices less than what goods for prompt shipment could be secured here.

But now, we are past the June make and actually on July-made cheese, when many expected a reaction to lower prices; instead, we are getting an advance.

The reason of this is that the recent hot weather and the troublesome flies have caused a considerable shrinkage in the flow of milk, and, with the large demand for butter, the make of cheese is actually short; further, with no accumulation of stocks, either here or in Great Britain, there is meanwhile absolutely nothing to check the bullish movement; the demand is on and the supplies are barely enough for this demand; and those who need goods to supply their natural trade must pay the market price.

It is as yet not certain that British importers will follow this very sudden advance in prices at once, but eventually they will have to do this, if they keep on sending their orders here at current quotations. There may be a still further advance expected, taking the cost of present holdings here into consideration. A decline in prices is meanwhile hardly possible; the awkward part is now that the popular "six-penny cut" is not profitable at present cost, and if this price is raised by the retailers, it may check the consumption and cause a slow, dragging market here.

Butter has scored another advance; the price of 23c. per pound has been paid in the country and yet the demand has not been checked; our friends across the Atlantic do not like to pay these prices, as they can no longer retail the butter at a shilling per pound, but the actual demand has been the cause of the advance and present prices are quite likely to hold on.

Evidently, so far this season, this is a year of high prices, which should be a stimulus to the farmers of Canada to increase their herds of cattle and their production of both cheese and butter.

LONDON PRODUCE LETTER.

By our London, Eng., Correspondent.

ALTHOUGH it is officially reported that the London butter market rules firmer, it cannot truthfully be said that business is very brisk. There has been an advance of 2s on fine Canadian, but otherwise prices remain as last week, and a ready sale is not being secured, particularly in saltless. As far as the Eastern Townships are concerned, saltless makes 102s. with difficulty, and salt the same figure. Considering present c.i.f. prices, viz., 102s. salt, and 102s. 6d. saltless, those on the spot should find a readier sale. In all probability the present holiday season has a great deal to do with these dull times, for outward trains are packed with Londoners off to the seaside and holiday resorts. Russian butter on the spot is fetching 90s. to 92s. medium, and 94s. to 98s. best. Latest reports announce that Copenhagen prices remain unaltered (finest 110s. to 112s.) but should prices go up 100s. will be asked for Russian. The shortage of butter from all sources against last year is 7,000 tons, and cold stores are depleted. The excessively dry weather, also, is having a material effect on cattle. Canada is particularly fortunate in apparently having an ample supply of butter, and when about the middle of August conditions become more settled and the demand improves, good business should be done. No more New Zealand is yet reported, either on the spot or on the way, to fill the gap caused by last week's clearing out. In fact there is not an ounce of New Zealand to be had. Some New South Wales and Queensland butter is on the way here, and stiffish prices are being asked for this. Whether the prices asked will be realized time alone will show. Reports from Australia say that later on supplies from that quarter of the globe will be larger, so that Canadian prices will have to be kept as low as possible. Up to now Canadian quotations have been away up. Imports of Canadian butter here from May 1 to July 8 amount to 28,894 cwts. as against 29,756 cwts. last year.

* * *

The Butter Bill is still hanging fire. Mr. Balfour, while admitting the present adulterated practices to be against "the general interests of the agricultural community," claims that the introduction of the bill into the House "at a period of the Session when controversy proves absolutely fatal to any progress," would prove an obstacle to more important matters, and so the matter stands at present.

The improvement in the bacon market, which was commented upon last week, is still on the upward grade, and the increased demand has resulted in improved prices all round. Continental bacon has gone up something like 5s., and Canadian pea-fed bacon has advanced also. Advices show that there has been a falling off in Irish killings. Canadian long hams (green) fetch 59s. to 64s., a slightly stiffer figure than last week. These are London prices. In Liverpool the bacon demand is small, as is also the demand for butter and cheese. Reports from Manchester also say that business is very slow and that the heat is having a bad effect on butter, so that it would appear that all over the country the position may be described as dull, with a tendency to slight improvement.

The cheese position is the brightest at present, and prices are firm with a probability of continued good demand. Fine Canadian have advanced from 47s. to 47s. 6d. and 48s. 6d. New Zealand cheese is following the fate of that country's butter, and is rapidly being cleared up.

PACKING CO. EXCURSION.

The employes of the Ingersoll Packing Co. held their eighth annual excursion and picnic at Port Burwell on Wednesday, July 20, when about four hundred treated themselves to the outing. Games and sports were indulged in and the resources of Lake View Park generally were taxed to the utmost to provide the pleasure seekers with suitable holiday amusement.

Arrangements have been completed for the erection of a large pork packing plant by the D. Gunn Co., at the Union Stock Yards Co., Toronto, to cost in the neighborhood of $225,000.

GERMANS OPPOSE TARIFF.

The German people are being aroused to the bad results which are bound to follow the reactionary tariff policy which their government is about to adopt towards the United States at the instigation of the agrarian element. Consul General Guenther at Frankfort, who is probably the best-posted American consular official in Germany, with the exception of the consul general at Berlin, reports that in an overwhelming majority, the shipping lines, manufacturing and exporting interests, and the working population of Germany, are averse to the new commercial treaties and look with dread upon the prospective effects of the new tariff law.

The chambers of commerce and trade in their annual reports to the government express themselves in a similar way, and have rather dark forebodings as to the future.

Season 1905

HORSE SHOE SALMON

ALSO

***SPRING SALMON*—*"Columbia"* Brand.**
***COHOES*—*"Tiger"* Brand.**
***PINKS*—*"Sunflower"* Brand.**
***"Jacques Cartier"* Brand.**

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

If you want customers to come to you for a good.

HAM

—SELL—

FEARMAN'S

Price Right
Goods Right

Handle Only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—An active demand for provisions of all kinds is recorded during the week under review. Owing to the hot weather which has led to a falling off in receipts of hogs the price of cured meat is generally higher than it was a week ago. Quotations on hogs this week vary from $6.70 to $6.85, and one country buyer is of the opinion that $7 will rule before the week is out. Export quotations on bacon range from 54s to 62s., considerably higher than last week. This is due to increased demand, and lighter deliveries of hogs in Canada and Denmark.

We quote for this week:

Long clear bacon, per lb	0 10½	$0 11
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 11
Small hams, per lb	0 13½	0 14
Medium hams, per lb	0 13½	0 14
Large hams, per lb	....	0 12½
Shoulder hams, per lb	....	0 10½
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	20 00	21 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	0 09½	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	9 00	9 25
" front quarters	5 00	6 25
" choice carcases	6 00	7 50
" medium	6 25	6 50
" common	5 50	6 50
Mutton	....	0 08
Spring lamb	....	0 12½
Veal	0 07	0 09½
Hogs, street lots	8 75	9 25

Butter—The butter market shows signs of additional firmness, receipts being only fair, owing to the hot weather. Quotations are higher than last week in one or two instances. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy prints	0 17	0 18
" in tubs	0 15	0 17½

Cheese—A seasonable demand is noted for cheese and prices are a fraction higher than last week owing to the high prices realized on the Boards. One dealer remarked that he thinks the Board prices have been a trifle high, but it is these that rule the market. We quote:

	Per lb.	
Cheese, large	0 10⅞	0 11
" twins	0 11	0 11½

Cheese Board Report.

(For week ending July 26.)

Board.	Boxes.	Price.
Campbellford	1,385	0 09 11-16 0 09⅞
Madoc	1,110	.... 0 09 15-16
Kingston	335	.... 0 09⅞
Winchester	125*	.... 0 09½
Tweed	465	.... 0 09⅞
Napanee	770	.... 0 09¾
Perth	2,420*	.... 0 09½
Listowel	2,299	0 10 0 10¼
Woodstock	535	0 09 9-16 0 09⅞
Stirling	1,035	.... 0 09 13-16
Peterboro'	5,549	0 09⅞ 0 09 11-16
Picton	1,850	.... 0 10¼
Ottawa	518*	.... 0 09½
Farnham	188	0 09 1-16 0 10 1-16
Huntingdon	247*	0 09½ 0 09 9-16
Belleville	1 700	0 10⅝ 0 10 5-16
Canton	2,3 0	.... 0 09⅞
Utica	8,091	.... 0 09¾

* White and colored.

MONTREAL.

Provisions—The market in the provision lines is reported active. Live hogs are very scarce, receipts being light and prices consequently firm. Hogs on foot are quoted $7.00 to $7.30; dressed $9.75 to $10.00. There is a brisk demand for hams, the market having advanced a cent. Hams of 8 to 12 lbs. are worth 14 1-2c.; 12 to 18 lbs., 14c.; 18 to 25 lbs., 13 1-2c.; picnic, 11c.; bacon, 13 1-2c.; Windsor bacon, 13 1-2c. Lard is firm at quotations. We quote:

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¾
" cases (24 3-lb. tins)	0 08¼	0 09¼

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Travelling Representative WANTED

We have a vacancy on our staff for a first-class advertising representative covering larger manufacturing and wholesale trade only.

Salary to start, fifteen hundred or two thousand, with opportunities for advancement.

Applications invited from high-grade commercial travelers, or other competent men. The position and territory is particularly desirable, and all communications will be treated as strictly confidential.

Address

H. GAGNIER, LIMITED,
Board of Trade Building, Toronto, Ont.

Publisher, "The Clothier and Haberdasher," "The Wine and Spirit Journal," "The Trader and Canadian Jeweler," "The Cigar and Tobacco Journal," etc. (30)

FREE TO BUTCHERS

We are in receipt of a communication from C. S. Page, Hyde Park, Vt., which authorizes us to say to those of our readers who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

WILSON'S FLY PADS

WILL CLEAR THEM OUT

BEWARE OF SUBSTITUTES

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07¼
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07⅝
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Bacon, per lb	0 13½
Hams	0 11½ 0 14½
Extra plate beef, per bbl	11 50 12 00

Butter—Receipts of butter have been fair this week with active demand for all forthcoming, chiefly for export. Prices are considered high and dealers are selling bare to the boards. We quote:

Finest creamery	0 22½ 0 23
Fine	0 22 0 22½
Medium	0 21 0 21½
Fresh dairy tubs	0 17 0 18

Cheese—This has been a boom week in cheese partly owing to the covering of short sales, and the absence of stocks made advance imperative. As yet the market abroad has not responded, a current cable from Bristol being to the effect that there was nothing doing at prices prevailing. We quote Western Ontario 12 1-2c., Eastern Ontaro 10 3-8c., Quebec 10 1-8c. seconds 9 1-2 to 9 3-4c.

Eggs—There is a good demand for eggs with prices firm and of an unward tendency. Receipts are slow and show considerable loss off. Straight gathered stock are worth 16c. to 16 1-2c., straight candled 17c. to 17 1-2c., No. 1 17c. to 18c., and selected 20c. to 21c.

WINNIPEG.

Creamery Butter—There has been a sharp advance in creamery butter and it is now selling to the retail trade at following prices:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks	0 21

Dairy Butter—Jobbing houses are paying country merchants 14c. per lb. for No. 1 dairy butter and 10 to 12c. per lb. for No. 2.

Cheese—Prices are now quoted as follows:

Finest Ontario, large	0 11¾
" Manitoba, large	0 11
" " twins	0 11¼
" " small	0 11¾

Lard—We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—Some slight changes will be noted in the following quotations:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickledspare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

ST. JOHN.

Provisions—Pork, barrelled, is somewhat higher in price and sales are very light. Beef, particularly American, is very scarce. Higher values rule. Pure lard is held firm at high prices. Refined lard has held slightly advanced. Fresh beef is reported exceedingly dull, and prices in both western and domestic are lower. Veal, which is not so freely received, holds quite firm. Lamb which has a good demand, is lower. Mutton, low. Pork is little offered.

Mess pork, per bbl	$17 00 $19 00
Clear pork "	17 50 20 00
Plate beef "	14 00 15 00
Mess beef	12 00
Domestic beef, per lb	0 05 0 07
Western beef "	0 09 0 10
Mutton "	0 06 0 07
Veal "	0 06 0 08
Lamb, each	7 00 8 00
Pork "	0 07 0 08
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10¾
" " pails "	0 11½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—While prices are low and quality must be the best to sell freely, if the hot weather in the country continues prices will be rather higher.

Creamery butter	0 19 0 20
Best dairy butter	0 19 0 20
Good dairy tubs	0 17 0 18
Fair "	0 15 0 16

Eggs—Our market is largely governed by the price on Prince Edward Island, and there they are being more freely offered. Cheap eggs not expected.

Eggs, hennery	0 18 0 20
" case stock	0 16 0 17

Cheese—Stocks are light and prices well maintained. Output in these provinces will be small.

Cheese, per lb	0 10½ 0 11½

TRAVELERS' ADVICE CARDS

There is more or less similarity in the advice cards sent out by travelers to their customers, and a deviation from the orthodox and accepted style is readily remarked upon. The F. J. Castle Co., Limited, Ottawa, traveling staff have lately employed a new style card. Instead of the usual small print giving notice of coming of salesmen with the traveler's name in small, almost inconspicuous type, the name of the salesman is printed in large, bold letters across the centre of the card, with the statement that C. E. Fitzsimmons, or other traveler, as the case may be, will call on or about the ———, with the name of the firm in fair-sized type at foot. As an attention arrester no merchant can fail to be struck with the fact that "somebody" is coming to see him, and that "somebody's" name will impress itself upon his memory. The Grocer was bound to admit that it was a "telling card."

Tenders opened July 24 for the business and plant of the Canada Biscuit Works, Toronto, but were so low that the assets will likely be sold in separate parcels by auction.

Point to that when your customers ask for the ***BEST*** Laundry Blue. They will point to it after trying it once and will insist upon getting it.

The only "NEVER-STREAK" Blue

Pays you a better profit than any other Blue, imported or domestic, because you get more pkgs. to the box.

WRITE FOR FULL PARTICULARS—A POSTCARD WILL BRING PROMPT REPLY

For sale by your jobber **J. M. DOUGLAS & CO., MONTREAL**

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

The value of essences is estimated by their flavoring power, not price.

Shirriff's Flavoring Essences

will go further than any others. Do you carry them?

Imperial Extract Co.
TORONTO

Why not handle the **Best Goods,** That give you the **Best Profit,** And that are the **Best Sellers?**

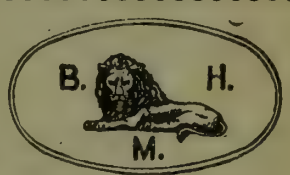
That is

Capstan Brand Worcestershire Sauce

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

HOT WEATHER



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BUILD UP SMALL INDUSTRIES.

PROSPERITY has been so general in this country of late that the very air seems to breathe of it and people look for it as a matter of course. At the present time the grassy meadows, the fields of growing grain, the loaded orchards and the contented cattle proclaim the fact, while the activity in the warehouse, the busy mill and workshop, running night and day in many instances, tell more plainly than many written chapters the prosperous state of affairs. In spite of this there is many an older settled town and village in Canada at a standstill, when such need not be. The large cities are growing larger, the west and north are being settled in a satisfactory manner and yet a large number of the smaller centres look on and wonder why they do not share in the general advance. They cannot imagine why things do not come their way.

The reason is obvious. They are asleep. Like the ancient town of legendary fame, they have sat down to rest, unable to realize that they have within themselves the potential energy—brains and capital—that rightly directed would double the municipality's population in a few years. While this is not a general state of affairs, the places that should feel guilty on the subject are not few. There isn't a town in Canada included in this category but has men of means, whose capital is unproductive—unproductive beyond the interest of a savings' bank or a loan or mortgage. Such capital placed toward starting a number of small industries of the right sort in the community would act as a magician's wand and change the whole order of things within half a generation.

In most cases towns owe their present size to a few men of pluck and enterprise, who, starting in a small way, have built up manufacturing industries that have been the mainstay of the people.

Since this has been, what greater results might be expected to-day where conditions for manufacturing are so much better than formerly. Because some places have had their fingers burned bonusing something that has not been successful, the moneyed men therein twist a few extra coils around the necks of their money bags and shake their heads at the thought of promoting an industry. Bonusing questionable industries has been an evil in the past and must continue so. A concern started with the sounding of trumpets and the clashing of cymbals by outside individuals with a town's money may succeed all right—many times it hasn't—but let the same industry be started with private capital, the men interested sitting at the directors' board, and there is little danger of the outcome.

Half a dozen smaller concerns covering a variety of manufacture give more stability to a place than a single plant six times as large as the average of the others. If the towns that have not grown appreciably within the past few years would give the matter a thought, and if the men who have the stock in trade to promote industry are public-spirited enough to do so, the way to bring their native or adopted place forward should be clear before them. A number of industries started either under one or separate management and rightly looked after can hardly fail to bring about the desired result.

THE HOLIDAY SEASON.

DURING July and August nature extends an invitation to business men to break away from the strenuous life of modern commercialism and fraternize with the birds and plant life of farm and forest. Nature is at its best at this season, and the influence of the fresh air and Summer warmth, free from the cares of business life, is what is most needed by the man who has been giving his best energies for months or years in developing the business he is engaged in.

It is a good investment to exchange a few dollars for health and happiness, and every man owes it to himself, as well as to those dependent upon him, to take a brief respite from business activity during the warm Summer season. And if this reasoning is correct it applies to the clerk as well as the merchant. A holiday will do the clerk as much good as the employer, and recognition of faithful services by the granting of a week or fortnight's holidays at the employer's expense will do much in encouraging the employe to do his utmost to further the interests of the appreciative merchant.

A fresh, vigorous brain will give better service than a fagged one. The saving of a few dollars now by economizing on a vacation will not pay if it means a break down next season and a heavy doctor's bill to pay then. The Summer is the time of gladness, and it is a paying investment to partake liberally of the opportunities provided for communing with nature. Take a holiday this month and encourage those associated with you in business to do likewise.

THE MAPLE SYRUP QUESTION.

"CAN any good thing come out of Canada," is a question which would rouse the righteous indignation of any loyal Canadian, and yet we sit still and wink while certain manufacturers turn out spurious food products. The difficulty is not that the manufactured product is not wholesome—but that it is a sham—and the consumer does not get what he bargains for. The practise may have the warrant of expediency or economy, as far as local trade is concerned. The manufacturer, however, is living only for the present who allows his trade-mark to be affixed to an article that is not what it is represented to be. Even now the English consumer is complaining because maple syrup "Made in Canada" is lacking in the real maple flavor. It is to be regretted that a few Canadian manufacturers are so forgetful of their interests as to necessitate what might be appropriately dubbed a Government detective service. Out of 212 samples of maple syrup and sugar collected by the Inland Revenue Department in February last, no less than 116 were found to be adulterated, leaving 8 doubtful and 88 (or less than a third) genuine. Two collections were made, one previous to the maple sugar season, and one after. In

the first lot only 24.3 per cent. of the samples were found to be pure, while 63.4 per cent. were genuine in the next collection. By way of extenuation—poor as the plea may be—it is urged that where the samples were found impure the cause was always "adulteration by foreign sugar." We suppose the manufacturers must have in view an article "for price" when they indulge in mixing. In fairness to the consumer, however, such manufactured products should be labeled "compound," and it is to be hoped that the Inland Revenue Department will continue to prosecute the good work it has begun in this direction until the nefarious practice is stamped out for all time.

SHOULD RETAILERS SOLICIT?

IN these days of fierce competition it is frequently debated whether the retail trade should adopt the aggressive methods of wholesale dealers and endeavor to force business upon the consumer.

Should the grocer fold his hands and wait for business to come to him, serene in the consciousness that he doesn't need to become a pedlar, or should he emulate the manufacturers or jobbers from whom he himself buys and put a little more of the personal element into his business?

In considering this question, the dealer cannot deny that it is always desirable to increase the number of sales; and, in the grocery business especially, the best means to do it is to make buying as convenient and pleasant as possible. And this latter problem, too, will be differently solved in different localities; different methods would have to be adopted in large cities and in country towns.

In large cities some retailers are trying to capture this trade by adopting the Marshal Field method of making their places of business pleasant and comfortable for customers, some going so far as to instal free telephone booths and reading and writing rooms. But in the smaller places this is quite impracticable.

Even in the least populous localities, however, the grocer can add to his business by keeping his store neat and attractive. If a customer comes in to buy a pound of tea, it is because he needs it. But, if he happen to see a nice array of fancy bottled goods it is often possible for the salesman, by a little judicious urging, to sell him a great deal more than he intended buying at first.

The number of Canadian grocers who go so far as to send their men out to solicit trade direct is rapidly increasing. Many have adopted the plan because they feel the necessity of giving the very best possible service to their patrons, and prefer, moreover, not to allow competitors the ghost of a chance of getting into the good graces of trade they have fought for and won. They have come to realize the value of the personal element in an aggressive campaign—to a large extent the secret of successful merchandising in competition with home trade, as well as the mail-order houses which threaten to become an important feature of Canadian trade.

COPYING CANADA.

ONCE again the Mother Country has followed the lead of her "Premier Colony" in matters of trade; this time in the formation of an association, representative of British manufacturers and trades interested in export business, to be known as the Manufacturers' Association of Great Britain. The object of the new institution will be similar to that of the Canadian Manufacturers' Association, namely, co-ordinating the various industrial forces and co-operating among the leading manufacturers and merchants, chambers of commerce, etc., to promote and expand British trade in foreign and colonial markets.

Watch the temperature of your store, says the scribe, and see to it that your warehouse, storeroom and cellar are properly ventilated. Midsummer weather is here and unless you are careful your grocery stock will be damaged by the excessive heat and humidity of August. Neglect to keep the air of your store pure and in circulation will rob you of profit faster than you can make it, and keep you guessing why your capital is not increasing in proportion to volume of business done.

The working machinery provides for commercial agents in all parts of the world, similar to the Canadian commercial agency system. These agents will report on openings for trade and local changes and conditions within their respective spheres, and disseminate such information among firms whom it will most benefit. A trade index of British manufacturers will also be compiled in the chief commercial languages of the world, and distributed free to chambers of commerce, mercantile houses, and other business interests at home and abroad. Information regarding the commercial standing of business firms or mercantile houses, railway rates and shipping freights all over the world, will be collected and supplied, and a staff organized capable of corresponding on technical and commercial subjects in any language, and of translating commercial catalogues and similar documents. One of the main objects of the association will be the dissemination of knowledge of British goods in all possible over-sea markets.

PROGRESSIVE JAPAN.

THE newly-discovered nation of Japan continues to forge ahead in a way that surprises even the most sanguine of her supporters. In manufacturing, the Japs are already in the very front rank, and so keen has Japanese competition become in their home market that British and German traders show signs of alarm. A few years ago the foreigner brought his goods to Japan and succeeded in cultivating a first-class demand for them. It was not long before it began to dawn upon the unsophisticated Jap that he was paying out money to a stranger for something that might as well be produced at home. Directly he set about copying articles of foreign manufacture with such imitative skill that even the connoisseur to-day finds it difficult to distinguish between the copy and the original.

Japan has not been slow to make the most of such opportunities as were afforded at the Osaka Exhibition, held recently in Japan, and it would not be surprising if her aggressiveness in trade and commerce were to extend to Canada within the next few years. Even now there is talk of certain Japanese interests going into the fish canning business for export trade.

Ernest L. Harris, commercial agent at Eibenstock, Germany, writes to the New York Journal of Commerce on the subject as follows:

"The products of Japan's industries are gradually forcing themselves into various markets of the world, where their competition is being felt by English and German traders. Japanese ingenuity and industry are beginning to exert an influence to such an extent that their exports are increasing, while at the same time the markets in Japan are passing more and more into the hands of home manufacturers. This is causing a reduction of imports. It has long been thought that the Japanese were masters of the art of imitation, but it is now generally admitted the world over that they also possess powers of great initiative.

"A recent report of the British consul at Kobe records the fact that the import of cotton yarns shows a big decrease, due to the increased growth of the Japanese industry, which is gradually but surely ousting Lancashire coarse cottons from the Japanese market. Among woolen manufacturers the outlook for imported goods is not bright. The manufacture of flannels in Osaka has improved to such an extent that imports of this article have fallen off considerably. Japanese manufacturers today are producing the cheapest kind of cotton underwear, socks, toilet soap and lamps. The indigo and tobacco trades are also rapidly passing into Japanese hands."

With the Canadian Manufacturers' Association Excursion Party in England

Messrs. McNaught, Ballantyne and Firstbrook discussing weighty affairs.

Excursionists taking the electric cars at Sheffield.

Colonel Gartshore of London and Lloyd Harris of Brantford "on a toot" up the Thames.

Mr. Dennis Murphy of Ottawa and Mr. Callahan of Hamilton, talking it over.

A group of Winnipegers at the Ascot races.

Mr. and Miss Sweet taking it easy. Mr. Sweet is Manager of the Sanford Clothing Co., Hamilton.

R. C. Wilkins of Montreal taking a sun bath with a friend.

Mr. and Mrs. David Waterous of Brantford playing Shuffleboard.

The Most Remunerative Stock that any Grocer can handle is

"SALADA"

Ceylon Tea, Black, Mixed or Green, as it sells without assistance and pleases customers.

No Shrinkage

No Waste

Profit is "Actual," not Visionary.

Write for samples
"Salada," Toronto or Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

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Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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AGENTS:
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Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

A GOOD PROFIT and A GOOD ARTICLE

Lily White Gloss Starch

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything, in fact, that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, July 27th, 1905.

JOBBERS on the whole are quite satisfied with conditions, considering the season. The demand for sugar has been larger than usual, in fact, the last week, say refiners, was the largest in years. A reduction of 2 cents on Barbadoes molasses was the result of slowness of movement noticed heretofore. Syrup is a little better. Teas are showing a little more life than last week, while coffees are without particular feature. Spices are more active and firm. Canned goods are being watched closely and old pack goods are being unloaded. Fish are meeting a good demand with receipts rather slack. Both rice and tapioca are firmer. In California dried fruits the indications are for higher prices. In Mediterranean fruits, currants have advanced in consequence of the signing of the convention by the Greek Government. There is a bullish movement in dairy products and provisions. Hogs are higher and pork products consequently firmer. Butter, cheese and eggs also show an advance upon last week. Flour is quiet but firm, while rolled oats are without change. Collections are reported about fair.

Sugar—There is no change to report in the sugar market this week up to time of writing. The demand is good and keeps prices steady, which were perhaps a little inclined to weakness. We quote:

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and 1½-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—On Thursday of last week the prices of Barbadoes were reduced 2 cents as the demand was found to be slow, and jobbers were of opinion that the reduction would result in greater movement. It is the opinion of some of the trade that less molasses is being used. The demand for syrup is reported a little better. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Teas—The market in teas generally is firm. The gain in Japan has been fully maintained with no prospect of lower prices. Business has been fairly good and quality received here so far shows up all right. There is no change to report in Ceylons. The opening market has shown increased offerings and better quality with firm tendency. Increased offerings in green Ceylons are also reported and have been taken up readily. Indians are a little firmer than last year. The local market in Japan, although quiet, is beginning to respond, and the feeling is good.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders'	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—There are no changes of imporance to report in coffees. The situation has perhaps improved a little since last week in the way of demand, but the market is still quiet and prices remain firm and unchanged. We quote:

Good Cocutas	0 11	0 11½
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11
Santos	0 08½	0 10

Spices—The spice market sees an improving activity and a larger demand for peppers and other leading lines. The tone is very firm and prices may go up shortly. This is due, as stated last week, to shortage in pepper and nutmeg crops as well as in some others.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—The interest of the trade is centered in these lines and the prices for the remaining fruits and vegetables are eagerly awaited. In the meantime orders are being placed for future delivery. Some houses finding themselves with peas, strawberries and salmon of last year's pack on hand in larger quantities than they can readily dispose of, are getting out from under at a loss. But retailers are as a general thing buying on a from hand to mouth basis.

Wholesale limited selling prices in salmon for 1905:

Wholesale limited selling prices in salmon for 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms: Net 30 days, or 1 p.c. 10 days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, srandard	4 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 20
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " standard	5 00
Gals. " solid pack	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " standard	4 75
2's Rhubarb, preserved	1 15
3's "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " 1904 pack	1 60
2's preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

New Canned Goods for 1905:

Strawberries.

	Group No. 1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55

2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Fish—According to opinion of leading fish dealers, the trade is in a very satisfactory condition, the demand being good for this time of the year. Stocks of fresh fish are getting light, however, owing to small arrivals and large requirements. Gaspe salmon and mackerel are about finished. Very few only are coming in. Dore is scarcer and prices, it is believed, will go up shortly.

About the only lines in sufficient supply on the local market are the lake fish, trout and white fish, which arrived in good lots, and haddock and steak cod. Generally all other kinds are not plentiful. There is little doing in salt and smoked fish. We quote:

Black bass	0 10
Fresh mackerel, per lb	0 09
Gaspe Salmon, per lb	0 14
Sturgeon	0 09
Dore, fresh	0 09
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 06
Fresh halibut	0 13
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 0½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—Tapioca is firmer, with prospects of higher prices, the advance of 1-2c. on primal markets making cost laid down here about 3 cents. A circular from the rice mills indicates a possible shortage in Rangoon rice and lower prices are not looked for. We quote:

B rice, in 200 bag lots	2 95
B rice, less than 10 bags	3 65
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Foreign Dried Fruits—Except in currants the market in Mediterranean dried fruits remains in its usual Mid-summer dormant conditon. Currants are buoyant. The convention having been signed by the Greek Government, prices have advanced at least 1s. per cwt. and with but a smallt stock of last year's crop remaining in first hands it would not be surprising to see a still further advance in the near future. The market for California dried fruits is very firm indeed. Freshly seeded 1904 raisins are now 1-2c above the opening price with a further advance in sight. Prunes are very strong and the present prices demanded by growers are fully 1-4c. to 1-2c. above what early sales have been made at. Higher prices will certainly rule for first class standard goods. The apricot market is unchanged. No intimation is to be had as to the prices of new raisins, but the crop promises well, although somewhat late. The outlook for California goods is strong. It is said that considerable old stock seeded raisins, even as old as 1903, is being put on the trade.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	**Per lb.**	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

Maple Products—Maple products are at present in the dead season; there is no demand for either. No important change will now take place before Fall. No changes are reported in prices, which hold firm.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—Business is dull in honey. Very little demand. Dealers are now trying to get rid of their old stock in order to make room for the new honey which will arrive soon. No change in prices is quotable.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—Beans are in fair demand locally. Owing to scarcity, prices hold high and firm. No improvement is expected soon, or even at all, considering that the crop is short and not of the finest.

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—The usual quietness prevails in hops. Stocks continue light and demand limited. No improvement is expected before the Fall. Prices are firm and unchanged.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples—There is no change in the condition of the trade to report. Hot weather preventing consumption of evaporated and dried fruits, the demand is only nominal and sales but occasional and small. Evaporated apples, 6 1-4c. to 6 1-2c.; dried apples, 3c. to 3 1-2c.

Flour, Feed and Meal.

Flour—No important change has taken place in flour. The prevailing tone of the market is firm but said to be a little quiet. Wheat continues firm and high and consequently the cost of flour will not decline. Exports are not very large, English buyers refusing to buy on account of our high prices. On the whole the local market is featureless. We quote:

Royal Household		5 70
Glenora		5 40
Manitoba spring wheat patents	5 40	5 60
" strong bakers	5 10	5 30
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

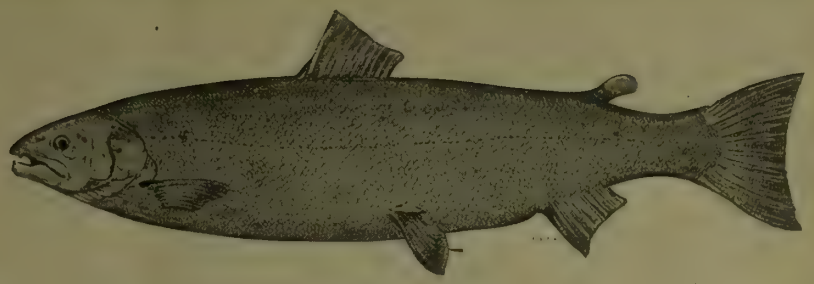
Feed—Feed continues to be in fair demand; bran particularly is firmer owing to a better demand, mainly for exports. In consequence the margin of prices is much reduced. Mouillie, though, is somewhat quiet. We quote:

Manitoba bran, in bags, per ton		16 00
" shorts	19 00	20 00
Ontario bran, in bulk	15 00	16 50
" shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—Rolled oats are still on the quiet side. Oatmeal is in very small demand as well as oats, which are lower. Prices remain firm and unchanged as yet. We quote:

Fine oatmeal, bags	2 85	2 90
Standard oatmeal, bags	2 70	2 75
Granulated " "	2 70	2 75
Rolled oats, "	2 20	2 25
" bbls		5 50
" 90-lb. bags		2 65
" 80-lb. bags		2 30

Hay—The market is practically the same. The tone is firm, particularly in No. 1, which is scarcer owing to recent



Fraser River Fancy Sockeye Salmon

GAZELLE BRAND

Quality. **The Very Finest.** Equal or Superior to that of any brand on the market, and absolutely inferior to none.

Label. **Embossed.** The most Original, Attractive and Artistic yet seen anywhere, being the finest production of the highest skilful workmanship in lithographing.
Write for a sample label. Every tin wrapped in tissue paper.

1905 PACK. FALL DELIVERY.

Price. **$1.50 per Doz.** F.O.B. MONTREAL.
Lots of 5 Cases or more, freight prepaid to any boat point or railway station in ONTARIO and QUEBEC.
Terms: Net 30 days or 1 per cent. 10 days.

Full Delivery Guaranteed. **We have never yet delivered less than 100 per cent. of any goods we sold, no matter how short, poor or otherwise unfavorable the conditions of crops, fishing or packs, and we are not going to begin this year.**

WHAT WE SELL WE DELIVER

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada.

Shrimps, per gal.	1 15	1 25
White fish, per lb.		0 08

Grain, Flour and Breakfast Foods.

Grain—A quiet grain market rules for the week, the only changes being a drop of 2c. in red and white wheat, and 1-2c. in oats. There is some new wheat offering on the market already which has a tendency to add interest to the trade. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1 (nominal)		1 16
" " " No. 2	1 10	1 11
" " " No. 3		0 94
Red, per bushel,	0 92	0 93
White "	0 92	0 93
Barley "	0 50	0 52
Oats "	0 47	0 47½
Peas " nominal	0 77	0 78
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 66	0 67

Flour—The only quotable change in flour is a drop of 10c. in Ontario wheat patents. The market continues quiet and is without particular indications. We quote:

Manitoba wheat patents, per bbl. in bags	5 00	5 50
Strong bakers " "	4 80	5 20
Ontario wheat patents " "	4 60	4 80
Straight roller " "	4 50	4 60

Breakfast Foods—The demand for breakfast foods continues steady and prices are as last advised. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 30
Rolled wheat in boxes, 100 lbs.	2 90
" " 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Trade in hides and wool is light as usual at this season and there are very few changes to record in the market. Sheep skins have been crossed from our list and rejections added, which are bringing 20c. Unwashed and wool washed fleece are each up 1c. this week. We quote as follows:

Hides, No. 1 green steers, per lb.		0 10
" " 2 " "		0 09
" No. 1 green, per lb.		0 09½
" " 2 "		0 08½
Country hides, flats, per lb.	0 08½	0 08½
Calf skins, No. 1, selected		0 10
" " No. 2		0 08
Lamb skins, each		0 55
Shorn pelts "		0 45
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, new clip, per lb.		0 16
Wool-washed fleece		0 26
Rejections		0 20
Pulled wools, super, per lb.	0 21	0 23
" " extra "	0 22	0 24

B. C. Markets.

Vancouver, July 20, 1905.

SELF-SUPPORTING in so far as agricultural and dairy products are concerned, will be the realized ambition of the Province of British Columbia in another decade. There will, of course, be one important exception, and that is in the supply of flour. British Columbia can hardly ever hope to extend its wheat-producing area. There is at present a fair quantity of wheat raised in the Okanagan district, but the acreage now raising wheat will become so valuable as fruit-growing land that the change will be made soon or late. The lack of wheat, however, is bound never to be felt, as the vast market of the Northwest will absorb all the surplus fruit raised in the province for many years to come, and in return British Columbia will continue to reciprocate by purchasing the flour and wheat needed for consumption here.

The predicted movement towards expansion in all branches of agricultural industry is becoming fulfilled, and the advance this year is not only remarkable, but it is extremely gratifying to those whose efforts have been towards the establishment of the industry on a basis that will make of it a factor in the province's prosperity.

This year, the promising crop returns in almost every line and the very large number of people coming into the country to locate on land, have both turned attention to agriculture. New districts are being rapidly filled up in the northern part of the province long in advance of transportation. The Pemberton Meadows District, Bulkley Valley, Nechaco Valley, and other localities, have been investigated by numerous people and land secured. The Similkameen, which is so soon to be in communication by rail with the rest of the province, is being filled up, and the land movement amounts to a boon. This district, so close to the coast, when railway connection is complete, and so favored as to climate, is bound to be a great rival of the Okanagan. The latter district has this year increased the number of its settlers more than in any previous season. The Fraser Valley, too, has been having somewhat of a boom in settlers, and much new land has been brought under cultivation.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, July 27, 12.30 p.m.

BUTTER—Tone continues firm; active demand. Fancy, 22½c.; good to fine, 22c.

CHEESE—Market active and demand good. Eastern, 10⅝c. to 10¾c.; Ontario, 10½c. to 10⅝c.

EGGS — Demand steadily improving. Selected fresh gathered, 17c.; straight, 15½c. to 16c.

PROVISIONS — Market very strong; live hogs, scarce owing to light receipts, good demand; firm at 7½c. to 7⅝c.; dressed hogs, scarce, brisk demand, 9⅜c. to 10c., expect higher prices; hams, 13½c. to 14½c.; bacon, 13½c., both in good demand and not plentiful; higher figures expected.

In the Fraser Valley the oat crop is the large grain factor, and that, with hay and dairy products, makes the chief source of revenue of the settlers of the lower Fraser Valley. In the Chilliwack District fruit is a large factor, and in some other districts up the river, such as Langley, Maple Ridge and Agassiz, the fruit is also a big item. In Kent and Chilliwack municipalities, and at Squamish, at the head of Howe Sound, hops form one of the principal products. This is also one of the industries of the Okanagan round Vernon.

* * *

From Kamloops comes the report that a large number of cattle have been shipped back to Calgary to be fattened on the ranges there, as the up-land ranges round Kamloops have become too dry. The snowfall last Winter was very light, and the district, known as the Dry Belt, is never noted for rainfall in Summer. On the other hand, the Alberta ranges have had an unusually heavy rainfall this season, and the grass is therefore much better than usual. It was decided by some large stockmen that it would pay in the end to take the cattle down to the plains to finish them off in time for Fall shipment.

* * *

The steamer Henriette took north this week a cargo of 1,000 tons of flour and feed, consigned to Dawson and other northern points. Some of the consignments were for N.W.M.P. posts along the Yukon. The White Pass & Yukon Railway Co. announces a cut of $7 per ton on hay and oats and other feed. The rate for the time being will thus be $48 per ton on hay and $43 per ton on oats and feed from Victoria and Vancouver to Dawson. The announcement was made to run the rate concurrently with the special commodity tariff from July 1 to Aug. 15, so that all shipments of hay and feed made since July 1 will be given the benefit of the new rate.

One reason for the temporary cut rate is to urge early shipments, as dealers in the past have held back on feed and hay to get the new crop to ship in. In other seasons the result has been that large quantities of feed and hay have been hung up at White Horse, and there has been a shortage down the Yukon all Winter.

The B. C. Sugar Refinery this week received 700 tons of raw sugar ex Kosmos line steamer Theban, from Corinto, which the steamer picked up en route from Hamburg to this port via South American ports. The refinery receives large quantities from Java, and the shipments from South American points are, as a rule, much smaller.

Eggs, local fresh, have become suddenly scarce. The hot weather may account for it, or that early moulting hens have knocked off laying for the time. Already 40c. per dozen, retail has been paid in some instances. The price wholesale, however, is about 28 to 30c.

Butter is still in fair supply, and practically all local in origin. The season has been an extraordinary heavy one in production, both in creamery and dairy. Creamery quotes at 25 to 27c. wholesale, with dairy about two or three cents lower in range.

Wet weather three days spoiled the last of the cherry crop, and a good many raspberries as well. There are a few cherries still coming in, but many of them were cracked with the wet. The price is 10c. per lb.

Raspberries are fairly plentiful and sell at $2 per crate of 24 one-pound boxes.

Apricots from Washington have taken possession of leading place in the fruit market this week, being in large quantities. The price runs $1 per crate retail. A few apples and pears from California are in, but prices are above normal yet, owing to the small lots in hand. The supply is expected to be larger, especially of pears, after this week.

The arrival of yellow Crawford peaches for preserving commences this week. Reports from California are that the crop is a very good one this year. California plums are in big supply at low prices.

Local fruit does not yet include plums, but from all reports there will be a big crop. The New Westminster Fruit Preserving Co., also the cannery in Vancouver, are putting up large quantities of berries and cherries, and have contracted for big supplies of other fruits later.

The supply of new potatoes from local sources is becoming very liberal, and prices have dropped materially, the average being now 1½c. per lb. Fresh cabbage of local growth, celery and other vegetables, are in good supply. Marrows, cucumbers and onions are also of local production entirely now.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, July 27th, 1905.

EXHIBITION week is always a busy one in Winnipeg and as this year it is the occasion of the meeting of the Retail Merchants' Association there is an unusually large number of merchants in the city and the wholesale men are busy extending a welcome to their customers. From all parts of the west, exhibition visitors bring cheering crop reports and it is evident that the western trade expect an unusually prosperous season.

Sugar prices are steady and as this is the season of heavy consumption there is a very strong demand from the retail trade. There are no new developments in the canned goods market, but already the low prices on certain lines have induced very heavy buying. The first arrivals of the new season's apricots were snapped up in a hurry and at the moment it is doubtful whether any of the new goods are obtainable on the local market. However, large supplies will be available in a few days and prices will be lower than for the first arrivals. There are no price changes of importance this week. About the only change worthy of note is an advance from 65 cents to $1.00 per lb. on Horseshoe Snuff.

Sugar—Prices have been steady now for a month. This is the season of increased consumption and orders received are large in spite of the fact that the future of the market is uncertain. Buying is still only for immediate requirements, but those requirements are large. We quote:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 55

Canned Goods—Low prices on several lines have induced very heavy buying. There are no new developments of note and we quote again as last week:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 23
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2's, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's "	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No. 2), Sweet Wrinkle, 2's		1 88
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 00
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 25
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
" " " 10 to 25 cases		6 10
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz		1 25

Picnic Supplies List—We quote:

Boneless chicken, lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 25
" " ¼ lb. talls, per 4-doz. case	10 35
" " 1-lb. talls, " "	14 50

Lime Juice—There is a good demand at steady prices. We quote:

"Montserrat," pints, per doz	4 25
" quarts, "	7 00
Local brands, pints. "	2 50
" quarts, "	4 50

Salad Dressings—Quoted as follows:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Macaroni and Vermicelli—New stock is quoted at 9c. per lb., and is put up in 1-lb. boxes.

Spices—Market is firm and without new features. We quote:

Pepper, black, per lb		0 20
" white, "	0 28	0 30
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 18
Allspice, "		0 14
Ginger, "		0 18
Cloves, whole		0 25

Rice, Tapioca, Etc.—As noted last week, tapioca is very firm and an early advance may be expected. We quote:

Rangoon rice, per lb	0 03¾	0 03¾
Patna " "		0 04½
Tapioca, per lb		0 03½
Sago, "		0 03½

Pot and Pearl Barley—We quote again the reduced prices given last week:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrup and Molasses—Prices are steady We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb		0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee—Quoted now at a slight reduction. Prices are:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Prices continue as quoted last week.

C & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Le'hbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 08
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts,		0 11½
Jumbos		0 14
Walnut, per lb		0 12
" (shelled) "		0 25
Pecans, per lb	0 15	0 16
Brazils, per lb		0 16

Foreign Dried Fruits—The first supplies of new season apricots arriving on the local market were snapped up in a hurry and there are probably none available at the moment. However, large supplies will be here within a few days and they will be sold at lower prices. We quote:

Valencia raisins, Trenor's, f.o.s., No. 1 grade		1 90
" " " No. 2 grade		1 80
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package		0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 05
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 07
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choicc, in 25-lb. boxes, per lb		0 11½
Apricots, choice (August delivery), in 25-lb. boxes, per lb		0 09½
Apricots, standard (August delivery), in 25-lb. boxes, per lb		0 09
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 19
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests, per lb	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—Quoted as follows:

Lake Superior trout		0 09
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 14
B.C. salmon	"	0 10
Halibut	"	0 20
Flounders	"	0 06
White fish (L. Winnipeg), per lb		0 05½
Pickerel		0 05
Jackfish		0 03½
Finnan haddie		0 09
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09

"Bluenose" " " " 20-1's "	....	0 07
"Acadia" " " 2-lb. boxes "	....	0 09
" " " 4-lb. " "	....	0 09
" " shredded, 24 cartons, per bx.	....	2 00
" " " bulk, in 15-lb. boxs.	....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	....	5 00
" " " per 20-lb. pail.	....	1 20
Salt mackerel, in 20 or 30-lb. pails	....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	....	0 08
Smoked halibut strips	....	0 11
Kippered gold eyes, per doz	....	0 45
Yarmouth bloaters, 60 in box, per box	....	1 50
Lobsters, fresh boiled, per lb.	....	0 25
Caviar, extra, small jars, per jar	....	0 40
Frog legs, 6 doz. in box, per doz.	....	0 40

Evaporated Apples—Orders for large quantities are being filled at 7 1-2c., but this price will not last very long in view of the strong position of outside markets. We quote as last week:

Evaporated apples (choice), 50-lb. case	....	0 07½
" " (fancy), "	....	0 08

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	....	....	0 40	0 45
" " 3 " "	....	....	0 70	0 73
" wire hoops, 2 " "	....	....	0 60	0 63
" " 3 " "	....	....	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—No changes are reported. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....	2 10
40-lb. " "	....	2 15
20-lb. " "	....	2 20
8-lb. " "	....	2 50
Cornmeal, in sacks, per cwt	....	1 80
" in ½ sacks, "	....	1 85

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	....	2 00
" " 5-lb tins, 1 doz. in case, per tin	....	0 50
" " 10-lb tins, 8 in case, per tin	....	1 00
" " 60-lb tins, per lb.	....	0 07
Fancy comb honey, 2 doz. to the case, per doz.	....	2 50
" " " " per case,	....	4 75

Eggs—Buyers are now paying country merchants 16 cents per dozen for eggs delivered in Winnipeg. Prices are proportionately less at country points according to the distance from the city.

Green Fruits.

California fruits are arriving in large quantities. Prices are as follows:

Minnesota raspbereies, 24 pts, per case	....	2 25
Tragedy plums (California), "	....	2 00
Plums (other varieties), "	....	1 75
California peaches, per case "	....	1 50
Apricots, per case	....	1 75
California Bartlett pears, per case	....	4 50
Watermelons, per doz.	5 00	6 00
Late Valencia oranges, 120's	....	4 75
" " 150's	....	5 25
" " 170's to 250's	....	6 00
Fancy Cal. lemons, 300's and 360's	....	7 00
10c. off in 6-case lots.		
Bananas, fancy limons, per bunch	2 75	3 25
Pineapples, per doz	....	2 50

Vegetables.

Parsley "	....	0 40
Mint "	....	0 45
Native onions, per lb.	....	0 04
Carrots, per husn	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz.	....	1 20
Tomatoes, 4 baskets in crate, per crate	....	1 75
Lettuce, per doz.	....	0 50
Radishes "	....	0 50
Cucumbers "	....	1 00
Green onions, per doz.	....	0 40
Egyptian onions, per lb	....	0 03½
New California cabbage, per lb.	....	0 03
Australian onions, per lb.	....	0 05
Bermuda onions, per case	....	2 25
New Potatoes, per lb.	....	0 02

Buyers of Eleme figs should communicate with H. P. Eckardt & Co., Toronto.

N. S. Markets.

Halifax, N.S., July 24, 1905.

JOBBERS report a fairly good trade in groceries with prices steady. Sales of sugar have been large during the week and dealers have been kept busy filling orders. The demand for this article has been even greater than anticipated. The refiners also report the demand heavy. There has been a fractional decline in the price, and the retailers are now selling sugar at 6c., or 17 lbs. for a dollar. Sales of molasses are falling off perceptibly. The price is unchanged. Dealers here have still very large stocks on hand.

Fruits and Vegetables.—New potatoes advanced 25c. per barrel during the week. The demand for new potatoes was exceptionally good and some dealers found difficulty in filling orders. The new potatoes are American and the shipments received here were not very large. It is expected that new Nova Scotia potatoes will be placed on the market by the end of the week. Owing to the backward season local-grown potatoes are much later than usual. Some dealers who had large holdings of old potatoes, finding that there was a shortage of new stock, took advantage of the market and advanced the price ten cents per bushel. American cabbage is quoted at $1.75 to $2 per barrel. A small quantity of local-grown cabbage was placed on the market on Saturday. The article was only about half matured, but it fetched 60 cents per dozen. Carrots, turnips and beets, all local grown, are now on the market, each being quoted at 50c. per dozen. Beans are worth $1.75 to $2 per box, tomatoes $3 per crate of 40 lbs., and cukes at $4 per box. Bananas are quoted at $1.75 to $2 per box, lemons (new) from $5.50 to $6 per case of 300 count, California plums from $1.50 to $2 per box, and Jamaica oranges $4.50. A good shipment of the latter was received here, but the fruit is quite green, and the sales have been slow.

The demand for smoked meats and salt pork is good. The supply of the former has not increased very much, and in consequence the price is still very firm. In canned goods the demand is falling off, as the fresh articles are taking their places.

Shipments of strawberries are falling off and the Nova Scotia crop is about over. With the decrease in the receipts the price advanced during the latter part of the week to two boxes for 25c. The first raspberries on the market are bringing 15c. per box, and gooseberries 8c. per quart. No change is announced in the price of flour or fish.

Butter and Eggs.—The market is quiet at present, and prices are steady. Nova Scotia eggs are quoted at 15c. and P.E. Island from 16 to 17c., the shipments from the latter place being light. The demand is only fair. Some slight improvement is noted in the receipts of local-made butter, but not much change in price. Creamery here is quoted at 22 to 23c., choice small tubs the same, and prints 22c.

Cheese.—The opening meeting of the Cheese Board was held at Charlottetown on Friday, when the following sales were reported: Orwell 90, Dundas 64, Stanley Bridge 150, Cornwall 100, Lakeville 100, Red Point 40, Gowan Brae 50, Kinkora 125, New Glasgow 110, Union 60, East River 25, to Dillon & Spillett, for 9½c. Kensington 150, was sold at 9¾c. to Dillon & Spillett. A. J. Biffin bought from Cornwall, East River and Union 150 flat cheese for 9¾c. The following cable was boarded: "Montreal firm, English market steady, Montreal Eastern 9½ to 9¾c., Western 9¾ to 10c., London 48 to 49s." There was a good attendance of salesmen, and all seemed well satisfied with the price, which is 2½c. higher than at the opening last year. The officers elected were: President, Lauchlin Macdonald, East Point; vice-president, Chas. Wayne, St. Peter's; secretary-treasurer, Robert Jenkins. It was decided to take the Kingston instead of the Brockville quotations this year on account of the change of the date of meeting.

WESTERN RETAILERS MEET.

(Special Dispatch.)

THE semi-annual meeting of the Retail Merchants' Association of Western Canada met in Manitoba Hall Wednesday, July 26—morning, afternoon and night. President T. J. Lawlor, of Killarney, presided. Secretary Coulson presented a report showing that the membership is now 204, as the result of six weeks' canvas in 83 towns. The credit system was discussed at great length, and finally a resolution was passed amending the recommendation of last February to the effect that all accounts be closed on November 1, and no credit be extended until April 1. The cash period is therefore shortened one month. Expressions of active sympathy were received from Winnipeg retailers, and the Winnipeg retailers are invited to attend the Thursday night meeting. The Winnipeg wholesalers are also invited to this meeting. At the evening session the question of prices paid for farm produce was discussed at considerable length. A committee was appointed consisting of the president, secretary, and W. F. Moore, of Cartwright, to interview the cold storage companies with the object of arranging for the handling of country butter in Winnipeg, the committee to report at Thursday night's meeting. T. B. Jackson, of Elgin, not being in business now, Wilfrid Ledoux, of Armand, was appointed to his place on the executive. Convention adjourned until Thursday night.

FETE CHAMPETRE.

The retail grocery clerks of Montreal will hold a beautiful "Fete Champetre" at Lariviere Park, Sault.au-Recollet, a nice little village near Montreal, on Sunday, July 30. A fine programme has been prepared for the occasion, and all the games postponed at the Plattsburg picnic will be run off, and valuable prizes given to winners.

IMPROVING OFFICES.

The offices of J. L. Watt & Scott, Wellington street east, Toronto, are receiving a thorough overhauling this week at the hands of the painters and decorators. The interior is being done in white and green, and will, when the decorations are completed, compare very favorably with anything of the sort in town.

BY ROYAL WARRANT MILLERS TO H.R.H. THE PRINCE OF WALES.

The Standard of all Canadian Flour is

Ogilvie's "Royal Household"

It is a mistaken idea that good grocers are not particular as to the quality of the goods they sell to their customers—self-interest leads them to serve their trade with the best———————

Who sells the Family Flour? Not the "flour and feed" merchants, but the family grocers, and the women look to them to supply the best—The time has gone by, though, when the housewife would take anything that the grocer would suggest, and the wise grocer no longer suggests anything just as good when "Royal Household" is asked for.

Have you ever thought over the fact that if the baking turns out right with the flour you supply your customers they will come back again? Good flour means "good trade."

Ogilvie's "Royal Household" Flour

is not only "good flour," but is the Best Flour.

PERSONAL MENTION.

Mr. A. N. Reay, lately with the Force Food Co., honored The Grocer with a call this week.

Mr. John Sloan, of John Sloan & Co., Toronto, is taking a week's holiday at Preston Springs.

Mr. J. S. McLean, of the Harris Abattoir Co., Toronto, was in Montreal the early part of the week.

Mr. Chas. Gyde, Montreal, is on his annual tour through Manitoba, Northwest and British Columbia.

Mr. J. H. Maiden, Montreal, is calling at all the principal points in Ontario this week, on a business trip.

Mr. R. R. Henry, of the traveling staff of Rose & Laflamme, Montreal, is taking a few weeks' rest and vacation at Murray Bay.

Mr. F. J. Smale, of the Wm. Davies Co., Limited, Toronto, was in Montreal Wednesday inspecting the work on the company's new factory.

Mr. G. H. Grimm, of Rutland, Vt., was a visitor to Montreal last week, making his headquarters with the Grimm Mfg. Co., Wellington street.

Mr. George Musson, of George Musson & Co., brokers and commission merchants, Front street east, Toronto, is spending a few days at Chatham this week.

Mr. L. E. Morden, formerly with McWilliam & Everist, Toronto, has joined the traveling staff of the Eby, Blain Co. Mr. Morden's territory will be the Niagara Peninsula.

Mr. Chas. Corby, manager of the Pacific Selling Co., New York, spent the week end with his brother, Mr. Harry Corby, Belleville, Ont., attending the Belleville Old Boys' Reunion.

Mr. A. P. Murray, salesmanager for Edwardsburg Starch Co., Limited, Montreal, is taking a few weeks' well-earned vacation at Lake Memphramagog, where his family are summering.

Mr. Chas. Corby, manager of the Pacific Selling Co., New York, was present at the Belleville Old Boys' Reunion this week, when the Corby Park was presented to the City of Belleville.

Mr. D. B. Gillies, of the Toronto office of The Grocer, is at present in Montreal, relieving Mr. W. H. Seyler of The Grocer staff during that gentleman's absence in the Laurentian Mountains on his vacation trip.

Mr. E. D. McCarthy, of the McCarthy Supply Co., Regina, was in Winnipeg this week attending the Exhibition. Mr. McCarthy is enthusiastic regarding the future of Regina, which he expects to be a second Winnipeg.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, is making a business tour through the principal business centres of the Maritime Provinces in the interest of his firm's well-known "Bee" brand grocers' sundries.

Mr. James J. Speirs, who proclaims the merits of Chase & Sanborn's coffees to the merchants of Toronto and Western Ontario, passed through Montreal last Saturday on his way to Portland, Me., and the Hub, for a short vacation.

Mr. A. Suter, of the Montreal branch of Crosfield, Lampard, Clarke & Co., London and Colombo, is in New York taking charge of the United States agency of his firm during the next few months, in the absence abroad of the manager.

Mr. B. Colloridi, representing the United Vineyard Proprietor's Co., of Cognac, France, will arrive by SS. Victorian, due at Quebec on Saturday, July 29, and will take a trip through the country with Mr. R. Carignan, of B. O. Beland, Montreal.

Mr. S. Britton Foster, representing John G. Harvey, Limited, manufacturing chemists, Toronto, was a visitor at the Montreal office of The Grocer last week. Mr. Foster will be in Montreal for some time calling on the retail trade, introducing Harvey's ammonia.

Mr. L. E. Geoffrion, of the firm of L. Chaput, Fils & Cie., Montreal, has severed his term as commissioner of the Montreal Harbor Board. During his term he has given a lot of his time to the development and welfare of our national port. Mr. L. E. Geoffrion left Thursday for Toronto and Buffalo, on a business trip.

HINTS TO BUYERS.

White & Co., Limited, Toronto, had a large shipment of new Verdilli lemons in this week.

H. P. Eckardt & Co., Toronto, are selling a pure cane sugar syrup put up in half barrels.

A shipment of Crosse & Blackwell's and Morton's goods is in store this week, with L. Chaput, Fils & Cie., Montreal.

The Dawson Commission Co., Toronto, report the arrival of five carloads Jersey tomatoes this week in baskets and crates, also two cars watermelons.

L. Chaput, Fils & Cie., Montreal, are offering some fancy seeded California raisins at attractive prices. They have also on hand a full line of California prunes in 25 lb. boxes.

Brusson's French Alimentary Pastes are among the best, manufactured from the genuine Russian wheat "Taganrog." L. Chaput, Fils & Cie., Montreal, have just received a second shipment.

Owing to local fruits ruling scarce and higher in price than usual, California peaches, peas and plums are having a good market. White & Co., Limited, Toronto, are handling a good many cars of this fruit at auction.

JOINED THE BENEDICTS.

Mr. W. M. Littler, manager of Montreal branch of the Walter M. Lowney Co., of Boston, who is usually not addicted to hiding himself or his actions from the public, made a diversion last week which The Grocer hopes will be of life-long benefit. Ostensibly departing on a trip to the Maritime Provinces, he crossed over into the city of baked beans and brown bread and "took unto himself a wife." Besides the business attractions that made trips to the Hub necessary, there was another and a more directly personal lodestone that at stated intervals drew him to the Athens of America. The deed is done and the annexation of another American citizen completed. The Grocer wishes Mr. and Mrs. Littler a pleasant journey through life, and may their pathway be strewn with everything that is as sweet and good as Lowney's chocolates.

CANADIAN EXHIBIT.

Canada is making an extensive exhibit —chiefly of horticultural and agricultural products—at the Pittsburg Exhibition, which opens Aug. 30 and lasts two months. The purpose is to attract immigration to Canada.

ATTRACTIVE LABELS.

The old saying that "goods well labelled are half sold" should certainly apply to the new and handsome labels prepared for Hudon, Hebert & Cie.'s Montreal stock of canned fruits, fish and vegetables. The labels are uniformly of birch bark imitation, and the registered "Gazelle" brand shows up clearly and strikingly beautiful, while the various kinds of fruit, vegetables, etc., are shown in most perfect, natural shapes and colors. The labels are all embossed. Taken as a work of the lithographer's art, they strike one as being as nearly perfect as anything in this line can be made. As attractive lines for grocers' shelves they should bear out our opening remarks. Hudon, Hebert & Cie.'s artistic sense should be appreciated by all dealers in canned goods and groceries.

TRAVELERS' VACATION.

Mr. J. F. Holden and Mr. J. W. Powell, Western Ontario representatives of E. W. Gillett Co., Limited, Toronto, will this year spend their annual two weeks' vacation at home. As these gentlemen have done considerable traveling so far this year, this will give them a much needed rest, and both expect to be in fine fettle for renewing the campaign in favor of Gillett's goods.

B. C. PACKERS DIRECTORS.

At an informal meeting of the British Columbia Packers' Association last week the following directors were appointed: Alexander Ewen, Aemilius Jarvis, E. W. Rollins, E. E. Evans, Campbell Sweeny, William Murray, K. K. McLaren, William Braid and Robert Kelly. The officials of the association will not be chosen till the annual meeting in Jersey City, New Jersey, in August.

CURRANT BILL VOTED.

Just as we go to press a cablegram is received from Hancock & Wood, Patras, advising a very excited currant market, and that the Syndicate Bill has been voted.

Davidson & Hay, wholesale grocers, Toronto, are having some alterations made in their Yonge street warehouse this week. They are installing a large two-storey fire-proof vault.

TRAVELERS' DIRECTORY

FRIENDS and clients of the Western Ontario travelers will look in vain during the next two weeks for the glad hand and cheery smile. The drummers have sworn off work from July 29 to Aug. 12, and will be found disporting themselves at every spot in the Dominion and out of it claiming the title of Summer resort, where there is any fun to be had. The Grocer wishes them all an enjoyable holiday. Commercial travelers are the boys par excellence who deserve every minute's relaxation they can get out of a Summer holiday. The accompanying directory may be of service to readers of The Grocer:

John Sloan & Co., Toronto.

H. Brett, Muskoka Lakes and Thousand Island Park.

W. H. Maxwell, Lake Temagami—chasing the deer.

George Sanderson, rusticating at Windermere, Muskoka.

Phil Brown, ruminating at Orillia, Niagara Falls and Grimsby.

Jim Mayled, somewhere in the neighborhood of Lake Huron.

Frank Tait, at Port Carling, Muskoka.

J. H. Burton, enjoying nature at his country home, Bracebridge.

Charlie Parsons, promenading at Lake of Bays, Muskoka.

Fred Sloan, getting ready for a duck shoot in the Northwest.

John Hayden, in the shade of an old apple tree on the Niagara Peninsula.

Thos. Kinnear & Co., Toronto.

R. Keyes, somewhere on Lake Simcoe.

A. H. Lawson, improving his mind at Jackson Point.

A. Jamieson, keeping cool at Sault Ste. Marie.

J. McLean, golfing at Cobourg.

Chas. Rishar, bathing at Stoney Lake.

E. Bingham, taking the sea air treatment at Atlantic City.

J. B. McCrea, studying astronomy at Parliament Hill, Ottawa.

The Eby, Blain Co., Toronto.

R. W. Ritchie, farming at Orangeville.

J. A. Taylor, fishing on the Trent River.

D. Casey, sea-bathing at Atlantic City.

L. E. Morden, taking the lake and river trip to Montreal and Quebec.

F. J. Watson, at Presque Isle Point.

W. T. Wickham, shooting the chutes at Niagara Falls and Buffalo.

J. W. Borsbery, following up his literary bent at Muskoka and the Soo.

T. S. Grant, sight-seeing at Quebec.

J. N. Notter, locating veterans' land in New Ontario.

H. A. Ernst, catching musquitos in Muskoka.

J. Milne, at Mount Clemens, Mich., taking the baths.

J. A. Montgomery, having a high old time at New York and near-by resorts.

T. A. Wilson, fishing at the Soo.

J. W. Maybee, in the suburbs of Bay City, Mich. Mr. Maybee has an interest in one of the big Lake Michigan steamboats and enjoys a cruise every year.

Perkins, Ince & Co., Toronto.

J. B. Gouinlock, at Pointe au Baril.

M. Macleod, at Restoul Lake in the Lake Nipissing district.

J. A. Cameron, making up lost sleep at Stoney Lake.

D. W. Duff, recuperating at the Citadel, Quebec.

W. Collins, trout fishing in the White Mountains.

J. L. Curran, camping at Bala Falls, Muskoka.

T. W. Hayes, enjoying the sea breezes of Boston.

Warren Bros. & Co., Toronto.

J. H. Devaney, revisiting the scenes of childhood in Cork and elsewhere in the Emerald Isle.

Fred Armstrong, at Wedlock's Landing fishing for ten pounders. His friends say he is a cracker jack at this stunt.

Alick Long, rusticating on the southern shore of Lake Simcoe.

W. B. Dack, sight-seeing down Montreal and Quebec way.

Bill Glover, "Napoleon," at Old Orchard Beach.

E. G. Williams and Col. John Stoneman, at Saratoga races and Newport. They will also be at the Holland House, N.Y., for a week.

Capt. D. I. Warren, taking it easy at Niagara.

TODHUNTER'S

EXCELSIOR

COFFEE

Sure to please your customers.

Blended by TODHUNTER, MITCHELL & CO., TORONTO

MINTO BROS.,

Telephone Main 353

F. J. WHITE, Manager

DIRECT TEA IMPORTERS AND BLENDERS

55 Front St. East, TORONTO, Ont.

The Mela-Gama packet *Tea* blended and put up by us is steadily coming to the front, as evidenced by our increased monthly sales and unsolicited repeat orders.

Put up in 25, 30, 40, 50 and 60c. We put up halves in all lines, and quarters in 40, 50 and 60c.

Send for sample chest of *Bulk* or *Mela-Gama.* You can absolutely make no mistake.

RETURNED AUG 4 1905

Not Who, But What!

We never claimed that **Blue Ribbon Tea** was good simply because it was called **Blue Ribbon Tea.** But we **do claim** that **Blue Ribbon Tea** is at the **top** of the **ladder,** because we started **right** at the **outset** and have kept **making** it the **right** way.

Blue Ribbon Ceylon Tea

stands **to-day** the **survival** of the **fittest,** the **monarch** of the **industry,** the **champion** of **No Tannin, Machine-make, High Growth, Absolute Cleanliness. Red Label** line brings **trade.**

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."

A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. clerks

O. W. Rinker, enjoying the ambrosial air, fishing on the banks of the Pentagone, Kincardine.

James Owen, at the end of Toronto Island breakwater with a ten cent bamboo rod and a can of bait.

J. A. L. Stewart, having a quiet time at Thornton, Ont.

F. W. Humphrey, Toronto.

T. L. Willis, at Charlotte, Prescott and Quebec—after the missing tiger.

T. Dowsell and J. Gordon Humphrey, at Honey Harbor. They had excellent sport last year shooting porcupine.

Wm. Totten, with his family at Niagara and the Muskoka Lakes.

J. B. Dingwall, cruising and fishing along the Bay of Quinte and the St. Lawrence. Mr. Dingwall will also visit friends at Alexandria Bay.

E. F. Walker, at Catfish Bay in Northern Ontario.

Ed. Keating, automobiling at London and Western Ontario.

W. A. Mitchell, rusticating at his cottage, Pigeon Lake.

D. H. Ward, with his fishing tackle at Sparrow Lake.

Davidson & Hay, Toronto.

A. H. Pafford, shooting the rapids at Burley Falls.

W. T. Bowes, killing time at Lindsay and Sturgeon Point.

Bob Blackburn, camping at North Bay.

W. B. Smith, visiting the fruit farms at Niagara-on-the-Lake, Grimsby and Winona.

Billie Anderson, at Buffalo and the St. Catharines regatta.

H. P. Eckardt & Co., Toronto.

J. W. Charles, enjoying the ozones of Toronto and Island Park.

J. W. Shouldice, at his family cottage, Honey Harbor.

W. J. Bradley, casting a line at Honey Harbor.

St. George Price, rusticating at Goderich.

W. H. Gillard & Co., Hamilton.

W. H. Scovil, Northwest representative, Banff Springs, sulphur bathing.

C. A. Leaney, Algoma representative, trout fishing in Nepigon River.

C. M. Buscombe, touring in Algoma wilds.

M. P. Malone, at his Summer resort, Orchard Beach. Mr. Malone has had so much trouble with his automobile that he has traded same for a powerful Amphiby.

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. ***He Knows*** he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?

WHITE DOVE COCOANUT

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A Natural Food **Once Used, Always Used**

Most Attractive Package on the Market

W. P. DOWNEY, 26 St. Peter St., Montreal

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

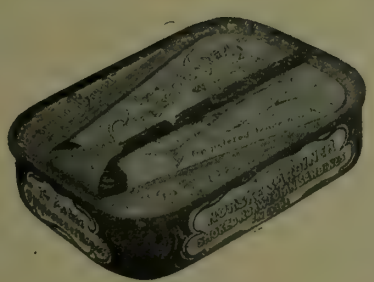
TRADE MARK

This design a guarantee of quality.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tin

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE

Sold Wholesale by the following firms:

QUEBEC: Whitehead & Turner. **OTTAWA:** H. N. Bate & Sons, Ltd. **TORONTO:** W. G. Patrick & Co. **WINNIPEG:** The Kenneth Mackenzie Co.
MONTREAL: D. H. Rennoldson. **KINGSTON:** Geo. Robertson & Son. **HAMILTON:** James Turner & Co. **VICTORIA:** R. P. Rithet & Co., Ltd.
VANCOUVER: Kelly, Douglas & Co.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

DIAMOND BRAND MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal

Hot Weather
Is just the time to sell starch. The best starch for hot weather is
SAN-TOY STARCH
Ask your Jobber or write
J. H MAIDEN
MONTREAL

G. A. Carley and G. H. Turner, seabathing, Atlantic City.

John Hagey and Menno Hagey, up the Saguenay.

L. Hartle, R. W. Cressman and J. H. Thompson, at Coney Island, New York, with the members of the "Red Feather" Co., under the special guidance of Mr. Hartle.

W. C. Herald, enjoying the beauties of Hamilton Beach.

VICTORIA B. C., BOARD OF TRADE.

THE twenty-sixth annual meeting of the Victoria, B.C., Board of Trade, held on July 14, 1905, was attended by a large and representative gathering of Victoria business men. The main order of business was the election of officers for the ensuing year, and resulting as follows :

President, W. T. Oliver, (acclamation); secretary, F. Elworthy, (acclamation); vice-president, J. A. Mara; council, D. R. Ker, C. F. Todd, Stephen Jones, S. J. Pitts, P. McQuade, Capt. J. G. Cox, H. B. Thomson, H. F. Bullen, S. Leiser, T. M. Henderson, R. P. Butchart, F. A. Paulin, H. G. Wilson, J. S. Gibb and T. W. Paterson.

The following twelve members were elected to the board of arbitration : D. R. Ker, G. H. Barnard, C. F. Todd, D. E. Campbell, R. P. Butchart, H. B. Thomson, Capt. J. G. Cox, E. V. Bodwell, J. A. Sayward, L. Goodacre, Richard Hall, H. F. Bullen.

In referring to the B. C. tax on commercial travelers, the Hon. R. G. Tatlow said it had proved a difficult one to collect. It was almost impossible to get information correctly, and the Government found that the merchants carrying stocks thought the Act was not being effectually enforced. In the last couple of months, however, about 125 commercial travelers' taxes had been collected. There had been talk of the Act being disallowed at Ottawa, but unless and until that happened B. C. citizens were asked to give the measure their hearty support.

Government returns showed that the revenue from the lumber industry this year had reached $400,000 or $100,000 in excess of the estimate of last year,—a satisfactory condition of affairs when it is remembered that during a greater part of the year the industry had been in a depressed condition owing to overproduction and competition from the United States.

The annual report also dealt with trap fishing and salmon canning, the cement works, the wharf improvements, the new C.P.R. hotel, the development of the deep sea fisheries in prospect, and the inauguration of the whaling industry as factors in the future prosperity of the City of Victoria.

PEA PACK COMPLETED.

The Simcoe factory, owned and operated by the Canadian Canners, Limited, has just finished packing peas for the season. To give some idea of what this factory accomplished, its pack was, day in and day out, from 60,000 to 84,000 cans of peas per day, besides large quantities of other goods. Eighty-four thousand cans of peas was their highest in that line alone for one day. It does not look as if the country will suffer this year for a shortage of peas, although the low price and extra fine quality will doubtless stimulate consumption.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

FOR SALE

WELL established grocery business ; good location in western town ; population 5,000 ; turnover 50,000 ; stock 7,000 ; splendid opportunity ; must be sold. For particulars address Box 264, CANADIAN GROCER Toronto. (30)

WANTED.

REPRESENTATIVE wanted for manufacturing concern, doing large business ; young man of good appearance and address for west of Toronto; would require to take three thousand dollars interest ; salary to start twenty dollars per week ; an exceptionally good opening for the right man. Box 262, CANADIAN GROCER, Toronto. (29)

AGENCIES WANTED.

WINNIPEG wholesale grocery broker desires an agency for Dried and Evaporated Apples, Peas, Beans and any other lines handled by wholesale grocers ; highest references. Box 263, CANADIAN GROCER, Toronto. (32)

WANTED by experienced manufacturers' agent with large connection with the grocery trade, agency for Montreal district, and for a good selling grocery line, especially canned goods ; best of references. Apply Box L, c/o CANADIAN GROCER, Montreal. (31)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario ; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

Any quantity of fish shipped

ADDRESS—Mail P. O. Box 781, WINNIPEG, Man

"SALAMANDER"

THE UNITED VINEYARD PROPRIETORS CO.

OF COGNAC

ESTABLISHED IN 1838

J. G. MONNET & CO.

Capital, 4,000,000 Francs ***Reserve Funds, 2,000,000 Francs***

The Finest Brandy Imported in Canada.

PURITY UNEQUALLED

It soothes the nerves, brings rest to the sleepless, and builds up the entire system.

Its use is the ***First Aid to Health***

Originators of

SPECIAL RESERVE
MEDICINAL RESERVE
INVALIDS' RESERVE

} THE THREE FAMOUS BRANDS

B. O. BELAND

GENERAL AGENT

1684 Notre Dame

MONTREAL

District Agents:
Kennedy & Co., Ottawa.
Narcisse Lord, St. Jean, Que.
C. A. French, Sherbrooke.
S. P. Champoux, Joliette.

EUDORE PATRY—Depositors in Quebec—H. BEAUTEY

Frenzied Business

The gentlemen under the Mountain claim that we are making a kick because they have put peas too low, and that the price is put where it is in the interest of the trade. We cannot see where the interest of the trade is taken into consideration in making this price. There must be considerable peas held by the wholesale and retail trade, and when these gentlemen with a stroke of the pen can knock 25% in value off these goods we cannot see where the trade is benefitted. The only people benefitted are the consumers, and we are not interested in them only to the extent of giving them a first-class article at a reasonable profit. We confess, that through the panicky frenzy of these gentlemen over a couple of hundred thousand cases of old peas, they have forced us to supply every man, woman and child who eat Quaker Peas with this article at cost, with the addition of a penny on every can. Peas at 60c., after deducting brokerage, discounts, freights, and royalties we have to pay on machines used in packing them, net less than forty-five cents per dozen, and we think this is Frenzied Business that it would take a Lawson to do justice to. If the wholesale or retail trade were being benefitted we would not discuss it for a moment, but say: "Go it, boys. It is only temporary, and they have given us many a good show in the past--let us give them one now."

(To be continued.)

THE PACKERS OF QUAKER CANNED GOODS

This Isn't Frenzied Business

A number of drummers on a Friday night returning home, passed the station here, opposite which is the Quaker Canning Factory. Looking at the factory, one remarked : " How do you account for the success of that concern ? A few years ago they were unknown ; now their goods are everywhere between the two oceans. They do little or no travelling, a very small amount of advertising, and no great amount of push in any direction. They have a fellow named Tom Owens who runs the business, but he don't travel more than two miles an hour, and the furthest he is ever known to go from home, once or twice a year you may see him around Eckardt's in Toronto or Mathewson's in Montreal, but that is the extent of it."

After this duck had his say the rest of the crowd were mum. Presume they didn't know the reason. The following are a few reasons out of thousands : In the first place, for the foundation of the business, we are right in the garden of the Bay of Quinte District, celebrated for growing the finest flavored fruits and vegetables in the world. In the second, probably no firm on earth has given the same amount of attention to the seed part of the business that we have. In peas, we buy select hand-picked stock from the Cleveland and John H. Allan Seed Co., Picton, two of the largest and most reputable seed houses in the world. In tomatoes, we grow the celebrated Livingstone Stone Tomato, the hardest, smoothest, firmest and best all-round tomato for canning purposes that the world has yet produced. In corn, we use almost exclusively seed imported from Maine, where they grow and pack corn that sells for just double the price ordinary corn grown in other parts of the U. S. sells for. In bean seed, we have paid Woodford's, of New York City, as high as nine dollars per bushel, when our competitors thought two-dollar seed was good enough for them.

(To be continued.)

THE PACKERS OF QUAKER CANNED GOODS

NEW VERDILLI LEMONS
irect importations from Messina arrive this week.

CALIFORNIA LATE VALENCIA ORANGES

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Regular arrivals :
California Deciduous Fruits
PEACHES, PEARS, PLUMS.
Great care is taken in selecting assorted cars containing only the best brands shipped from California this year. Car of very fine
GEM MELONS
which are proving ready sellers and giving satisfaction.
Canadian Fruits
We are the largest receivers in Toronto.
Will give all orders prompt attention.

Phone Main 520. **WHY!** 63 Front East.
It's only reasonable that it will pay you to have me take care of your orders – I have the whole Toronto market to select from.
TOM SMITH,
Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE
Buy from the Grower and get absolutely fresh stock.
RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams
House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district.
Unimpeachable business and bank references given.
Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

DRIED APPLES
We pay the highest market prices for bright dry quarters and make peompt remittance.
THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

LONDON, ENG., FRUIT LETTER.

By Our Own Correspond nt.

A CONSIDERABLE amount of the matter embodied in this article was gathered from the London manager of the Canadian Canners, Limited, and it should prove of interest as throwing additional light on the position of Canadian canned goods on the British markets. While previous correspondence has been but an expression of opinion as put forth by some of the leading jobbers and brokers in London, this is a review from another standpoint. It deals with the position as seen by those who are making the greatest efforts to push Canadian canned goods in the Old Country at the present time.

As far as the brokers are concerned, there can be no doubt that they are affected in a manner by no means palatable to them by the selling arrangements of the Canadian Canners, Limited, for the establishment of a branch office right on the spot means that they can no longer expect to secure brokerage from a concern which has gone to the trouble of opening up for itself. If they are to handle these goods at all, then, they must take what they can get from the people to whom they sell. These latter, when they are in a mood to buy Canadian goods, are naturally adverse to paying even one per cent. to brokers for stuff which they can secure more advantageously by going direct to the office of the canners themselves. Consequently the brokers' business is reduced to a minimum as far as Canadian canned goods are concerned, and they endeavor to push United States, French and Italian products in place of Canadian. As to how much influence the brokers and middlemen have with jobbers time alone will show. Even if, as some of them claim, they can prevail upon jobbers to purchase the lines offered by them in preference to Canadian, it has to be seen whether, with the improvement in packing and uniform quality which the Canadian canners claim will result from their establishing a branch office in London, dealers will decide to break through custom if it be in their own interests. By establishing an office right in loco the services of middlemen will be dispensed with, and it will be possible to go to dealers direct without regard to those who, by reason of their handling innumerable other lines, cannot give that attention to a single set of goods which spells success.

It is considered that quality and price are the two factors which are to decide the success or failure of Canadian canned goods in Britain. In those years which preceded the opening of a London office, it is claimed that, owing to the fact that the bulk of Canadian goods were distributed through brokers whose interest was divided amongst other lines, prices varied in a most confusing manner, and when goods were sent to Britain from Canada in packages unsuitable to the requirements of the market this evil was not brought to the notice of the canners in the manner it should have been. As one would expect, the brokers were unable to find time to give all that mass of detailed information as to the best lines to pack, etc., so that, in course of time, it was decided that it would be necessary to send over some one who could keep prices even; make special reports as to uniformity of quality and condition of packages; and settle all claims.

It is said that so unsatisfactory was the old method of selling through brokers that whatever disinclination some dealers may have had to purchase Canadian canned goods may be put down to the fact that, during that period, the lack of information supplied to Canadian canners was so great as to prevent them from catering to the demands of the British trade in the manner which was necessary to success. Many mistakes were consequently made, the evil effects of which it has been the task of the London representative during the past few months to overcome.

As to the feeling amongst British dealers that there is a tendency for goods to deteriorate in quality when many concerns combine and individual interest and enthusiasm are taken away, the remedy lies in constantly keeping the quality up and by settling all claims promptly, so as to prove that goods are first-class and sure to give satisfaction. In this way it is hoped that in the course of time dealers will be educated up to the point of getting their canned goods direct from the canners instead of taking them from brokers as before. Some of the brokers, of course, will smilingly make the best of a bad job, and continue to handle Canadian canned goods in the hope of securing their one per cent. or so from the dealers—since they cannot get it from the canners themselves. But others, when they find Canadian goods getting a firmer hold on the market, will probably put up a stiff fight and push their goods with greater energy, for the success of a scheme such as is now being put into practice by the Canadian combination would form a precedent which, if copied generally, would spell ruin to them. In fact, it is said that already a new phase of business methods is coming about, and as far as big manufacturers are concerned brokers have seen their best days. It is a question which time alone can solve, but at present London boasts a dozen or so big brokerage concerns which may be relied upon to "die hard."

Although few of the independent canning concerns in Canada have yet got a strong hold on British taste, it might be repeated that the general opinion is that there is a splendid opening for almost all lines of canned fruits and vegetables, and many lines of canned meats. Quality alone will bring success. Suitable and attractive packages will bring additional success, but needless to say, there will be keen competition all along the line. Several houses on this side have expressed interest in these new

canning concerns which have sprung into existence of late, and it may be that before long they too will be reaching out to get their share of British trade. Such firms as these have at any rate several predecessors whose methods, successful or otherwise, should prove worthy of study.

ONTARIO MARKETS.

Green Fruit.

Toronto, July 18, 1905.

THE warm weather has induced a first-class consumptive demand for all kinds of fruit and vegetables. In contrast with former years at this season, local arrivals of domestic fruit have been very moderate. This is due in part to the fact that the yield of early fruit in Ontario this year so far has only been fair, but principally to the fact that the facilities for distribution are much better and the trade are experiencing very little difficulty from fruit being congested in certain districts. The season for imported fruit and vegetables was never better, and the wholesale trade complain that they find it more or less difficult to obtain a sufficient supply to meet the requirements of the market.

Oranges, late Valencias, per box	5 50	6 50
Lemons, Verdilli	6 00	6 50
Lemons, California, per box	5 00	6 50
Bananas, large bunches, crated	2 00	2 20
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 25	1 50
Plums, " "	1 25	1 70
Cantaloupes, Rockafords, per crate	4 00	5 05
" Indiana gems, per basket		1 00
Watermelons, each	0 25	0 35
Gooseberries, per basket		0 65
Cherries, per basket	1 00	1 50
Red raspberries, per box	0 08	0 09
Black " "	0 08½	0 09
Huckleberries, per basket	0 60	1 00
Red currants "	0 60	0 85

Vegetables.

A brisk trade in green vegetables is reported. Old potatoes are now off the market and the trade is being supplied entirely from new stock. Some local tomatoes are arriving, although imported stock will continue to supply the trade for a week or ten days yet. Among other novelties this week are Canadian celery, egg plants, and vegetable marrows. We quote:

New potatoes, per bush		0 80
Onions, Bermuda, per crate		1 00
" Egyptian, per sack		2 00
" per doz. bunches		0 15
Cabbage, Canadian, per doz		0 40
Cauliflowers, domestic	0 75	1 50
Tomatoes, Jersey, per 4 basket crates	0 90	1 00
" domestic, per basket	0 80	1 00
Beets, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Carrots, per doz. bunches		0 20
Cucumbers, per basket	0 25	0 40
" large, per doz		1 50
Outdoor lettuce, per doz. bunches		0 20
Green peas, per basket	0 25	0 40
Waxed beans, per basket		0 25
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Sage, per doz		0 20
Savoury, per doz		0 20
Rhubarb, per doz. bunches		0 20
Green peppers, per basket		1 00
Kalamazoo celery, per doz	0 40	0 50
Canadian celery, per dozen		0 35
Egg plants, per dozen		1 50
Vegetable marrows, per dozen		1 50

QUEBEC MARKETS.

Green Fruits.

Montreal, July 26, 1905.

Green fruits, owing to excessively hot weather, have been in a very great demand, and have sold quickly and at comparatively high figures. At an auction on Monday, 8 cars of California fruits sold as follows: Peaches, from $1 to $1.25 box; plums, $1 to $1.65; pears,

HERE WE ARE AGAIN

Something new and fresh.

P.S.—We are in the market for good dairy butter, comb and extracted honey.

Indiana Cantaloupes in Baskets

14 lovely sweet melons to a basket and selling stacks of them at 90c. to $1.00 basket. Can be retailed nicely at 3 for 25c.

Then again

VERDILLI St. Nicholas Brand Lemons

are wanted. They are fine as silk, sizes 300 and 360.

And don't forget

We are handling California Fruit: Peaches, Pears, Plums; Georgia Peaches.

Send your orders to either place.

WHITE & CO., LIMITED

TORONTO HAMILTON

Brands of prime Lemons that can't be beat. Ask for them.

3

"St. Nicholas,"
"Miss St. Nicholas,"
"Home Guard."

W. B. STRINGER & CO.

Sole Agents

WHOLESALE FRUIT BROKERS.
61 Front Street East, TORONTO

BLUEBERRIES

Fresh Arrivals. Choice Stock. Close Prices.
We can supply *you*. Better write or phone us.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

WE LEAD IN WATERMELONS

Several carloads arriving this week. At market prices. See to them.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

YOUR ORDER

If You Send Your Order for

RASPBERRIES, CHERRIES

or any other fruits, direct to me you will get it filled quickly and satisfactorily. My figures are close, my fruits firm and fresh. You will thus get better goods and a bigger margin of profit than if you buy in the cities. In preserved fruits I have a fresh packing of **STRAWBERRY PRESERVES** and **CHERRIES** in glass and tin, heavy syrup. Grocers everywhere handle the **E.D.S. BRAND** of Preserves, etc. Why not you?

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY

108 Princess Street, Winnipeg, Man., Agents for West

Carry Stock of Jams, Jellies, Preserves, Etc.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

FOR JULY'S HOT WEATHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

Raspberries Guaranteed

"Crown" Brand Raspberries are the only berries going out with a guarantee in every crate as to quality and packing. Add to that guarantee my close prices, quick shipments, direct service, and I think I am entitled to a trial order from you for raspberries or any other fruits. Quotations by wire or letter.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

WE HANDLE THE FINEST LINE OF

TURKISH DELIGHT

—IN CANADA.—

JOBBING AND RETAIL TRADE SUPPLIED. WRITE FOR PRICES AND FREE SAMPLES.

H. W. HUNT & CO., 34 Church St., - - TORONTO, ONT.

$3.20 to $3.40. One car of California lemons found buyers at from $5 to $5.15 per box. Texas peaches also sold between 80c. to $1 per box.

Bananas, as usual, are in good demand. They sell: Jumbos extra, $1.75 to $2; firsts, $1.60 to $1.75. One car of canteloupes was swept up at from $2.25 to $2.50 a crate.

Pineapples are selling at $3 to $3.50. There are very few on the market, and they arrive but in small lots, owing to high prices in New York. There is but a limited demand for them.

Raspberries are scarce this year, and but few are seen on the market. It is expected that in about ten days all shipments will be over; prices range between 10c. and 12c. per box. Ontario strawberries are finished. New apples are coming on in small lots and selling at $4.50 to $5 bbl. Brunswick berries are selling at 12c. to 13c. a box. Canadian cherries are taken up quick at $1 to $1.25 basket. Oranges are in good demand but scarce, selling at quotations. Limes, in good enough demand during hot weather; were dull this week. We quote:

Pears, boxes	3 75	4 00
Plums, crate	1 50	1 75
Peaches, box	....	1 50
Apricots, crate	1 25	1 40
Apples, bbl	5 00	6 50
Dates, per lb	....	0 04½
California cherries, box	....	3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case	....	5 50
" 30 to case	....	3 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	....	5 00
California navel oranges, per box	4 75	5 50
New Messina lemons 300's	....	5 50
" " 360's	....	5 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl	....	6 00
Tomatoes, Floridas, crate	....	2 75
Strawberries	0 10	0 12
Canteloupes, per crate	....	6 00
Watermelons, each	0 35	0 45
Raspberries	0 10	0 12
Blueberries, per box	....	0 80

Vegetables.

Vegetables as well as fruits have enjoyed a large and steady demand during the hot days of last week. This week, however, the weather being rainy and cool, has considerably reduced the consumption of vegetables, and in consequence business has been somewhat dragging at the beginning of this week. Demand is only fair. Home-grown vegetables, such as cabbage, cucumbers, onions, celery, sell at fair figures.

Home-grown products continue to arrive freely, but not in particularly large lots. On last Friday the market was practically flooded with vegetables of all kinds brought in by farmers; but the large stocks moved but slowly on account of prices not being very easy. Spinach is practically out of the market. Cabbage is in large quantities and sells at from 25c. to 40c. We quote:

Canadian celery, per doz	....	0 40
Jersey tomatoes, crate	....	1 50
Tennessee tomatoes, 4 lb. crate	0 70	0 75
Mississippi tomatoes, 4 lb crate	0 75	0 80
Bermuda onions, per box	....	1 50
Green and wax beans, per bag	0 40	0 60
Potatoes, carlots	....	0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches	....	0 50
Canadian radishes, per doz. bunches	....	0 05
Mint, per doz. bunches	....	0 10
Parsley, " "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 50	0 60
Egg plant, per dozen	....	2 00
Green onions, per doz	0 10	0 15
Egyptian onions, per lb	....	0 02
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Waxed beans, per bag	0 40	0 60
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Cranberries, per bbl	....	10 00
New potatoes, barrel	1 75	2 00
Montreal cucumbers, dozen	0 15	0 20
Home grown cabbage, per doz	0 25	0 40

For New Brunswick and Manitoba markets, see general markets.

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

86-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 592.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

THIS MAY NOT BE JUST THE TIME TO TALK SYRUP TO YOUR CUSTOMERS,

BUT IF YOU ARE DESIROUS OF SELLING MAPLE SYRUP ALL THE YEAR ROUND, SELL

GRIMM'S PURE Maple Syrup

We are unique as handlers of Syrups, in that we handle only absolutely pure goods. Send for sample lot. Put up as you want it.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

GREIG'S

WHITE SWAN

PREPARED

COCOANUT

We make the best Cocoanut in Canada—bar none. Cocoanut that is fine in texture, bright in color, good in appearance and pleasing in taste. Cocoanut that will satisfy the most exacting.

Then, too, it does not cost you any more—perhaps not as much—than inferior and poorly made Cocoanut.

Try a lot, and if all we claim for it is not abundantly proved—send it back at our expense.

Our **WHITE SWAN** guarantee is behind every pound.

Inquiries for samples and quotations are cordially invited.

The Robert Greig Co., Limited, White Swan Mills, **Toronto**

It Pays You.

WHY?

IT is the highest quality.
is a popular price.
is 40 per cent. profit.

Holbrook's
WORCESTERSHIRE
Sauce

The Acknowledged Premier Sauce of the World

Price 25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Fresh and Cured Fish

FRAUDULENT SARDINES.

According to latest U. S. consular reports packers of French sardines are greatly exercised over frauds which Spanish and Portuguese packers are practising upon them. They contend that the reputation of the French sardine is being impaired by inferior Spanish and Portuguese fish which are palmed off as genuine French sardines.

It is believed to be high time that a law should intervene to place a high duty upon the entry into France of foreign sardines. The Spaniards and the Portuguese ship into France large boxes containing 140 to 150 sardines. These receptacles are subjected to the operation of "depoting"—that is, they are divided into boxes of smaller size, which are then sold as French products. This substitution brings the fish into contact with the air, and causes the need of reboiling, which diminishes still more the value of a foreign product already inferior. This commerce has assumed very disturbing proportions. The imports of these poor fish into France, which in 1897 were 2,476,425 pounds, reached 13,545,180 pounds in 1904.

These sardines are sold more cheaply than the French, which are nearly always of first quality, the reasons for the cheapness being that foreign workmen are paid less than in France, and in Spain and Portugal the fishing is all the year, while in France the season is only profitable during certain months. Furthermore, these two countries remit upon exportation from their territory the duties upon the oil and the tin boxes.

LOBSTER SEASON MUST CLOSE.

The Department of Marine and Fisheries have decided that fishing operations must cease this year on the date prescribed by law. The fishermen in some districts appealed for fifteen to thirty days longer fishing, owing to the lateness of ice, and loss of traps and gear due to stormy weather. The Minister obtained reports from various fishing inspectors, and from these it appears that the fishing on the whole has been very fair; in fact, better than was generally anticipated. Many canneries have already closed down, having completed their expected packs. The feeling against extension was general, and the department's action will be enective in furthering the improvement of the lobster industry, which has seriously declined, largely owing to over fishing.

TO PREVENT SALMON FRAUDS.

The Council of the Victoria, B.C., Board of Trade have adopted the following resolution in a report from the fisheries committee: "Whereas Rivers Inlet and similar northern salmon is reported to have been sold in previous years and now offered in Australia as Skeena River fish, to the detriment of those doing a bona-fide business; resolved that this Board of Trade considers such practice undesirable, and will use its efforts to stop it, and that a copy of this resolution be sent to the honorable the Attorney-General for British Columbia."

CANNERS NEGOTIATE.

At a meeting of the Fraser River Canners' Association on July 10, final arrangements regarding the canners' dealings with the fishermen on the Fraser River this season were completed.

The prices to be paid on the river remain as at first announced, viz., 12½c. per fish during July, and 10c. from Aug. 1 to the close of the season on Aug. 25. The canners have agreed to deduct from the wage account of all union fishermen sufficient sums to pay the dues of each man to the union.

LOBSTER CATCH.

The total lobster pack of Cape Breton for the present season will not exceed twenty thousand cases valued at $250,000. The catch on the western shore, as a whole, will aggregate about $400,000. Prices paid to the fishermen average fifty cents per hundred weight less than last year, owing to the decline in the market for the canned article.

FISH GOSSIP.

Large quantities of Alaska salmon will be packed for the Japanese Government during the present season.

The new salmon cannery built in Esquimalt for Todd & Munsie began operations on July 12.

The Labrador fisheries are reported a complete failure owing to immense ice floes blocking the coast fleet.

The new hatchery at Pemberton Meadows, B.C., has just been completed. It will accommodate 30,000,000 salmon fry.

The Minister of Fisheries for Ontario has granted pound net licenses to fishermen on the Georgian Bay for the present year.

The Canadian commercial agent at Manchester, Eng., complains that brands of good British Columbia canned salmon are being used by British dealers on inferior Alaska fish.

News comes from Northern British Columbia ports that the sockeyes are running in the Naas and Skeena Rivers, and that the canneries are working to their utmost capacity to handle the catch.

According to latest despatches sockeye salmon are running fast in the Fraser River. The average per boat is increasing daily, and high boats are catching 150. Traps on Puget Sound are making average catches of 3,000.

In order to prevent the lower part of Lake Superior from being depleted of fish and to give independent fishermen a chance to ply their trade, the Ontario Government have cancelled all licenses between the Soo and Pancake Bay, a distance of fifty miles.

The finest flavored Codfish in the world are caught off the coast of Nova Scotia.

HALIFAX PREPARED CODFISH

is made from the very best of these finest flavored fish, and is specially packed to enable the grocery trade to handle this wholesome article of food to the best advantage. The convenience, lack of waste and ready selling quality of Halifax Prepared Codfish are worth a lot to the grocer.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

SEASON OF 1905

"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, - -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes
No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,
153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

Elite

1/4 pound—the best Cooking Chocolate for the price.

Diamond

Sweetened - In 1/8s, 6s, or 1/4s. A fine Eating Chocolate.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

YOU CANNOT FAIL

to give satisfaction and hold your trade

IF

you handle the purest and best Chocolates made. Your customers demand and

YOU SELL

the best you can get for them.

STEWART'S

Chocolates and Bon-Bons

are the purest and best.

THE
STEWART COMPANY
TORONTO

FREIGHTS AND CHARTERS

BOTH Grand Trunk and Canadian Pacific Systems are complaining of shortage of supplies, and freights have taken a slump. Reasons are not available for this condition of affairs, but the fact is that produce and grain is not offering freely. The present high prices of both Canadian and American wheat preclude any heavy transportation business, and no improvement is looked for until completion of harvest. The Russian situation has a comforting aspect to the official grain men. The war and threatened famine in certain parts of Russia are bound to restrict and reduce the enormously heavy shipments of wheat that have been made to England, and this fact, combined with the prospect of a plentiful harvest, will tend greatly ta relieve the situation.

The departure of the SS. Angota, of the Elder-Dempster line, on Friday, opened up a new direct service between Canada and Cuba and Mexican ports. A full cargo is promised, in fact more than was anticipated, and the inauguration of the new line is looked forward to by shippers with a great deal of satisfaction and hope. The experiment of sending a vessel to Cuban ports from the St. Lawrence will prove a success, as is evident from the fact that she will sail with a full general cargo, and a number of passengers.

The Angota will call at Halifax, whence she will sail direct to the port of Nassau, after which she will call at Havana, and later to four Mexican ports.

The cargo for Nassau consists of 275 barrels of flour, 40 tons of hay, and 750 bushels of oats.

For Havana the cargo consists of 800 tons of paving blocks, 500 tons of hay, 30 tons of paper, and 30 tons of peas, 400 tons of fish from Halifax, and 140,000 feet of lumber.

For Mexican ports the Angota has on board 200 tons of hay, 100 tons of furniture, and 100 tons of miscellaneous cargo.

The vessel is in command of Captain Jones, and it is expected that the round trip will occupy at least seven weeks.

AN UNFORTUNATE MISTAKE.

In the Great West number of The Grocer a few mistakes and omissions were noticed by the editor after the number made its appearance. For example, no reference whatever was made to the western branch of the Mooney Biscuit & Candy Co., Limited. A sketch of this firm's Winnipeg history was prepared some weeks ago and pigeon-holed for use at the proper time, but in some unaccountable manner was overlooked. The Grocer regrets the oversight, as the object was to make the article on Winnipeg's wholesale firms as nearly complete as possible.

The Mooney Biscuit & Candy Co. have been established in Winnipeg now for more than a year, the western branch being in charge of James R. McRea. They have handsome premises at 214 Princess street. The stocks of the western grocery stores bear effective testimony to the fact that the Mooney biscuits and candies are proving as popular in the west as in the east.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	12/6	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16 3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1½	†15/	†15/6	15/.	15/	†16/6	.....	†12 6	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/		..	.....	.....	10/6	12/6	16,3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	7/6
Rolled Oats, Dog Flour, Flour Middlings, in bags	8/	8/3	8/3	10/	16/6	12/6	14/3	17/6	8/9	10/	8/9
Rolled Oats and other Cereals, papered, in cases	5/3	7,6	10/6	†15/	...	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	... ..	.....	22/6	8/9	10/	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	12/6	15/	12/6	.....	.....	.....	20/	12/6	12/6	15/
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	...	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	...	.....	2/6	2/6	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	15/
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.. ....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

.VISITOR FROM JOHANNESBURG.

THE GROCER had the pleasure of an interview last week with Mr. Robert Douglas, broker and commission merchant, Johannesburg, South Africa. Mr. Douglas, who is a Canadian and has been making South Africa his home for some years, is on a trip to his native land, combining business with pleasure—principally business. Representing as he does a number of prominent United States firms he is still patriotic enough to wish that Canadian manufacturers and exporters might extend their energies toward securing a share of the very profitable trade of his adopted country. There are many lines which he thinks Canadians could export with profit, and among some of them he mentioned hams and bacon, which come from England; brooms, agricultural implements of all kinds, now practically controlled by the United States. Canadian plows could find a good market, most of those sold now being made by the Oliver Plow Works of Chicago Edge tools, also, could be profitably exported, these being supplied principally from East Angus, Mass. There is a lot of Canadian butter and cheese now imported into South Africa, but not nearly as much as could be disposed of advantageously there, and these lines should be more strenuously pushed.

The Canadian trade commissioner is doing good work, but it is necessary, according to Mr. Douglas' views and experience, that Canadian manufacturers and shippers send representatives and demonstrators to the Transvaal and Cape Colony to properly place their goods before the trade and community. The United States and Germany are the most enterprising trade getters, and it is largely due to their sending properly qualified and pushing representatives into the field, that the preponderance of goods from those countries prevails. One of the handicaps to Canadian merchants in the South African field is the infrequent and irregular sailings from Canadian ports. There are fortnightly sailings from New York, Hamburg and Bremen, and the monthly boats from Montreal during the season of navigation are insufficient to assure importers of prompt deliveries.

The lack of push and enterprise of Canadian manufacturers was commented on strongly by Mr. Douglas. It was mentioned by him that often when orders are transmitted by commission merchants and dealers in Johannesburg and other business centres in South Africa, they are either incompletely or indifferently filled. This feature does not encourage native dealers to continue or increase their business transactions with Canadians. American and German shippers, on the other hand, will go out of their way and to considerable trouble and expense to fill all orders according to instructions and with the promptest despatch. It is natural that trade should "follow the flag," and all things being equal English and Canadian houses would in most cases secure the preference, but when dependence upon correct filling of orders is insecure the business instincts and experiences of the South African merchants lead them to deal with foreigners.

Mr. Douglas' business takes him from Cape Town to the Zambezi, and the story is the same all along the line. "If Canada wants business with South Africa she will just have to compete with Germany and the United States in every up-to-date and energetic way," was how Mr. Douglas expressed himself. "There are a number of lines in which reciprocal trade could be done, such as fruits," continued Mr. Douglas, "as the pears, peaches and plums of Cape Colony, on the Rhodes estates, which are largely engaged in the cultivation and expansion of these products, are of the finest quality and most prolific in growth. Canada, of course, is a great fruit country, and it might seem like sending coal to Newcastle to ship South African fruits here, but Canada is a large consumer of Californian and other fruits, and then why not of South African ?"

Mr. Douglas goes west this week, and after a few months' tour of the principal Canadian and United States commercial centres will leave for Johannesburg.

COMPANIES INCORPORATED.

Economical Drug Co. of Canada, Limited, Montreal; share capital $5,000; to carry on the business of druggists, chemists, etc. Directors, Joseph Leduc, J. A. Leduc, Paul Leduce, Pierre Leduc and L. Fortin, all of Montreal.

The Brading Brewing Co., Limited, of Ottawa; share capital $100,000; to carry on the business of brewers, maltsters, etc.. Directors, H. Brading, J. C. Brading, W. T. Brading, A. Brading and M. L. Parr, all of Ottawa.

The Lawrence Dairy Supply Co., Limited, Ottawa; share capital $25,000; to deal in all dairy and creamery supplies, and in produce such as cheese and butter. Directors, W. S. Lawrence and K. C. Turnbull, of Stratford, and J. F. McGregory, of Alexandra, Ont.

If We

pointed to all the business done on merit we would point to the sales of

for they sell on merit. Some of these sales could be yours as well as any other grocer's. Just a little decision wanted. Say for a starter,

You Try a Case

Your trying **Perfection Cream Sodas** means your customers' trying them. 3-lb. cards or tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

Are Asked for Again

It is a fact worth noting that where Old Homestead Canned Goods were sold last year they are asked for again.

The trade found the handsome Old Homestead label enclosed an article of the first class quality. They found they could depend upon the uniformity of the goods, that they were all grown in the same locality, packed in the same factory, put up by the same process, and that in fact the

OLD HOMESTEAD BRAND COULD BE DEPENDED UPON

to stand for choice fruit and vegetables, to give permanent satisfaction and to build up trade. They found that their customers soon recognized the superior quality of Old Homestead goods and asked for them again.

If your canned goods were not satisfactory last year, if your customers complained they were not what they used to be, give Old Homestead goods a trial. They are sold on their merits. They are not surpassed by any goods on the Canadian market.

Insist on getting Old Homestead Brand.

The Old Homestead Canning Co.

Independent Canners **PICTON, ONTARIO**

"Best Goods"
"Full Weight"

That should be every grocer's motto. It's the motto of all grocers who carry

ORANGE MEAT

because we give undeniable proof of weight and standard. No other breakfast food yields such a profit to the retailer. The coupons that come in to us show that the people are buying. We supply you with advertising matter, and bring you customers through our newspaper campaign.

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

SUNK TO VANISHING POINT.

ACCORDING to Bradstreet's latest summary of trade conditions in the United States, wheat exports in the form of grain sunk to the vanishing point during the fiscal year 1904, when they were the smallest in thirty-three years, namely, 4,391,061 bush., valued at $3,899,725, compared with 153,252,795 bush., valued at $190,546,305 in 1880. Flour exports, i.e., 8,756,915 barrels valued at $39,866,441 in 1904, were less than half those of the record years 1900 and 1901, and the aggregate of wheat exports in all forms has been really trifling when compared with those of the anywhere recent past. The export value of all wheat is about $1 per bush., a price not approached heretofore since 1898, and exceeded only in the high priced years of 1880, 1881 and 1892. Bradstreet's hints at the desirability of the United States reaping large cereal crops of good quality if even a portion of their vanished export trade is to be regained.

IT WILL COME.

There is no good to be done by shutting our eyes to the fact that in the—perhaps—near future British and Irish millers will have to reckon seriously with Canadian flour. We are well in touch with the happenings in the Dominion, and it is no secret that this contingency is being actively prepared for. Canadians are saying in so many words that if they are to supply the food requirements of the British Empire within the next few years, as they seem likely to do, there is no reason why they should not supply it in a manufactured form instead of sending the raw material as heretofore. They argue—and the argument is a sound one—that the benefits to be derived therefrom are simply incalculable as judged by the results of the last five years. It is further said that there is no reason why Canada should not send quantities of flour over the border into the United States seeing that several American authorities have given it as their opinion that the States have about reached their limit in wheat growing, and that the population continues to increase in so marked and rapid a manner. In Canada, on the other hand, the grain-growing possibilities are as yet in the embryonic stage, and even now the American miller is looking there for wheat, although he finds it an expensive luxury and very inconvenient, and besides, he has to pay duty on the offal and by-products which cannot be exported. Further than that, again, there is said to be a movement among certain large American millers in favor of following the American farmers into Canada and building mills there, so that with Canadian millers coming to the Old Country things all round promise to be more lively than ever. We shall see what we shall see; but in the interval the time should be well spent by the millers of this country so that the new and well equipped Dominion millers do not steal a march upon us. Canadian mills will be newer and better than American mills, and the product will naturally be better also.—London Miller.

HARVEST BEGINS.

Hailstorms throughout Central Alberta have inflicted considerable damage on the growing grain crops during the past week. Even distribution of heat and moisture, however, has left general conditions excellent. The Fall wheat harvest has commenced, and within the next week will be general. The yield south of Lethbridge alone is now estimated at two million bushels.

BACK TO CANADA.

A shipment of Manitoba wheat stored in Boston, for shipment to Europe, was purchased by Canadian interests this week and will be brought back to Berlin and Hanover, Ont., where it will be used for milling purposes. This wheat, which under ordinary circumstances would have been shipped out of the country weeks ago, had been lying in store pending the time when it could be exported at a profit. It was finally sold for shipment back to Canada at a rate much higher than the market is in England at the present time.

CEREALS IN BLOCKS.

An American inventor recently devised a form of cereal food product which has a number of interesting features. The main thought in manufacture was to take some of the older foods of recognized nutritive value, such as oatmeal, cracked wheat, farina, cornmeal, barley food, etc., and put them up in such form that they could be kept for a reasonably long time free from contamination by germs or insect life.

The inventor started with the idea that the two chief elements in stimulating the development of these impurities were heat and moisture, and his experiments in the removal of the principal causes for this deterioration resulted in the production of small cubes so closely compacted that they no longer absorb moisture to any extent from the air.

CEREAL NOTES.

Pressure is being brought to bear on the Administration of the United States from various sources in the west to either abolish or materially modify the crop report system of the Department of Agriculture.

The United States has had a new market opened for its rice products through the recent action of the Cuban Congress in giving American rice a preferential duty over rice imported from other countries.

A scheme is on foot to irrigate the wheat lands of India, having in view the development of the grain growing industry in that country on a mammoth scale. The proposed work will take ten years to complete and will cost in the neighborhood of six millions sterling.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED
Montreal

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TRADE CONDITIONS.

CONDITIONS in the tobacco trade during the past week have been well up to the average. There has been nothing to curtail the buying. Weather conditions have been favorable, though excessively hot some days; general prosperity is felt, and an optimistic tone has followed the continued reports of big crops in Ontario and the west. Under the circumstances dealers are inclined to stock well, and the public have responded with brisk buying.

Somewhat unsettled conditions obtain in Quebec. The American dealers are just now looking into the meaning of the Quebec tax on travelers, and they begin to see that it will press pretty heavily on them. It is pointed out that the trade is hampered enough already with excessive dues and with the new provincial tax coming into force a still further burden is imposed. As the American dealers point out, the tax will eventually come out of the Quebec manufacturers' pockets, and they have decided that they were contributing quite sufficient before.

THE SOURCE OF TOBACCO.

AS all men are aware, Cuban tobacco is the best in the world. What makes it so no one knows. None of the many learned scientists who have laboriously investigated the matter have been able to discover the secret. What is more, wherever the secret may be hiding—in the soil, in the plant, or in the atmosphere—it seems to be safe in Cuba's possession; for all the numberless efforts to transplant and to reproduce the high-grade Cuban tobacco in other countries with satisfactory results, or to equal its excellence by the most assiduous cultivation of other tobaccos, have so far totally failed.

Curiously, too, this very superior grade of tobacco is produced in only one of the six provinces of Cuba—Pinar del Rio, the most westerly province — and in only one section of that province, namely, the sunny southern slope of its central mountain range. The land of this district, stretching along down the slope nearly to the sea for perhaps 15 miles and covering a space of perhaps 500 square miles, is entirely of the tertiary geological formation, and is said by the encyclopedias, rather superfluously, to be "peculiarly well suited for the cultivation of fine tobacco." The district is called, in common parlance, "Vuelta Abajo," and all attempts to equal in the other provinces the excellence of this "Vuelta Abajo" tobacco have proved futile. As in the analogous case of the wines produced from a few small vineyards in the French province of Champagne, which have a characteristically delicious flavor unattainable by other vintages, so for some inscrutable reason the tobacco raised in the "Vuelta Abajo" of Pinar del Rio remains unapproached and unapproachable in excellence through the centuries.

Tobacco of superior quality is grown throughout Cuba, in all of its provinces, but Pinar del Rio contains nearly three-quarters of the total tobacco acreage of the island, and Habana province nearly one-quarter, so that the tobacco area of the other four provinces, as is obvious, amounts to comparatively little. Santa Clara, however, produces a large crop on a relatively small acreage.

Unlike the sugar cane, which is an exotic, the tobacco plant is indigenous to Cuba, and the natives were found contentedly smoking it when the island was discovered by Columbus in 1492. It became an article of export as early as the sixteenth century, and ever since then has been one of the chief commercial products of the island. Spain imposed very high taxes and tariffs upon it and derived from it much revenue, and even as early as 1750 annual exportation of tobacco from Cuba was about 20,000,000 pounds. It is said that somewhere near an equal amount was annually smuggled out of the island; and if so, the total product, making due allowance for home consumption, must have been as much as 45,000,000 pounds annually in the eighteenth century. In 1894 the total product was 62,000,000 pounds. Since the war the amount raised has been somewhat less than this. In common with the sugar and other industries, the tobacco plantations suffered severely during the revolutionary struggle.

TARIFF ON TOBACCO.

The Department of Commerce and Labor has received and published the new customs tariff of Newfoundland as recently amended. Section 6 of the new tariff provides a duty of $5 per hundred pounds on tobacco coming from foreign countries which levy an import duty on fish, the origin of Newfoundland. The tariff imposes on tobacco and its manufactures the following import duties: Manufactured tobacco, 6 per cent. ad valorem and 33 cents per pound; leaf, stripped or partly manufactured, 5 per cent. ad valorem and 40 cents per pound; leaf and stems, 40 cents per pound; stems for manufacturing snuff, 50 cents per one hundred pounds; cigars, $10 per thousand and 20 per cent. ad valorem; cigarettes, 30 per cent. ad valorem; tobacco pipes of all kinds, pipe mounts, cigar and cigarette cases, cigar and cigarette holders, and cases for same, smokers' sets and cases therefor, and tobacco pouches, 40 per cent. ad valorem; snuff, 50 cents per pound.

PIPE TOBACCO.

Smoking tobacco in packages and plug forms an important part of the grocer's stock. Even more than cigars, this form of the seductive weed can be kept and sold to the ordinary customers. The family men who deal at the grocery store are, as a general thing, more addicted to the use of the pipe than cigars. The homely method of smoking sticks and grows stronger with age. Do not slight this side of your business. The sales are regular and satisfactory, and the profits are worth while.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ARE YOU FAIR?

I ask a trial for my famous Cigars, the **Pebble** (5c.) and **Pharaoh** (10c.). Have you given them a trial? If not, are you condemning the Cigars or the opportunity? No reason why you shouldn't sell Cigars! You might as well sell them as some other grocer. They do not take up much time or much room. And, then think of that offer of mine!

J. BRUCE PAYNE, LIMITED, MFRS. - GRANBY, Que.

A STOCK OF

PEBBLE AND **PHARAOH** CIGARS

IN A NICE SHOWCASE, CONSPICUOUSLY ARRANGED, WOULD HAVE A CONTINUOUS SALE IN ANY GROCERY STORE.

ORDER 1,000 ASSORTED

THE SHORTCUT TO SATISFACTION

T&B is out to please everybody every time. Smokers want the goods. In **T&B** they get them. Acquiring the knack of suiting the many, takes time at first, but when acquired it is a shortcut to satisfaction, which, of course, means a shortcut to sales. That is why grocers have difficulty in tabulating the troubles they experience in selling **T&B**. There are no troubles in connection with it—nothing but Profit. No doubt you intend to start keeping **T&B**.

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON - - - ONTARIO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries regarding Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the persons making these inquiries, with their addresses, may be obtained upon application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa. Reference numbers should be mentioned in application :

851. A London representative of foreign firms is desirous of getting into touch with Canadian houses willing to take sole buying agencies for such goods as toilet soaps, Dutch gin, etc.

853. A produce firm in London is seeking the representation of Canadian exporters.

854. A firm in the wholesale grocery trade interested in placing on the English market all kinds of food stuff, especially fruit and vegetables in tins and glass bottles, is looking out for the agencies of Canadian exporters.

844. A Manchester firm manufacturing almost all equipments necessary for grocery stores, is desirous of extending his Canadian trade and would appoint an agent.

845. The inward freight department of a steamship company can place Canadian shippers of live hogs in communication with British importers.

846. A Cheshire manufacturer of cotton net for covering hams and bacon will be glad to quote prices to Canadian users of same.

GLEANED FROM THE TRAVELERS

MR. LOU WALSH St. Marys, manager of the late John W. Walsh's grocery business, met with an accident while driving last week, spraining his back.

Walsh Bros., Stratford, have opened up house-cleaning operations in their liquor store, and are improving their premises generally in readiness for Fall trade.

Mr. T. S. Ford, Mitchell, is anticipating a pleasure trip to Vancouver and the west. His many friends wish him an enjoyable holiday.

Mr. B. B. Gunn, Seaforth, member for the Dominion House, has returned from a long and tedious session on Parliament Hill. The trade will be able to find him at his place of business from now on.

Mr. A. Young, Seaforth, one of the most up-to-date grocers in Western Ontario, reports business good, notwithstanding the season of the year. Mr. Young is enjoying first-class health nad is moving about in his usual "speedy" way.

Mr. Dill, Seaforth, reports trade as fairly good.

Mr. C. A. Nairn, Goderich, is taking his Summer holidays. The trade hope he may thoroughly enjoy a well-earned rest. Mr. T. Nairn will also leave shortly on a holiday trip.

Mr. G. M. Elliott, Goderich, remarks that fruit in his locality is not so plentiful as last year, and that the trade have already felt the effect of the shortage.

BIG COLD STORAGE CONCERN.

A meeting of a large number of prominent Canadian business men and politicians was held in Ottawa recently to consider the formation of a $5,000,000 cold storage and transportation company. The concern will be the largest of its kind ever established in Canada. Its charter, which will be immediately applied for, will seek the right to carry on the business of a general cold storage and transportation company, to establish cold storage plants at all points deemed expedient; to build and operate steamships; to construct refrigerator cars for use on any railway, and the right to acquire at any time any existing company doing business in the same direction.

The most up-to-date cold storage system for the transportation of Canadian farm products will be introduced, and in this connection cold storage plants will be erected at various strategic points throughout the Dominion and also at the ports of arrival in the British Isles.

FRANCE COMMENTS.

The June issue of the Commercial and Industrial Union, published in Paris, France, contains an interesting contribution by M. Poindron on "The Economic future of Canada." From an educational point of view it is valuable as showing the enormous possibilities of Canada and what France, as well as Canada, has to gain from closer international relations between the two countries.

ERECTING NEW WAREHOUSE.

Nicholson & Bain, wholesale commission merchants and brokers, Winnipeg, are about to let the contract for a warehouse to be erected in Calgary. This firm have had a branch establishment in Calgary for over a year, but their rapidly increasing business demands more commodious premises.

TO PROHIBIT GUESSING CONTESTS

Uncle Sam has decided to take a hand in the gift enterprise business and through a ruling of the post office department proposes to exclude from the mails all newspapers and other publications carrying advertisements with reference to guessing contests and similar devices for inducing trade.

The wholesale grocers of the United States are forming a national association for purposes of mutual protection.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

CLAY PIPES
None equal. Insist upon McDougall's.
There IS a Difference.
D. McDOUGALL & CO., Glasgow, Scotland

Plain, Profitable Talks—No. VI.
"What's in a Name?"
A good deal when the quality of the goods offered under a striking name is the best that money can buy and the best skilled labor can prepare.
"Hogen Mogen," our 5c. and "Royal Sport," our 10c. Cigars, will make your store the Mecca of all lovers of good cigars.
Drop us a post card for particulars.
THE SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.

WM. BRAID & COMPANY

TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

July 27, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	3 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

[illegible]	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

[illegible]	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	3 00
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 00
" 5 lb.	25 00

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 90
" 12 oz.	4 25
" 1 lb.	5 00
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box.....$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	3 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

George Dalidet & Co.

BORDEAUX,
FRANCE

The Noted Packer of French Products

Peas
Mushrooms
Mixed Vegetables
Sardines

They Are Sellers

Crystallized and Glaced Fruits

Let us hear from you.

Agents:
ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

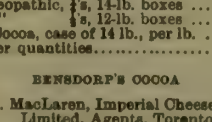
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs...44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ¼-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 32
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 26
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	3 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

When an article is made

from the **best** material, by the **best** process and most experienced workmen, it is bound to be **perfect.**

This is the case with

Edwardsburg "Silver Gloss" Starch

and

Benson's "Prepared Corn"

Every housekeeper in Canada during the past 50 years has known and bought them. Every merchant relies upon them with confidence.

EVERY JOBBER SELLS THEM.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

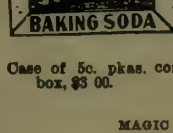
Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

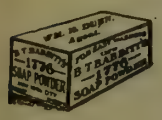
"Bee" brand, 8 oz., cases, 120 pkgs.	case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

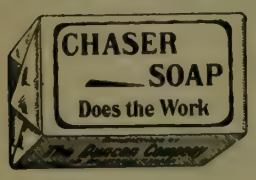
Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box, 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Be" brand starch—

Laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

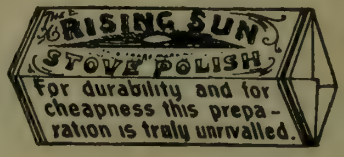
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

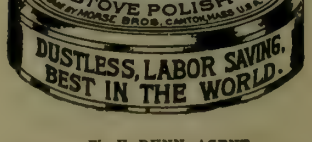
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 8 4, bxs., ea. 3 dz.
Enameline No. 0 6 6, bxs., ea. 3 dz.
Enameline liquid, bxs, ea. 0 80 3 doz.
Blackene, 5-lb. 0 10 cans, per lb..

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER, AND OTHER PRIZE MEDALS

SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & - Co
OSBORNE WORKS, BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 " "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	26

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases ....retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases ....retail	0 30 at 0 33
Yellow Label, ¼s and ½s, 60-lb. cases ....retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases ....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases ....retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases ....retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 [illegible]
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

GOLDEN RUSSET VINEGAR

The most skilfully-produced vinegar in the market. Rigid formula controls every part of its manufacture to ensure absolute **purity**. Made from the choicest and most wholesome apples, made in a factory where "Cleanliness" is the word,

GOLDEN RUSSET VINEGAR

is pre-eminently the vinegar for a grocer to carry. Sold in three strengths, XXX, 84 grains; XX, 72 grains; X, 60 grains, at prices proportionate. Have we your order?

THE W. H. WILSON CO., LTD.

TILLSONBURG, ONT.

BOOKS FOR BUSINESS MEN . .

TEA HINTS

For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 pp.; Cloth.

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BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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To Owner
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Page 36

FRUIT JARS

For

Preserving Time

Factories are all shut down for heated months and no more can be made until Fall.

ORDER NOW

before stocks break.

Can ship quick

GOWANS, KENT & CO.
TORONTO

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meet profitable to handle, as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

DRIED FRUITS

NUTS ETC. ETC.

Ask for our prices before placing orders.

D. RATTRAY & SONS

COMMISSION MERCHANTS

QUEBEC Montreal OTTAWA

SEMI-ANNUAL MEETING OF RETAIL MERCHANTS' ASSOCIATION OF WESTERN CANADA.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, AUG. 4, 1905. NO. 31.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S WAFER ROLLS

are a delectable morsel. If you have not carried same in stock, send for sample.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

NO, SIR!

"Kkovah" goods, although put up in the most attractive packages, are not "for the shelf"—they are made *to sell.*

Send us your order and we will find customers for you, or else take back the goods and pay you the full retail price, thus guaranteeing you a profit on the transaction.

Can we say more?

"Kkovah" Jellies (both Powder and Tablet)

"Kkovah" Custard Powder

"Kkovah" Blanc Mange

57 Front Street E., TORONTO.

17 St. John Street, MONTREAL.

DELICIOUS IS PEACOCK BRAND MINCE MEAT

Many people make much of this *Mince Meat*

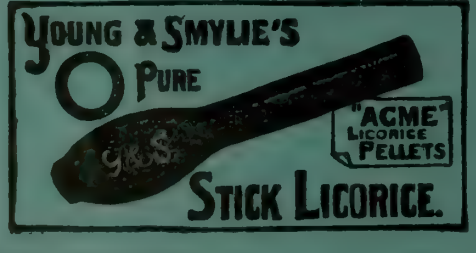
Many grocers make much on this *Mince Meat*

Are you included?

The BATES MFG. CO., Limited

9-11 Francis St., TORONTO.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

BORDEAUX RELISH

is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

Doubt Less

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

Fry's Cocoa and Chocolate

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the whole world.

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM

ARTHUR P. TIPPET & CO., Agents.

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GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Wholesale Commission Merchants and Brokers

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street MONTREAL.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

JNO. A. MOIR

Wholesale Commission, Teas and General Groceries. Established 30 years.

6 St. Sacrament St., - MONTREAL

Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

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W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.

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27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

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Get our prices for

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Car of

FANCY BARBADOES MOLASSES

just to hand. Lowest prices.

2 cars

BARBADOES RAW SUGAR

Nice grocery kind.

W. H. MILLMAN & SONS

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Reference—Bank of Hamilton

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Open for good Canned Goods Agency **Correspondence Solicited**

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GEORGE ADAM & CO.

Wholesale Grocery Brokers and Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***

Members Western Wholesale Brokers' Association,

23 Years

—IN THE—

WHOLESALE COMMISSION BUSINESS

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WIRE, OR WRITE US YOUR OFFERINGS.

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ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT SALT

For Any and Every Purpose.

VERRET, STEWART & CO.,
MONTREAL

SALT SALT

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

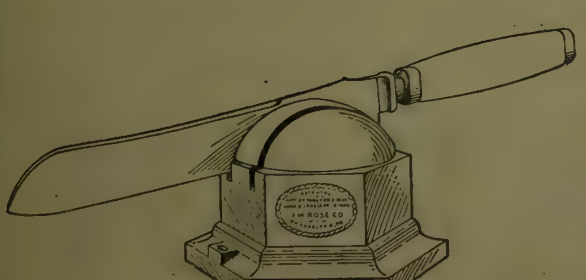
The advantage is with the grocer who sells

STERLING
BRAND
PICKLES

They sell readily. They give satisfaction. They add prestige to the grocer's trade, because of their unfailing superior quality.

Ask your jobber or write direct to the manufacturers.

The T. A. LYTLE CO., Limited
124-128 Richmond W., Toronto, Can.



No. 4 (Grocers'), Price, postpaid, $1.75

ROSE AUTOMATIC KNIFE GRINDERS

Discounts to agents and dealers

THE ONTARIO SUPPLY CO.
OWEN SOUND, ONT.

No. 3 (Household), Retail Price, 65c.

The price of

JAPAN TEA

is so low that the consumers insist upon getting the genuine Japan Teas. No **imitations,** no **just-as-good** Ceylon Greens will ever satisfy drinkers of the genuine, healthy fragrant teas of

JAPAN

If you wish to increase your tea trade sell **JAPAN TEAS**

HANDLING PAYING GOODS

Every Retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS, MONTREAL

Flett's

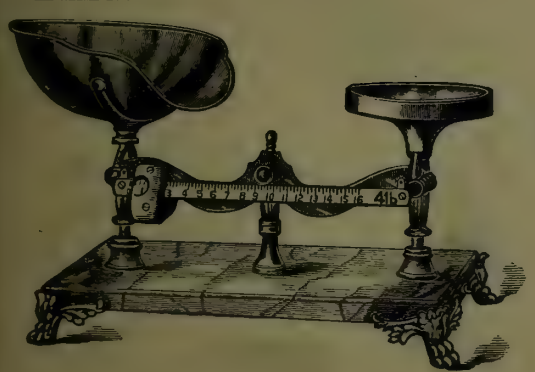
Pickle Competition

is keen—numbers of inferior brands are on the market to-day. The wise dealer doesn't waste time pushing poor articles, or articles, which, owing to their quality, must have a short life. He sells **FLETT'S PICKLES**. Once sold to a customer the repeat order follows easily.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

INDIFFERENCE

DOUBT

FAITH

Stages in a Grocer's Career

Every grocer passes through it—indifference as to what brands comprise his stock, as long as he carries what other grocers carry and gets a fair share of patronage. A change comes. If it's Teas, the Grocer says to himself: "These Teas are advertised. Will I try them and let Ceylon Teas go? Perhaps a bigger business for me!" The grocer at the other corner is reasoning similarly. Both decide to keep a record of sales. ***They discover the largest demand is for***

CEYLON TEAS

They read up and find out that ***Ceylon Teas*** have a ***fragrance*** and ***delicacy,*** produced by the climate of Ceylon, unequalled in any other Teas. The Grocers have ***found*** the ***Reasons for*** the ***Sales,*** and have ***assurances*** for ***sales*** in the ***future. Indifference*** has ***changed*** to ***doubt,*** and ***doubt*** changed to ***Faith—Faith*** in ***Ceylon Teas.*** Have you that ***Faith?*** Are you ***building*** your ***business*** on the ***sub-structure*** for ***success—Ceylon Teas?***

1905 — Unexcelled in Magnitude Unequalled in Excellence — 1905

CANADIAN NATIONAL EXHIBITION

AT TORONTO, AUG. 26 to SEPT. 11.

$45,000 in Premiums. - $38,300 in Attractions.

The Irish Guards Band

By permission of His Most Gracious Majesty King Edward VII, the band of the Irish Guards, His Majesty's favorite household band and the finest military musical organization in the Empire, will give two concerts each and every day.

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In an especially built, extensive, fire-proof art gallery will be presented the grandest collection of art and art treasures ever got together on this continent, including loans from the King, the Corporation of the City of London, the great English Universities, the Republic of France, South Kensington Museum, Lord Strathcona, the Lieut.-Governor of Ontario and other distinguished bodies and gentlemen.

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The greatest pyro military display ever produced before the Canadian people. Scenes in this most recent of the world's most appaling event will be vividly portrayed with real Japanese and Russian soldiery taking part. The fireworks display will be on a brilliant scale, introducing new features of an Oriental character.

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The Process Building, Samples of all the Industries and Resources of the Country, Thousands of Horses, Cattle, Sheep, Swine, Poultry and Dogs, All Canadian Cereals and Minerals, good Trotting and Pacing, a superb Variety Show, the World's latest Inventions.

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Special cheap railway and steamboat excursions have heen arranged. Enquire of your nearest station or ticket agent for rates.

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J. O. ORR, Manager and Secretary.

SPECIAL ANNOUNCEMENT

THE PRACTICAL GROCER

A Manual and Guide for

The Grocer, The Provision Merchant, and Allied Trades

By W. H. SIMMONDS, F.J.I.

With Contributions by Specialists, Trade Experts, and Members of the Trades. Illustrated by a Series of Separately Printed Plates.

THE PRACTICAL GROCER has no forerunner in its own field. Its aim is to bring together, within reasonable compass, all the most useful information and advice upon the grocery trade and the trades usually allied with it. The scope of the work is wide. It provides all that is required for every member of the trade to make a science of his calling. Not only are the goods of each branch of the trade dealt with in detail, their production, characteristics, uses, storage, trade terms, weight, adulteration, analyses, recipes, &c., being given, and a general view of the sources of supply; but whole sections of the book are devoted to the several branches of the business itself: arrangement of shops, management, routine, proprietorship, book-keeping and office matters, control of branches, trade law, associations,—in short everything with which the grocer or other trader, as trader, master, or assistant, is concerned.

Published in 4 Volumes, Cloth. Price, 34/- net. Post Paid to Canada.

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"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
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and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

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19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

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THE EBY, BLAIN CO., Limited, TORONTO.
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ALLISON COUPON CO., Manufacturers.
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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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BRISTOL, ENGLAND

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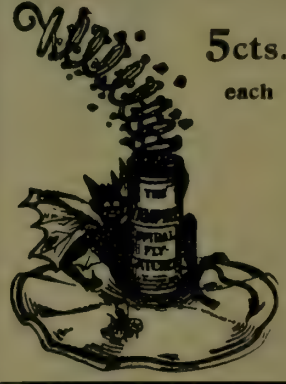
"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

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This design a guarantee of quality.

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Strong, Tough and Stiff. A Sure Protection to Destination
SAMPLES AND PRICES WITH PLEASURE.
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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

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The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

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Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

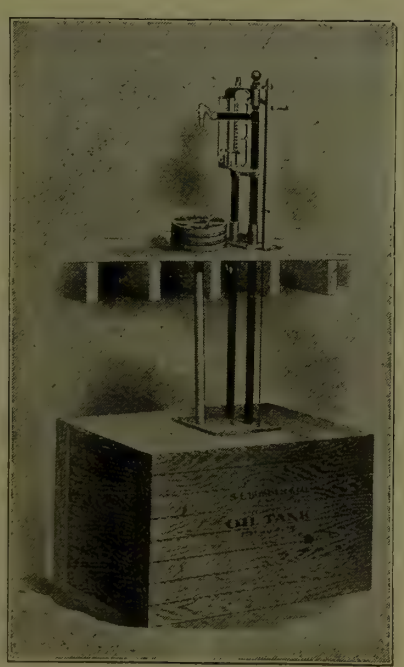
BOWSER
SELF-MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.



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You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.

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You receive a coupon worth 25 cents.

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KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
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Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

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AGENTS FOR THE DOMINION SALT AGENCY

RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.

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Began his political career as a Tory, but his desire for progress and reform led him to adopt the ideas of the great Liberal Party.

The Grocer may experiment with a miscellaneous variety of brands, but at length discovers that

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are what he has been seeking as they combine all the elements for successful trade

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is not always a true index of the ***Real Profit.*** The spasmodic sellers occupy useful shelf room and keep valuable capital tied up.

Mathieu's
Nervine Powders

bring the quick, best-kind-of profit, which accumulates rapidly. They are a safe, reliable, and well-known cure for all Headaches and Nerve Pains. The only package containing 18 powders for 25c.

Let us send you a free sample to try among your own family. You will then know why they are such favorites.

Don't forget that

Mathieu's Syrup of Tar and Cod Liver Oil

has a sale all the year round. Keep it in stock.

J. L. MATHIEU CO., Limited
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CURRANTS

In Stock and Arriving

Cleaned Fine Filiatra
In Half Cases.

Cleaned Extra Superbos
In Half Cases.

Special Loose Pack
Extra Choice Fruit.

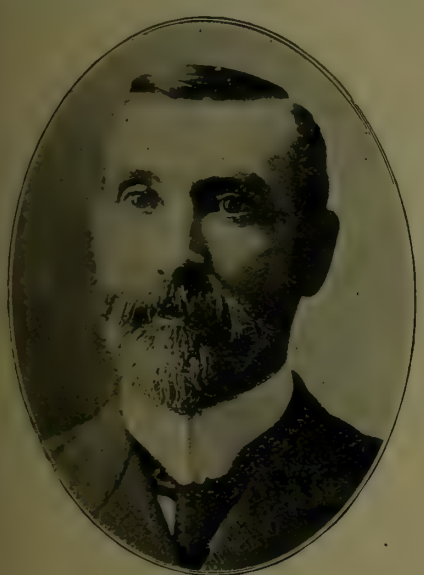
Warren Bros. & Co.
35 and 37 Front Street East, - Toronto

SEMI-ANNUAL MEETING OF

The Retail Merchants' Association of Western Canada

Winnipeg, July 26 and 27

SUBSTANTIAL, steady, and highly encouraging progress was shown at the semi-annual meeting of the Retail Merchants' Association of Western Canada, held in Manitoba Hall, Winnipeg, July 26 and 27. It is true that the number of those in attendance was not so large as might have been desired, but this is the fate of all midsummer gatherings of the kind. The Retail Hardware Association, a strong and well organized body, meeting at the same time, had a small meeting, but both associations showed a gratifying increase in the paid-up membership, and members were able to tell of the substantial, tangible benefits which the association only a few months old had already brought them. Merchants from different towns were able to report that the association had put a stop to price



Mr. T. J. Lawlor,
President Retail Merchants' Association of Western Canada.

cutting on staples, and that hence they were actually making a small profit on sugar, salt and tobacco. Retail grocers know that this is a wonderful showing, for many of them have been accustomed for years to sell these goods either at cost or at a loss.

The burning question in the west is the long credit evil, and the subject was discussed in all its bearings. Finally; the recommendation of the February meeting was endorsed with a slight amendment. Readers of The Grocer will remember that the February convention recommended the closing of all accounts on the first day of November in each year and the enforcement of a strictly cash system until the first day of May, 30 day accounts being considered as cash. It was decided at this meeting that it would be inconvenient to enforce this rule strictly during the month of April, a month when the farmers are buying implements and incurring many expenses of a similar nature. Consequently the cash period was shortened one month, closing now on the first of April. While this policy is strongly recommended by the association, and will, no doubt, be followed closely by the majority of its members, there is no compulsion in the matter, and members were not required to make any pledges.

At the Thursday night meeting, which brought the convention to a close, a number of prominent wholesalers were present to show their active sympathy with the association movement. They made it abundantly evident that the association may rely upon the active sympathy and support of the wholesale interests of Winnipeg, and that pressure will be brought to bear upon any retailers who persist in staying outside the association and pursuing cut-throat methods which are prejudicial to all legitimate trade. A careful perusal of their speeches is recommended.

THE MEMBERSHIP ROLL.

Some idea of the work which has been done by W. A. Coulson, the energetic young secretary, during the last two months, may be gathered from an examination of the list of members given below. It must be remembered that the greater number of these members has been secured during the six weeks or two months spent by Mr. McRobie in active canvas; that the work has only begun, and that several hundred new members will undoubtedly be added before the annual meeting in February. The list of members is as follows :

Deloraine Branch.

Winkler—A. Niterman, Dyck & Crocker, B. Loewen, Wilton Bros.
Crystal City—P. A. Young & Co., J. G. Steacy.
Morden—J. H. Heiman, B. Tobias & Co., N. Korman, J. T. Acheson, Harry Meikle, The Retail Co.
Clearwater—R. R. Abbeck & Co.
Mather—Goodon & Fulford, Elliott & Argue.
Darlingford—Ed. Jordan, R. A. Fines.
Cartwright—Moore & Hill, Wm. Greenmill, W. G. Pennington.
Manitou—E. D. Gaul & Co., Sharpe & Bulton, O. Wagner & Co.
Holmfield—J. A. Robertson, Jas. Down, F. J. Messner.
La Riviere—Rutherford & Son, J. H. Farghy.
Ninga—Miller & Hainer, N. J. Ryan, Jones Bros.
Pilot Mound — W. Endicott, T. C. Preston.
Killarney — A. McQuenn, Chas. Richards, W. E. Farrow, Jno. Sedore, G. A. Martin, W. A. Bingham, R. Cross Co., Limited, Marquis & McCullough, R. Rollins, T. J. Lawler, J. A. Percival.
Boissevain — The J. D. Baine Co., Limited, Hunter & Aitken, J. A. Munro, A. R. Welch, McAllister & Robinson, R. McCausland, Marston & Singleton, Boissevain Trading Co., D. M. Sutherland, F. G. Fox.
Napinka—Coate & Kaiser, E. Ferguson, Hamelin Bros. & Co.
Whitewater—The McKay Co.
Medora—A. Hughes.
Deloraine—Montgomery Bros., S. K. Colquhoun, F. L. Kilbourn.

Hartney Section C. N. R

Elgin — R. E. Sadler.
Ninette—Chas. Overend, Jno. Yellowlees, W. E. Hughes.
Fairfax—J. L. Hettle.
Belmont—McIntyre & Castell, A. W. Marquis.
Minto—R. W. Franks & Co., Thos. Williamson, A. McTavish.
Margaret—Dalglish & Co., F. Wilkie.
Dunrea—W. A. Seeback, J. H. Snelgrove, W. H. Lawler.

Mr. W. A. Coulson,
Secretary Retail Merchants' Association of Western Canada.

Estevan Section.

Hartney—Parham Bros., D. G. Ennis, J. C. Callander, Fry Bros.
Pierson—Riebel Bros., W. S. Kenner, Lockerbee & Halliday.
Lauder—W. J. Currie, Hamelin Bros. & Co.
Gainsboro—Briggs & Bohmer, R. B. Elliott, Lockerbee & Halliday.
Melita—Thos. McJanet, G. C. Sayles, Hamelin Bros. & Co., R. Grant, G. L. Dodd.
Carievale—E. J. Code, Geliland Bros., F. Clark.
Elva—G. C. Sayles, C. W. McLennan.
Carnduff—Ruddell & Gibson, S. Ballintine, J. B. Preston, J. H. Elliott, J. H. Taylor.
Glen Ewen—C. Crawford, T. R. Preston.
Estevan—F. G. Musgrove, Arthur Keely, M. H. King, Wm. McLeod.

Oxbow—Miles McKay, Walsh Bros., Geo. Barber, H. C. Dinsey.
Alameda—Cook & Morrison, Hopper Bros., R. C. Gibson, Creighton & Graham.
Frobisher—Larner & McCutchen, Riddell & Co.

Brandon Section C. N. R.

Baldur—R. Rollins & Son, Anderson & Playfair.
Roland—Higgins & Webster, H. J. Chilson & Co.
Mariapolis—C. H. Charbonneau.
Morris—Chisholm & Mackenzie, Alex. Todd.
Swan Lake.—Jas. Pritchard, Ruttan & Fitzpatrick, W. F. Hartwell.
Somerset—Marguerite Monchalin, J. A. Decasse, Sharpe, Black & Shewfelt.
Rosebank—A. H. Baker.

Arcola Branch.

Antler—W. Cavanagh, A. E. White.
Carlyle — G. W. Stockton, Baker & Gunn, Hamelin Bros & Co.
Redvers—R. Ferguson, R. Curle, L. T. McLanders.
Arcola—Hamelin Bros. & Co.
Wauchope—W. Quesnelle, Freeman & Morris.
Manor—The Moose Mountain Trading Co., J. R. Dalglish, Hamelin Bros. & Co.

Lyleton Branch.

Lyleton—S. E. Harty, Laing, Smith & Co.
Waskada—W. H. Stovin & Co., Hamelin Bros. & Co.
Goodlands—E. Dobson, A. Sleep.

Glenboro Branch.

Cypress River—A. Creighton, J. H. Fawcett, H. Hilton.
Holland—W. F. Schooley, Wm. Dickson, W. R. Ross.
Methven—Alex. Ziegler.
Treesbank—E. H. Wilkinson.
Nesbitt—Thos. Middlemiss, Sharp & Barager.
Stockton—R. D. McLachlan.
Carroll—J. W. Graham.
Rothwell—J. G. McGowan & Co, P. R. McLachlan.
Souris—J. A. Moore, A. E. Brindle, A. J. Stewart, W. G. McLaren, McRory & McCush.

Emerson Branch.

Emerson—Chas. Whitman, Whitman & Co., Hinton & Co.
St. Jean Baptiste—N. Comeault.

Gretna Branch.

Gretna — E. Penner & Co., Otto Shoultz, Farmers' Trading Co.
Rosenfelt — C. K. Stewart, Rimer Bros.
Altona—W. & I. Coblentz, H. Loeppky, John Hiebert, L. Wadlinger.

Sundries.

F. Frederickson, Glenboro; R. H. McLeod, Beaver; J. G. Bargen, Plum Coulee; E. H. Glinz, Oak River; D. M. McLelland, Sidney; P. D. Alair, Elm Creek; H. Cuffield, Hargrave; N. D. McKinnon, Weyburn; W. Ledoux, Armand; Glinz, Oak River; A. McD. Wilton, Winkler; G. W. Marsh, Elkhorn; D. N. Embree, Boissevain; C. E. Marquis, Killarney; W. J. Currie, Lauder; W. G. McLaren, Souris; F. W. Clingan, Virden; H. C. Hamelin, Lauder; W. J. Hamelin. Melita; Walsh Bros., Oxbow; F. R. Munro, The Canadian Grocer, Winnipeg; J. Dundas, Francis; R. Whitman, Ridgeville; G. L. Dodds, Melita; J. A. Munro, Boissevain; J. H. Snelgrove, Dunrea; R. W. Ferrier, Kenora; J. L. Hettle, Fairfax; S. K. Colquhoun, Deloraine; W. H. Stovin, Waskada; Miles McCay, Oxbow; J. F. Hunter, Boissevain; R. F. Moore, Cartwright; R. W. Morrison, the Commercial; J. H. Elliott, Carnduff, Assa.; J. S. Riddell, Frobisher, Assa.; Francis Foulston, Riding Mountain; Foulston Bros., Birnie, Man.; R. E. Sadler, Elgin, Man.; W. C. Parham, Hartney; W. Coblentz, Altona; W. Ledoux, Armand; Hess & Cochrane, Oak River; Wm. Wellband, Winnipeg; Wm. Robinson, Selkirk; the McKay Co., Whitewater; A. L. Johnson, president Winnipeg Board of Trade; A. S. Lock, (Foley, Lock & Larson); Wm. Georgeson, (Codville & Co.); H. M. Belcher, (Gaults', Limited); Thos. Ryan; D. K. Elliott, (R. J. Whitla & Co.); J. Clark, (R. J. Whitla & Co.); J. H. Crosthwaite, (G. F. & J. Galt); A. McAllister, (W. E. Sanford Mfg. Co.)

The Register.

Among those present at the meetings who observed the formality of registering their names were the following: T. J. Lawlor, Killarney; J. D. Baine, Boissevain; A. G. Munro, Morden; C. S. Preston, Carnduff; G. C. Sayles, Elva; A. H. Stewart, Rosenfeld, E. H.

OFFICERS OF THE ASSOCIATION.

PRESIDENT—
T. J. Lawlor, Killarney, Man.
1ST VICE-PRESIDENT—
H. C. Hamelin, Lauder, Man.
2ND VICE-PRESIDENT—
J. D. Baine, Boissevain, Man.
TREASURER—
Robert Rollins, Killarney.
SECRETARY AND ORGANIZER—
W. A. Coulson, Williamson Block, Notre Dame Avenue, Winnipeg.
EXECUTIVE—
A. G. Munro, Morden, Man.
A. E. Hill, Griswold, Man.
W. G. McLaren, Souris, Man.
J. Brown, Neepawa, Man.
R. F. Moore, Cartwright, Man.
F. W. Clingan, Virden, Man.
N. D. McKinnon, Weyburn, Assa.
G. C. Sayles, Elva, Man.
E. H. Glinz, Oak River, Man.
W. Ledoux, Arnaud, Man.

OPENING SESSION.

In opening the first session of the convention on Wednesday morning, July 26, President Lawlor reviewed at considerable length the history of the association, and outlined its objects. The question of "supply accounts" was an important one, and it was the principal grievance against the wholesale trade. Sometimes it was found that a wholesale house would encourage a new man to start a business in a town already well supplied with stores. This should be stopped and a strong association could remedy the matter owing to the influence which they would have with the wholesalers. Then there was the regulation of the prices paid for country produce. It was simply absurd that merchants should frequently pay more for butter and eggs than the market price. Dealers were willing to accept farm produce as cash in payment for goods; they were not looking for a profit on produce, but they did want to get their money for it. By eliminating cut throat competition the association would remedy this trouble.

Then there was the question of long credits—the burning question in the west. For that trouble the association suggested a remedy, and it was for the convention to discuss that remedy.

In reviewing the history of the association, President Lawlor paid a high tribute to the merchants of Boissevain, to whom the credit was due for initiating the movement. For years there had been a disturbing element in Boissevain; the turnover of the merchants had been very large, but their profits at the end of a year were small. They started the association movement, and when they went home from the February meeting they formed their local association with the result that they were now making a profit on staples. In Deloraine and Killarney similar gratifying results had been secured.

At the February meeting the association had instructed the executive to engage a secretary, and after some unavoidable delays W. A. Coulson was appointed secretary and organizer in the latter part of April. He had begun work in Morden, and in the few months he has been on the road he has covered Southern Manitoba. As a result the association had now more than 200 bona fide members, and, of course, the work of organization had only commenced.

A Winnipeg Dealer.

That Winnipeg dealers are in sympathy with the association was evidenced by the remarks of William Wellsband, a city retailer, who spoke after Mr. Lawlor. Mr. Wellsband became a member of the association.

Secretary's Report.

Secretary W. A. Coulson then presented his report of the work accomplished since he became organizer. It was in part as follows:

"My report covers a period of three months, from April 25 to July 25, from the date of my appointment to the present time. In beginning my organization work I commenced with the Town of Morden, on the Deloraine branch, working from that town west as far as Napinka, in the territories, and subsequently finishing that line from Winkler east. The Estevan, Lyleton, Gretna and Hartney sections have also been completed, and part of the Arcola, Brandon and Souris branches, and these would have been finished had the merchants been at home. The membership of this association is now in excess of 200; of these 24 have not yet paid up, but they will do so as soon as the organization of their towns has been completed. All of which is respectfully submitted.

"W. A. COULSON,
"Secretary."

Report Discussed.

G. L. Dodd, Melita, spoke in high praise of Secretary Coulson. He had reason to believe that he was an active, energetic young man, who has accomplished a great deal for the association. The showing made in the few weeks he spent on the road was very creditable. After some further remarks by R. F. Moore, of Cartwright, and some explanations by Mr. Coulson of particular phases of the work, the sec-

retary's report was received and adopted.

General Business.

The meeting was then thrown open for general discussion of association work, and a number of members spoke of the good results already secured by the association.

S. K. Colquhoun.

of Deloraine, spoke briefly and to the point. "The association has done a great deal for us already in Deloraine, as it has enabled us to secure reasonable prices for sugar, tobacco, and salt, in Deloraine, and some surrounding towns. Formerly we sold these goods at a loss; now we are making a small profit."

J. D. Baine.

of Boissevain, also had a good report to present. "I came to the meeting in February with no intention of joining. Frankly, I didn't believe an association would amount to anything. But I was persuaded to join, and after the convention was over we called a meeting of all Boissevain merchants except the hardware. At that and subsequent meetings we arranged prices to be paid for produce and charged for certain staples. We make no changes until all have been notified, and we are now working in harmony together."

The Credit System.

After some further speeches along the same line, President Lawlor introduced the subject of the credit system. He first briefly outlined the scheme recommended last February, viz., the closing of all accounts on November 1st, and the strict maintenance of a cash system of business until the first of May. It was understood, of course, that 30 days accounts should be taken as cash.

"My own opinion," said Mr. Lawlow," is that April 1st is a better date than May 1st. We recognize that it isn't possible to do a cash business in this country the year round. The best we can do is limit the credit period. April is the month when the farmers take up their machinery, and they need credit then."

G. L. Dodd, Melita, did not agree with the president. "I have heard," said he, "that the T. Eaton Co. once refused credit to Senator Cox for some trifling article which he wanted one time when he didn't happen to have any cash on his person. That was business. If you give credit after April and May, you give it on goods for which you must pay yourself long before the farmer pays. The farmer should be prepared to pay cash up to August 1st."

E. H. Glinz, Oak River, thought it would be a mistake to attempt any further curtailment of the credit system than that contemplated. "We must not attempt what is impossible."

President Lawlor remarked that it must be understood the association advocates the curtailment of credit at all times. It was not intended that indiscriminate credit should be given between May and November.

W. H. Stovin, Waskada, was not in favor of any hard and fast rules. He believed more in the application of common sense to individual cases.

J. F. Hunter, Boissevain, was also strongly opposed to any hard and fast rules. "What are we to do with our town customers? They require credit as much after May 1 as before. I would rather give credit the year round to an all round good man than have him buy by mail order. The coupon credit system is the best. The trouble is that customers often buy goods and say 'charge it' without asking for any stated length of credit. Unless we keep our own books it is often the case that we don't know how much credit a man gets. He may be good for a little, but not for a large amount.

"Let us have a local association in each town, and have each merchant report all his accounts to the secretary. Then we can know what every farmer owes in the town."

J. D. Baine, of Boissevain, also thought it a mistake to fix any time for closing the books. He suggested that a committee be formed to draft legislation to be submitted to the Manitoba Government whereby the retailer would be given more adequate security for his accounts.

S. K. Colquhoun, of Deloraine, said he had not lost much by doing a credit business, that very much depended upon one's knowledge of men. He did not care to be bound by any hard and fast rule.

IN A NUTSHELL

THE OBJECTS OF THE ASSOCIATION.

(1) The curtailment of credits with the object of approaching a cash system. All accounts to be closed November 1st and no credit to be given until April 1st. Thirty-day transactions to be treated as cash.

(2) **Standard Prices.**—All staple goods such as salt, sugar, tobacco, etc., to be retailed at standard uniform prices.

(3) **Produce**—A uniform price to be paid for butter of good quality and other farm produce, maximum prices to be arranged in each town and not to be exceeded. In no case should butter tubs or packages be supplied free.

(4) **Supplying New Accounts.**—To induce the wholesale houses to refuse to start up new firms in towns where business is already overdone.

A Cash Experience.

Miles McKay, of Oxbow, said he was sorry that no person had yet spoken of a cash business, for he believed it could be conducted successfully.

"Three years ago in my own general store business I found myself in a position to buy for cash. For a year I ran a cash business and I did $2,000 more trade than in any previous year. Then I built larger, increased my stock, and began to sell goods on credit. Soon I had a large amount on my books, and I saw that if I was to continue the credit system I must regulate it. So I started the coupon system, and have controlled and curtailed credit. In November I am going to make every effort to collect my accounts. The percentage collected last Fall disappointed me, and I am going to return to a cash basis."

WEDNESDAY AFTERNOON SESSION.

At the afternoon session the discussion of the credit system was resumed by President Lawlor, who laid stress upon the argument that the time had arrived when, if the credit system must be continued, it must be controlled and conducted on certain terms.

J. H. Elliott spoke of the need of such an association arrangement in Carnduff, Assa. The local merchants are able to arrange their prices for produce on a fair basis, but if they don't give unlimited credit in Carnduff their customers can get it in other towns. There is great need of a curtailment of credit, but Carnduff alone can do very little. His experience was that farmers are buying and speculating in land to the neglect of their store bills. The merchant gets what little is left after the claims of the banks and land companies have been satisfied.

Wilfrid Ledoux, of Arnaud, said that in his seven years' business experience he had had his own troubles with long credits. In those years he had been in business in different parts of the country. In the Dauphin and Swan River districts he had kept pretty well to a cash business, but in Arnaud business is on credit basis the year round with about half the population.

"We give ten per cent. discount for cash in Summer and Fall, but so many are speculating in land that this does not prove very attractive. About half our sales consist of 30 days' goods, such as sugar, so you see we have our own troubles. We could sell cheaper on a cash basis, and there is always a danger of losing cash customers while we conduct a credit business. I think the association plan of curtailing credit is practicable."

The Association Plan Tried.

After a few remarks from W. Coblentz, of Altona, Chas. Stewart, of Rosenfeld, told of his successful experience with the association plan of closing all accounts in November, and insisting upon cash during the Winter. He had worked this plan successfully until compelled to abandon it because an opposition store used it against him. He had no doubt that if all the merchants in a town would give the plan a fair trial it would work. He thought his own experience proved it.

J. S. Riddell, of Frobisher, Assa., explained that his plan had been to close accounts with cash or notes every three months. The only advantage in the note was that it constituted an acknowledgment of the obligation.

F. Fulston, of Riding Mountain, said that he came from the east last Fall, and was astounded at the amount of credit business done.

"Even the boys," said he, "when they treat the girls to candy, inquire 'Is my face good for that?' Last January we posted up notices of a cash system, and it worked for a little time all right. Then the farmers came in and forced us to give credit by threats of going elsewhere. I think the five months' cash system would work all right if we all stand together."

J. H. Snelgrove thought his own Town of Dunrea the worst long credit town in Western Canada. "They think we don't need any money at all. Men with $300 wheat money in their pockets have asked to have ten cents worth of candy charged. We must have backbone if our plan is to work. I believe we should have a strict cast iron rule, but I think we should make the opening date November 15, as many farmers will not have threshed by the first of the month."

E. H. Glinz, Oak River, remarked that the credit evil grew worse as the country grew older. New settlers fre-

quently had money, but the older ones all had the land speculation mania. The Oak River section was steadily growing worse.

An Important Question.

F. Fulston, of Riding Mountain, asked what could be done if a competitor in any town who was not a member of the association persisted in giving indiscriminate credit.

President Lawlor's reply was to the point. "Very few merchants," said he, "who are doing a credit business, are independent of the wholesale houses. Now the wholesale men are just as anxious for the success of this association as are its own officers. If any dealer persists in giving indiscriminate credit in any town, thereby hindering the main work of the association, we can lay the matter before the wholesale trade, explain that this dealer is running contrary to the wishes of the majority, and they will put the brakes on him. Moreover, we can use our influence with the wholesale houses to have all 'supply' accounts stopped. When this association is in working shape the wholesalers will not be willing to offend us all for the benefit of one, and we can count upon their support in all fair measures."

J. F. Hunter, Boissevain, again objected strongly to the adoption of any hard and fast rules. "In this stage of the association's existence our work should be mainly educational. Many dealers are afraid to come in because of this rule. I think the man who sells cattle in February has as good an asset as the man who sells wheat in the Fall, and he is just as much entitled to credit. I object to a hard and fast rule."

E. H. Glinz, of Oak River, replied to Mr. Hunter. "Perhaps I am weak," said he, "perhaps I am lacking in backbone. I can't do this thing alone, but I am convinced I can work with others."

The Secretary.

The president now called on Secretary Coulson to take part in the discussion. Mr. Coulson said he had visited 83 towns and 225 merchants. He had found nearly all in favor of the association scheme of dealing with the credit evil. He said the wholesale houses had backed him up nobly in some hot arguments, and he instanced some trouble in the Morden and Winkler section which had been settled satisfactorily by their assistance.

"My biggest difficulty," concluded Mr. Coulson, "has been the lack of confidence of one merchant in his fellow merchant. Often I have had to smooth over personal differences before I could bring merchants together."

After some further discussion it was decided by a practically unanimous vote to amend the recommendation of last February by shortening the cash period one month. The rule is not compulsory, but the association strongly advises its members to close all accounts on November 1, and insist on cash payments until April 1. It was also recommended that a uniform rate of at least 10 per cent. be charged on all overdue accounts.

A committee, composed of President Lawlor and Messrs. Sayles and Glinz, was appointed to invite the wholesale trade to attend a meeting on Thursday night. The convention then adjourned, to meet at 8 o'clock that evening.

WEDNESDAY EVENING MEETING.

At the Wednesday evening meeting the vexed question of prices paid for farm produce was under discussion. G. C. Sayles, of Elva, was the first speaker. This produce question was a sore point with him, as he had seldom been let down easy. Perhaps a better market for farm produce was wanted; at all events it often happened that country merchants pay more for their butter and eggs than they get themselves from the commission and produce houses. This, at least, should be stopped.

A. G. Munro.

A. G. Munro, of Morden, said there was little trouble now in Morden as to the prices paid for butter and eggs. "The big trouble is in the bad quality of the butter and the difficulty of buying it according to its quality, but I don't think we can do much more in Morden than we are doing."

R. F. Moore.

R. F. Moore, Cartright, thought this subject fully as important as that of credit. Personally he did not have so much trouble in keeping his prices at the market level as in getting a good market. He found a tendency among good butter makers to send their butter to the city, and he could not blame them, as the country store usually pays as much for bad butter as for good.

Mr. G. C. Sayles,
Member of Executive, Retail Merchants' Association of Western Canada.

W. G. McLaren.

of Souris, said that since Secretary Coulson had visited their town they had had no trouble about the price of butter and eggs. The Souris merchants were no longer paying more for butter and eggs than they could get for these products—they were paying the market price. He suggested having a cold storage centre, say in Winnipeg, in which association members could store their butter.

Other Speakers.

F. W. Clingan, of Virden, and E. H. Glinz, of Oak River, also spoke of troubles with bad butter, and discussed other aspects of the produce question. The big trouble was that dealers were paying the same price for poor butter as for good. Consequently they in turn were paid practically one price, and that was the price of poor butter.

J. F. Hunter.

of Boissevain, spoke at length on this subject, which he considered fully as difficult as that of handling accounts properly. "In order to get a better price for butter," said he, "it is necessary that we should have a more uniform article. Country butter is hard to sell in the city for table use. We should also remember that city merchants sell butter at a profit, not at cost, as we do in the country. Moreover, the high retail prices we hear about are usually for good creamery butter, so I don't think the produce houses treat us badly.

"But we must stop taking soap grease at the same price as good butter—butter should be graded and bought on its merits. Moreover, it isn't right that we should retail our butter at cost. We sell our town customers our good butter and leave the soap grease for the produce and commission houses."

President Lawlor.

T. J. Lawlor said that in Killarney, since the association got in its good work, a uniform price is paid for butter and eggs, and these products are retailed at a profit.

R. F. Moore.

R. F. Moore explained the difficulty of grading dairy butter and buying it on its merits. "Sometimes our very best customers are the poorest butter makers. Women are very sensitive about the reputation of their butter, and the dealer can't afford to offend them."

President Lawlor.

Mr. Lawlor said that in Killarney the dealers all stand together and grade all butter brought to their stores. "We all refuse to accept bogus bills, and why should we accept bogus butter?"

Mr. Lawlor then explained his method of handling tub butter. He empties every tub that comes to the store, scalds and washes the tub, sprinkles borax in the tub, and lines it with parchment paper. In this way his butter is kept sweet and clean for any length of time, and he always gets a good price for it.

R. F. Moore was not convinced. "I think I know good butter," said he, "but I know a good customer better. I have a splendid customer who brings me a little butter, and it is always very bad. I would not dare offend her by paying less than I pay for good butter."

Mr. Lawlor said that his grocery and produce business was now paying about 10 per cent. more than before just because he followed the association rules.

It was finally decided that a committee composed of President Lawlor, Secretary Coulson and R. F. Moore, interview the cold storage houses and report.

Tribute to Secretary.

Before the meeting adjourned A. G. Munro, of Morden, paid a high tribute to Secretary Coulson, and related his good work in Morden and Winkler. "We couldn't have a better secretary than Mr. Coulson."

New Executive Member.

As T. B. Jackson, of Elgin, is no longer in business, Wilfrid Ledoux, of Arnaud, was elected to his place on the

To Our Customers

Our men are still away and enjoying their holidays. Thank you for the generous support you have given us by Mail and Phone during the week. You find out we are still the "Quick Shippers."

LUCAS, STEELE & BRISTOL, HAMILTON.

STILL ON TOP—THE YEAST ON THE SQUARE

Jersey Cream Yeast Cakes Gillett vs. Lumsden

We have very much pleasure in advising the trade that the Highest Courts in the British Empire have decided in our favor. "Right prevailed against Wrong." We sincerely thank the trade, especially our friends in the wholesale trade, for their kind words and congratulations in our winning above suit.

We also beg to thank you from the bottom of our hearts, the Grocers who have stayed by us through thick and thin, although warned by cards, threatened by salesmen if they handled our goods, who still continued to sell Jersey Cream. To those Grocers who returned our goods, who refused to sell our goods, who hid away our goods, we now expect them to come forward and assist us to collect $50,000 damages.

To those who asked us for bonds—one firm "Ye Gods," sent us a bond drawn up by the solicitors for $10,000 to pay their anticipated losses through writ, for damages threatened by the plaintiff.

We have had our signs torn down, customers threatened by salesmen, and yet our yeast has steadily increased in sales. We feel positive that without this suit we, to-day, would have had the biggest half of the trade in Yeast Cakes in the Dominion.

Gentlemen of the Grocery Trade: We ask you to take an active interest in the sale of Jersey Cream Yeast Cakes. We will study your interest as well as our own, by giving you the best possible goods that can be manufactured in Dry Hop Yeast Cakes.

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Our travellers are away ***recuperating*** for the battle.

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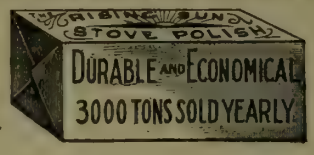
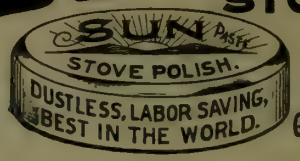
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS



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Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

executive. The convention then adjourned.

THURSDAY EVENING MEETING.

At the Thursday evening meeting there were present by invitation a number of Winnipeg's most prominent wholesale merchants, and two or three members of the Western Retail Hardware and Stove Dealers' Association. The following wholesale men were present: A. L. Johnson, of the Ames Holden Co., president of the Winnipeg Board of Trade; A. S. Lock, of Foley, Lock & Larson; Wm. Georgeson, of Codville & Co.; H. M. Belcher, of Gaults' Limited; Thos. Ryan, of Thos. Ryan & Co.; D. K. Elliott and J. Clark, of R. J. Whitla & Co.; J. H. Crosthwaite, of G. F. & J. Galt, and A. McAllister, of the W. E. Sanford Mfg. Co. Among the hardware men noticed by The Grocer were Robert Wyatt, Winnipeg; J. B. Curran, Brandon; J. A. Gilhuly, Arden, and Wm. Gordon, Winnipeg. A few city retailers, not members of associations, were also present.

Before the visitors arrived President Lawlor addressed the meeting briefly, urging the members, if they had not already done so, to form local associations on their return home. "This country is so vast that the arranging of equitable and fair prices on sugar, tobacco and other staple lines can be best attended to by local organizations. It has been done already. In some three or four towns where formerly business was unprofitable because of cut-throat competition, there has already been a great improvement as the result of the work done by local associations formed after our February convention. At that meeting we became acquainted with each other and found that our competitors were not such bad fellows after all."

The committee appointed to interview the cold storage companies announced that they had not yet anything definite to report. The visitors having arrived by this time, the president proceeded to acquaint them with the objects of the association.

President Lawlor.

"In extending to the wholesale trade a hearty welcome to our meeting," said President Lawlor, "I do so after our members have thoroughly discussed a number of different subjects. Our object in inviting you here is to outline to you our aims and the work that we have done. We recognize that the retail interests are in great measure those of the wholesaler also, and we know that we have your hearty support."

Mr. Lawlor then outlined the history of association work in Manitoba. Some ten or twelve years ago an association was formed in Winnipeg during Bonspiel week, an executive was appointed and nothing more was ever heard of it.

"The troubles of the retailer became more aggravated as the years went by. As we all know, about 35 per cent. of the sales of the grocery store consist of sugar, salt and tobacco, and in very many places these goods were handled at an actual loss. That merchant was fortunate who got cost price for these goods. In Boissevain the trouble became very acute, and last Summer the merchants of that town put their heads together and formed an association. They issued circular letters to Southern Manitoba merchants inviting them to meet in Boissevain. The response was encouraging, and it was decided to hold a general meeting in Winnipeg during the Bonspiel week. This convention was a success, and we organized on a permanent basis. Men who had been enemies before met and discussed common interests amicably. We disagreed on many subjects, but after a long discussion we found that our differences of opinion were trifling. We went to our homes and put our ideas into practice, with the result that towns formerly in a very bad way are now in good shape."

SCOPE OF THE ASSOCIATION.

The Retail Merchants' Association, as its name implies, includes the whole of Canada west of the lakes in its territory. It is true that the work of organization has not yet extended far west of Manitoba, but from assurances of support and sympathy received by the executive there can be no doubt that the great majority of western grocers and general merchants will fall in line with the association as soon as they have been visited by the secretary. The movement has the hearty endorsation of the wholesale trade and its success is assured.

After sketching the difficulties of the produce question, Mr. Lawlor took up the credit question and explained the remedy proposed.

"One matter more, gentlemen," he concluded. "We have our sins, and we believe you have yours. Wrong has been done us by the opening of new accounts in western towns where the trade is already overdone. In future we ask you to consider the merits of each case as we put it before you. When our secretary approaches you on this subject, give him a hearing."

President A. L. Johnson.

The popular president of the Winnipeg Board of Trade was the first of the visitors to speak. After expressing his pleasure in meeting the association, and his sympathy with its aims, he proceeded to deal with the credit evil. The wholesale man was better protected than the retailer, as he had access to commercial agency reports, etc., and yet he often made mistakes. It was easy to see how the retailer could make more. In all their efforts to curtail credits the association could count upon the enthusiastic support of the wholesale men.

William Georgeson.

William Georgeson, of Codville & Co., made a good speech. "I know very well that you have many troubles requiring a remedy," said he. "Two weeks ago I was out on one of the western branch lines, and in a little stretch of 50 miles I found the price of butter ranging from 11 to 16 cents per lb. When I asked the reason of the high price I was always told that so and so in the same or another town was responsible for it all." I said, "why don't you get together and stop this? There is an association for this purpose." I found most of them favorable to the idea, and they only require a visit from the secretary to get them in line.

"In the matter of prices for staples the position of the retailer is much the same now as that of the wholesaler a few years ago. For years we tried to get an understanding about the price of staples like sugar, and we couldn't do it. In the end we had to have some one else protect us, and, as you know, the refiner does so now. We sell at the price set by the refiners, and when we make a declaration every three months that neither directly nor indirectly have we deviated from that price, we get a rebate. Now why should not this arrangement extend also to the retail trade? I thing the price of sugar, tobacco and similar staples should be fixed for the retail trade as well as the wholesale. (Applause.) This is not unfair to the consumer, for no consumer has any right to object to a reasonable profit. The general public would be slow to believe that the dealers of this

WATSON, BOYD & CO.

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that the if-you-don't-see-what-you-want-ask-for-it method of introducing your goods loses customers and keeps the back shelves filled with stock which, if properly displayed, would meet with ready sale?

GOODS WELL DISPLAYED ARE HALF SOLD and goods displayed in Walker Bins always look fresh and inviting, because everything is under glass and protected from dirt and insects, while the display is at once effective and impressive.

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Our men are now all enjoying a well-earned holiday.

We are still here, at your service by mail or wire, with an experienced mail order staff and a shipping staff whose reputation as quick shippers has been established for years.

We can guarantee satisfaction with our handling of mail and wire orders.

Send us your orders and you will find our prices are quite as good as those advertised as snaps.

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PROMPT SHIPMENTS

Travellers will be on their holidays from July 29 to August 12. We solicit your business by mail, or TELEGRAPH or TELEPHONE AT OUR EXPENSE. You want quick shipment and low prices. Send your orders here; they will be appreciated.

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WHOLESALE GROCERS - TORONTO and PETERBORO

CHEESE

OF THE VERY HIGHEST QUALITY IS WHAT WE WANT TO GIVE YOU OUR QUOTATIONS ON.

CLOSE PRICES F.O.B. FACTORIES OR TORONTO.

WRITE OR WIRE US AT ONCE FOR QUOTATIONS ON CHEDDARS, FLATS OR STILTONS, IN CAR LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO AND ST. THOMAS, ONT.

country are making no profit on their staples.

"I am sorry that Mr. Johnson did not touch upon the taxation of peddlers and the general subject of taxation. In Winnipeg the whole principle is wrong for the dealers pay too much as compared with the banks, loan and insurance companies."

Touching on the credit question, Mr. Georgeson explained the necessity of a cheap Chattel Mortgage Act, such as obtains in Dakota, whereby merchants can obtain security without much trouble. The registration of such a mortgage costs 25 cents, and its search 40 cents, in Dakota. There should also be some way of examining debtors who are able to pay in order to prevent frauds. As to the opening of new accounts in towns already well supplied, he agreed that the wholesale houses should pay attention to the representations of the association in each particular case.

D. K. Elliott.

D. K. Elliott, of R. J. Whitla & Co., was the next speaker. He said that there was no class of people doing more to develop the western country than the much abused retailers. He thought that if anything was lacking it was that the storekeepers did not put a sufficiently high value upon themselves or their stocks. Credit was necessary in the west, but it must be carefully controlled.

Thos. Ryan.

Thos. Ryan was surprised to find that there was no profit on sugar, salt and tobacco. In humorous manner he advised his hearers to concentrate their energies on boots and shoes. He was in sympathy with the organization.

A. S. Lock.

A. S. Lock, of Foley, Lock & Larson, was glad to have an opportunity to express his sympathy with the association. Perhaps the wholesalers could help in this credit difficulty. "The first element in the problem is the farmer, the consumer; the second is the retailer, and the third is the wholesaler. Perhaps the remedy will have to come from No. 3 and work back to No. 1. I would advise you to close your accounts by notes and make the farmers pay. The wholesale houses are going to make a big effort to collect their accounts this Fall, and the retailers must do the same.

"In regard to produce, it is absurd to pay more than the market price. You might have your secretary send out prices of produce to you every week, or since that would be a lot of work, you could gain the same end by watching the prices in the trade papers like The Canadian Grocer.

"I am glad to know that in association towns you are now getting a profit on sugar, tobacco and salt. You can do it, for the wholesale men at one time had the same troubles, and they have remedied them."

Mr. Lock recommended strongly the advisability of merchants in the same town comparing accounts, so that each might know when a certain customer owed a large amount. He also explained the difficulties of a wholesale house when a man comes with the cash in his hand to buy a stock, intending to start business in a town already well supplied. He closed with an assurance that courteous treatment would always be extended to the secretary by Foley, Lock & Larson.

"THE CANADIAN GROCER" THE OFFICIAL MEDIUM.

After due consideration, President Lawlor and his associates on the executive have chosen "The Canadian Grocer" as the official medium for association news. They feel the necessity of having one paper as the recognized medium for confidential news intended for the trade only. "The Canadian Grocer" has been chosen because it is strictly a trade journal and is never read by the general public. News of a general character may appear in other papers, but the inner workings of the association will appear only in "The Canadian Grocer."

Other Speakers.

H. M. Belcher, representing Gaults', Limited; J. H. Crosthwaite, representing G. F. & J. Galt, and A. McAllister, of the W. E. Sanford Mfg. Co., spoke briefly, assuring the association of their sympathy and support.

J. D. Baine moved a vote of thanks to the wholesale men, which was carried unanimously. The convention then adjourned.

NEW BROKERAGE FIRM.

J. W. Gorham & Co., Halifax, N.S., after being a life time in the wholesale grocery business, are now going into the wholesale brokers' business, and are on the lookout for agencies, domestic and foreign. This firm have a splendid connection in the Maritime Provinces, and should prove successful in their new enterprise.

Just Arrived

Our second car of STEPHENS' PICKLES. Equal in quality to anything on the market. It will pay you to write us or see our travellers.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

Ontario.

Enoch Dean, grocer, Toronto, is dead.

B. S. Sills, grocer, Belleville, has suffered loss by fire.

W. D. Black, general merchant, Parham, is selling out.

J. M. Rittenhouse, grocer, Dunnville, has sold out to McDowell Bros.

S. Meredith, produce merchant, Toronto, has assigned to H. Dickenson.

R. H. Peters, general merchant, Odessa, has advertised his business for sale.

Goring & Co., general merchants, Wellandport, have sold out to R. J. Gracey.

Wm. W. Logan, general merchant, Tupperville, has advertised his business for sale.

The grocery and liquor business of J. Ronan, Hamilton, has been taken over by T. Burns.

A meeting of the creditors of A. Ritchie, general merchant, Wingham, was held July 31.

Merker Bros., general merchants, Mount Forest, have transferred assignment to J. C. Wilks, Mount Forest.

Wager & Low, general merchants, Enterprise, have dissolved partnership. Business to be continued by E. J. Wager.

Quebec.

S. Filion, grocer, Montreal, is dead.

J. A. Dufort, grocer, Montreal, has compromised.

The assets of A. A. Lafleur, Montreal, are to be sold.

H. Dubreuil, grocer, Montreal, has sold to J. B. Therrien.

Bertrand & Lepalme have registered as grocers, Montreal.

Paillez, Georges & Co. have registered as grocers, Montreal.

The assets of W. A. Roberts, grocer, Montreal, are to be sold.

R. Champagne & Co. have registered as tobacconists, Montreal.

Labrecque & Pellerin have registered as wholesale grocers, Montreal.

Z. Brunet, grocer, Montreal, has assigned to J. M. Marcotte & Co.

The assignment of T. Davis, tobacconist, Montreal, has been demanded.

O'Dowd Bros., grocers, Montreal, are offering 35 cents on the dollar, cash.

King Bros., grocers and butchers, Montreal, have sold to P. Rasminsky & Son.

The assets of H. Mercier, general merchant, St. Ephrem D'Upton, are to be sold.

The stock of J. Vineburg, fruit dealer, Montreal, has been damaged by fire; insured.

The assignment of M. Lautence, general merchant. St. Faustin. has been demanded.

M. Amyot, grocer, Montreal, has assigned; meeting of creditors called for August 4.

The assignment of J. Richards, tobacconist, Montreal, has been demanded, and a meeting of the creditors called for August 7.

Nova Scotia.

Cape Breton Brewery Co., Limited, Sydney, have gone into liquidation.

L. J. Poirier, general merchant, Lyon's Brook, has assigned for benefit of the creditors

New Brunswick.

J. J. S. Hachey, general merchant, Bathurst, has been succeeded by his son, J. Bennett Hachey.

The stock of C. S. Hachey, general merchant, Caraquet, has been advertised for sale by tender Aug. 10.

Purves & Graham, wholesale grocers, St. Stephen, have dissolved partnership. W. C. Purves will continue in the business.

Manitoba and N.W.T.

J. R. A. Jones, fish merchant, Brandon, has sold to J. Allen.

W. L. Scott & Co., grocers, Winnipeg, have sold to W. J. Glover.

S. L. Patmore, general merchant, Oak River, has removed to Eden.

A. G. Bell, general merchant, Oakland, has sold to W. G. Hardy.

E. H. Matthias, general merchant, Morningside, has sold to Matthias & McBride.

The stock of the estate of Philip Ott, general merchant, Killaly, has been sold at 63c. on the dollar.

H. Lercher & Co., general merchants, Winnipeg, have dissolved partnership, H. Lercher continuing in the business.

British Columbia.

Wm. Wolverton, general merchant, Cascade, has suffered loss by fire.

Mighton & Kelsall, tobacconists, Cranbrook, have dissolved partnership.

A. E. French & Co., bakers and confectioners, Ymir, have been succeeded by G. Crow.

Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

RASBERRY JAM

made up pound for pound of fresh fruit and granulated sugar.

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

From.. July 29 **TRAVELLERS' HOLIDAYS** To.... Aug. 13

For the next two weeks our travelling representatives will not be on their usual routes, but will be away enjoying their annual vacation. We have made ample arrangements to take good care of your orders during this time, and would ask you to

WRITE, WIRE OR PHONE AT OUR EXPENSE

YOUR ORDERS FOR YOUR REQUIREMENTS

We Guarantee Careful and accurate filling of your orders. Shipment same day as order is received.

Do not let your stock of "NORKA" run low. It's selling

Long Distance Phone MAIN 383, connecting all Departments.

THE EBY, BLAIN CO., Limited, TORONTO

THE LARGEST EXCLUSIVELY WHOLESALE GROCERS IN CANADA

SUGAR TO SOUTH AFRICA.

C. M. Kittson, Canadian agent in South Africa, writing to the Department of Trade and Commerce under date June 24, points out that the Southern African colonies last year imported sugar to the value of $3,425,515. Owing to the decreased output in Mauritius Mr. Kittson thinks that Canada may be able to send refined sugar to the Cape. The duty upon refined sugar and sugar candy in South Africa is five shillings per 100 pounds.

CATALOGUES, BOOKLETS, ETC.

"Nature, the Factory and the Home." A sample of what the printer's art may accomplish. The National Cash Register Co., Dayton, Ohio, in this handsomely illustrated booklet, tell the story of the wonders that have been worked in landscape gardening about their manufacturing plant at Dayton. Thousands of employees are grateful to this enterprising concern for their eminently successful attempt to adjust the relations between nature, the factory and the home, and the welfare movement thus initiated, has spread to many parts of the United States. Such truly philanthropic work is to be recommended to manufacturers the world over.

* * *

Canadian National Park. The Department of the Interior, Ottawa, deserve special commendation for their latest publication illustrating Canada's national Park in the Rockies. The cuts are well chosen and the reading matter of such a nature as to make the publication extremely valuable to the tourist.

* * *

The eighteenth annual report of the Vancouver Board of Trade gives in its usual concise and readable form, a statement of the year's official work in addition to an account of the leading industries and natural resources of the City of Vancouver, and British Columbia generally. The volume will be read with interest by those watching the evolution of the Pacific Province.

CHANGE IN FIRM.

A CHANGE has just occurred in the firm of Wm. Braid & Co., of Vancouver, Mr. James Beveridge having been admitted as a partner. The firm will remain under the same trade name.

Established some 11 or 12 years ago, Braid & Co. have gained a name that is known from Dawson in the north, to San Francisco and beyond in the south, while their business in the Dominion extends throughout the country. Originally the firm were engaged in the wholesale grocery trade, paying special attention to teas and coffees and this branch became so important that a few years ago it was decided to give up general groceries and devote their energy entirely to teas and coffees.

Mr. Beveridge, the new partner, became connected with the firm 10 years ago. A native of Northumberland, Mr. Beveridge for some years represented a Glasgow tea firm in the North of England. Coming to this country 12 years ago, Mr. Beveridge was at first connected with A. Schilling & Co., a large tea firm of San Francisco. He represented them at first on Puget Sound and then had British Columbia assigned to him as his territory, making his headquarters at Victoria. A year later he joined Braid & Co. as their traveler and has since occupied that position, acting as manager for the firm during the principal partner's absence. As a traveler Mr. Beveridge has proved most successful. It is true that he was the representative of a substantial and reliable house, but he has been connected with it from its earliest days, so that not a little of its success may be ascribed to him.

MONTREAL NEWS.

We hear that the Bode's Gum Co. have secured 50,000 sq. ft. of bill posting space in Montreal and the same space in Toronto.

On Aug 1, the "Society for Early Closing of Montreal," which is composed mainly of grocery clerks, will hold their annual picnic to Quebec. They have prepared a fine programme of amusements.

The retail grocery clerks' proposed "fete champetre" at Lariviere Park has been postponed till Aug. 13 on account of the heavy rain.

The Montreal retail grocers held their monthly meeting at 88 St. Denis street last night. The winners of the different contests at the Cornwall picnic of last week received their prizes with joy. A fuller account will be given in next week's issue of The Grocer.

"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

"Never Explain

Your friends don't require it and your enemies won't believe you, anyway."

When you are asked for *THE BEST BAKING SODA,* simply hand out

Dwight's "COW BRAND" Baking Soda

That's It.

CHURCH & DWIGHT, LIMITED

Manufacturers *MONTREAL*

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE $7.50 F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. *Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 3, 1905.

THERE has been a considerable advance in prices of cheese, which is doubtless partly due to a good demand from British markets, and partly to speculation, but the market has been forced to a point of danger, or rather a point where the demand may be stopped.

The past history of "July booms" is not encouraging for stocking up at present prices. It was doubtless quite legitimate to advance prices up to a certain point. We have so far no accumulation of stocks here. Our cold storage companies are complaining of a very poor season, which simply means that there has been a demand for our cheese fully equal to our supplies, but if this legitimate demand is stopped during the height of our season of production, who dares to stock up for a future demand ?

We are now told that the farmers are feeding their cows, that the flow of milk has increased lately, and that the make of cheese will be large on account of the very profitable prices. We are told, further, that the retailers in Great Britain have laid in full supplies of cheese at the recent lower prices, therefore, if the demand is now checked a good deal of stock may have to be put into cold storage at comparatively high prices, and the profit may be problematic, as we have still three to four months of production to dispose of.

Taking everything into due consideration, it is hardly possible to expect much of a rise on present values, which would simply mean a considerable loss of money if goods were put away in cold storage now.

It was doubtless a clever piece of business, as far as business goes now, that one English house accepted every offer of cheese made to them by cable, leaving a shortage for other orders, and thus becoming one of the causes of the very sudden, sharp advance, but now the same house is selling goods in England below the importing point and making a handsome profit on it.

Speculative houses are now inclined to sell their holdings and, while they are forcing country markets as high as they can without taking any goods themselves, they miss no opportunity of taking a profit on the boom.

Butter is quite similar to cheese in some respects. There is undoubtedly a strong demand for butter from the other side, but, like cheese, the price has been forced up higher than the British markets can stand at the moment.

There continues to be a quick demand for dairy butter at a price out of all proportion as compared with former years, but supply and demand make the market. Supplies of dairy butter are constantly decreasing, and this year, with the very light supplies of Siberian butters on the British markets, our dairy butter is more in demand than ever before.

As mentioned before, creamery butter also continues in demand, but present prices are rather too high for our friends across the Atlantic, as we are now close on to the price of Danish butter, which still rules the British markets for finest quality, and the indications are that we cannot force prices much higher. The make of butter is much larger than in former years, the prices are much above the average, and it is hardly to be expected that there will be a further advance.

To sum up, both cheese and butter are at abnormally high prices for this season of the year, and with a full make of both the dairy farmers of Canada are having a very prosperous year.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

THE spot demand for Canadian butter is good, but prices do not realize what they want c.i.f. If the price of Danish goes up, as is expected, there will be considerable alteration in the general tone of the market. Reports on Irish butter are that there is a distinct shortness and the demand is excellent.

Germany is at present very short of butter, and is buying large quantities of Danish and Dutch. This fact accounts to no small degree for the high prices ruling on the London market, as very little from those countries is finding its way in this direction.

The quality of salted and unsalted, which has come to hand up to the present, deserves all praise. A few parcels of spotted unsalted butter have come along from the western districts, but not many. Boxes have not been kept as clean as might be, and one firm complains about the looseness of the lids of those boxes, which are secured by four nails with the ends of the nails hooked up. This method is satisfactory when the boxes are placed in sacks, but otherwise there is distinct danger of the lids being forced off. A letter on the question of packing butter appeared in this column about two weeks back.

The resolution, adopted by the Agricultural Committee at Ottawa on June 20, was doubtless but a re-echo of the general opinion of all those Canadians who are interested in the export of cattle to Great Britain. On June 20 the committee deprecated the attitude of the Imperial Government towards the entry of Canadian live cattle into Britain, and it was urged that nothing short of the most strenuous endeavors should be made to bring before those who are responsible for the retention of the embargo, the absolute injustice of the measure.

The correspondent of The Canadian Grocer was able to sound the feelings of the trade in the Old Country, and, thanks in no small measure to the Editor of the Meat Trades Journal, London, a considerable amount of interesting information was obtained.

Everybody knows how some ten years ago Britain was scared by a very serious outbreak of foot and mouth disease, in the obliteration of which millions of dollars were expended. It is known also to all how in 1896 an Act was passed, forbidding the importation of Canadian cattle for the purpose of mixing with the herds at home. But nobody seems to know exactly why the embargo remains in force against Canadian cattle, when it has been conclusively proved again and again that there is not, and never has been, any trace of pleuro-pneumonia or any other disease in Canadian cattle shipped for slaughter on arrival at port in Great Britain.

Canadians are not alone in their objections to the shutting out of their cattle, and it must be some consolation to know that there are those in Great Britain who are as anxious to have the embargo removed as the citizens of the Dominion themselves. Indeed this measure, so obnoxious to many, is a double-edged knife, doing damage on the one side to Canadian cattle dealers and exporters, and on the other to British farmers and agriculturists. Canadians do not need to be told what they are losing, but it is not so well known that it is computed that store cattle feeders in the Old Country have lost something like $25,000,000 during the past six years owing to the fact that they have not had the cattle to feed. Moreover, it is said, 250,000 is the yearly decrease in the number of carcases exported from Britain. Why, then, it will be asked is this measure, apparently so suicidal, continued in force.

For two reasons. In the first place, the Board of Agriculture, having been bitten some ten years back, is still suffering from an attack of nervousness, and, while admitting that Canadian cattle are free from disease, consider that there is still the "risk." The other reason simply is that there are those who are profiting by the exclusion of Canadian cattle from the British herds.

To take the latter reason first. The Act of 1896, now that real cause for anxiety has disappeared, has developed into nothing less than a piece of protection of the most objectionable nature. At the present time, Irish cattle breeders are gaining something like £2 or more per head by the exclusion of Canadian cattle, and there is the solid mass of Irish parliamentary votes to be overcome before the prohibition can be removed. As a matter of fact, some of the Irish seats in Parliament are of ridiculous insignificance, and yet each Irish vote, though it may be representa-

MILK.

The question of a pure milk supply is to the front everywhere.

Ways and means are being devised to get it.

The far sighted Grocer will read the signs of the times and give Condensed Milk and Sterilized Cream prominent shelf room.

They are absolutely pure.

IT WILL PAY TO PUSH

Reindeer Condensed Milk.
Jersey Sterilized Cream.

EVERY TIN SOLD
MEANS A FRIEND WON.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON

MAKES YOUR **CAKES** LIGHT.
MAKES YOUR **BISCUITS** LIGHT.
MAKES YOUR **BUNS** LIGHT.
MAKES YOUR **LABOR** LIGHT.
MAKES YOUR **EXPENSES** LIGHT.
Order from your Grocer.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED
TORONTO

TELEPHONE M 3960

tive of only 15,000 or so constituents, is equal to some of the English votes representative of 100,000 and more.

As to the "risk," about which the Government says so much, it is little short of insult to harp on such a theme when it has been shown that, even amongst Canadian cattle sent over to be slaughtered at once, no disease can possibly be found. As a member of a recent deputation to the president of the Board of Agriculture said, even an insurance company, on a basis of ten years' freedom from disease, would regard the risk as merely nominal. Anyway, the United States take Canadian cattle without any risk, although they put a restriction on hay and other like goods, which are likely to bring in disease.

It is good to know that there is a national organization in the Old Country whose avowed intention it is to work for the abolition of the obnoxious embargo. About this organization and its origin a little will be said next week.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Very firm markets rule in provisions this week and a slight advance in nearly all lines of cured meats is the result. Lard, however, is quoted 1-4c. lower than last week, while front quarters of beef are from 3-4c. to 1c. easier. Spring lamb is selling at 12c. while hogs in street lots have advanced until quotations range from $9.25 to $10.00 .We quote for this week:

Long clear bacon, per lb	$0	11½
Smoked breakfast bacon, per lb	0	14
Roll bacon, per lb	0	11½
Small hams, per lb	0	14
Medium hams, per lb	0 13½	0 14
Large hams per lb	0 12½	0 13
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl		21 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 09½
" tubs "	0 09½	0 09¾
" pails "	0 09¾	0 10
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	9 00	9 25
" front quarters	5 00	6 25
" choice carcases	6 00	7 50
" medium	6 25	6 50
" common	5 50	6 50
Mutton		0 08
Spring lamb		0 12½
Veal	0 07	0 09½
Hogs, street lots	8 75	9 25

Butter—The market continues strong, with an advance of 1c. in creamery and dairy all round this week. The reason of the advance is in part the increased export demand. Canadian butter is in active request at the present time in Great Britain. Germany is experiencing a butter famine; her supplies come regularly from Siberia, but owing to the increased home consumptive demand, consequent upon the war, Germany has had to withdraw her supplies from other sources, leaving the British market comparatively bare. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh		0 21
Dairy prints		0 19
" in tubs	0 16	0 18

Cheese—The export demand has warranted an unusually high price for cheese during the last few days, and Montreal quotations have been up as high as 11 3-8c. The general feeling of trade here, however, is that this price will gradually settle down. An active demand and strong market is noted locally. Large cheese are quoted at 11 to 11 1-2c., and twins at 11 1-4c. to 11 3-4c. We quote:

	Per lb.
Cheese, large	0 11½
" twins	0 11¾

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

FREE TO BUTCHERS

We are in receipt of a communication from C S. Page, Hyde Park, Vt., which authorizes us to say to those of our readers who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A., Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

Cheese Board Report.

(For week ending August 2.)

Board.	Boxes.		Price.
Stirling	690	....	0 10⅛
Perth	2,250*	0 10⅛	0 11
Ottawa	2,041*	....	0 11⅛
Napanee	1,3 5*	....	0 10 15-16
Brantford	1,757	0 10⅛	0 10⅞
Cornwall	1,369*	....	0 11⅛
London	270*	....	0 10⅞
Russell	1,142	0 11⅛	0 11 5-16
Alexandria	1,174*	....	0 11⅛
Belleville	2,900	0 11⅛	0 11⅛
Brockville	6,394	....	0 11⅛
Vankleek Hill	1,625	0 10	0 10⅛
Watertown, N.Y.	8,000	....	0 10⅛
Campbellford	500	....	0 10⅛
Picton	1,525	....	0 10⅛

MONTREAL.

Provisions—Receipt of dressed hogs this week are light, with prices firm at from $9.75 to $10.00, with live at from $7.00 to $7.25. Cured meats are steady with indications of higher prices. We were shown one offer of American clear backs at $19.00, and Woodlawn & Jones fat backs at $18.00 ex store to the wholesale trade, with an advance of about $1 over these prices in a jobbing way. Hams are quoted at 14 1-2c. for 8—12 lbs., 14c. for 12—18 lbs., and 13 1-2c. for 18—25 lbs. Breakfast bacon is quoted at 14c. Lard is firm, and it is understood that stocks are light, and prices are not unlikely to be higher. We quote:

Lard, pure tierces	0 10
" 5-lb. tubs	0 10½
" 20-lb. pails, wood (10½)	2 10
" cases, 10-1b. tins, 60 lbs. in case	0 10⅜
" " 5-lb. "	0 10⅜
" " 3-lb. "	0 11
Lard, Boar's Head" brand, tierces, per lb	0 06⅞
" " ½-tierces, per lb	0 07⅛
" " 60-lb. fancy tubs	0 07⅛
Cases, 20 3-lb. tins, per lb	0 07⅛
" 12 5-lb. tins "	0 07⅛
" 6 10-lb. tins "	0 07⅛
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 13½
Hams	0 11½ 0 14½
Extra plate beef, per bbl	11 50 12 00

Butter—At prevailing prices the English trade are slow at taking hold. So far the early part of the weekly exports were slow. The market, however, is firm, and holders show no symptoms of shading prices, attributing the dullness to the close of the month, and anticipating that the English trade will come up. The diversion of Siberian butter to Germany has helped to boost the Canadian product, which is 4 cents higher than this time last year. In fact, an old produce man declares that 21 1-2c. was the highest price reached by July butter in 25 years. Provision men have been wary of the market, as with cheese, and have practically no stocks on hand. Exports for last week were 42,879 packages, as against 20,562 last year and 8,124 in 1903, and for the season 235,757 packages as against 147,191 a year ago, and 97,895 in 1903. We quote:

Finest creamery	0 22½ 0 23
Fine	0 22 0 22½
Medium	0 21 0 21½
Fresh dairy tubs	0 17 0 18½

Cheese—The export trade is showing little activity, owing to the high prices over here, holders asking 11 3-8c. and 11 1-2c. for finest Ontario, and about 11 1-8c. for Quebecs, being an advance of nearly 2 cents in two weeks. The sharp advance is generally attributed to short sales, and the opinion is generally expressed that when these are satisfied the market will be easier. The trade have been selling close and the decks are pretty clean, and just now the men on the street are asking themselves where they are at. Shipments for last week from this port were 122,961, as against 57,824 same week last year, and 99,817 same week 1903. Total shipments since May 1st have been 875,836, as against 744,542 last year, and 1,050,726 two years ago.

Eggs—Receipts are not so free as trade would like, and the loss off is heavy. Merchants should, if possible, induce farmers to gather and market eggs promptly, as the loss eventually comes out of the producer. The market is about steady at 18c. for ordinary, and 20c. for selects.

ST. JOHN.

Provisions—Barrel pork is firmly held. Stocks are light, particularly of mess pork. It is too early for active sales. Beef is firmly held; there is but a very limited sale. In pure lard, prices still high. There is a fair demand for refined. Smoked meats have but a light sale. In fresh beef, both western and domestic, very dull. Prices are low. In domestic, some of the beef offered is very poor. Lamb holds quite firm. There is a good sale. But little veal seen. Mutton, dull. Pork is out of season. We quote:

Mess pork, per bbl	$17 00 $18 50
Clear pork "	18 00 20 00
Plate beef "	14 00 15 00
Domestic beef, per lb	0 05 0 07
Western beef "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 06 0 08
Lamb, each	9 00 10 00
Pork "	0 07 0 08
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10¾
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Dealers report a better demand at rather higher figures for really good butter. For average stock, sales rather slow.

Creamery butter	0 19 0 20
Best dairy butter	0 19 0 20
Good dairy tubs	0 17 0 18
Fair "	0 15 0 16

Eggs—The local demand is but fair. Price is, however, quite firmly held.

Eggs, hennery	0 18 0 20
" case stock	0 16 0 17

Cheese—Stock not freely offered. Output here will be small. Prices are firm.

Cheese, per lb	0 10½ 0 11½

ADVANCE IN RATES.

Freight rates on the products of the Ontario packing houses will advance on Aug. 7 on both the Canadian Pacific and Grand Trunk lines. The packing houses at Toronto, Peterboro' and Collingwood will be mainly affected. The advance amounts to between 2 and 3c. a cwt.

DAIRY AND PROVISION NOTES.

One of the largest cheese factories in Glengarry County, owned by Mr. May, of Martintown, was destroyed by fire last week, along with 140 boxes of cheese.

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SCORE

Our competitors have become so agitated over the hold "OLD HOMESTEAD" Brand canned goods are taking with the trade and the consumer that words fail them and they have taken to drawing pictures.

We are too busy to mind them. All we want is to tell you that we are working to the full capacity of our enlarged factory putting up the finest line of canned goods this market ever saw, to fill the orders that are pouring in for the OLD HOMESTEAD Brand.

We are not talking cheap goods, although meeting the prices made for inferior packs. We started in on quality last year. We won our reputation on quality, and on quality we are going to win out.

With the best equipped factory in Canada, the choicest fruits and vegetables of the famous Picton district, and an experience of years, the high standard of OLD HOMESTEAD goods will be maintained.

When you buy goods bearing the OLD HOMESTEAD label you may be sure they are packed at the OLD HOMESTEAD factory. They are the brand you buy and pay for.

Remember our beautiful label. It is a great help in introducing the OLD HOMESTEAD Brand. Quality turns the introduction into a warm friendship.

Insist on having the OLD HOMESTEAD Brand. It is a great line to specialize on.

The Old Homestead Canning Co.

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Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

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National Cash Register Co., Dayton, O.

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Little Bode's Slot Machine Co., Montreal.

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American Tobacco Co., Montreal.
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Empire Tobacco Co., Montreal.
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Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
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Watson, Boyd, & Co., Port-of-Spain, Trinidad, B.W.I.
Canadian National Exhibition, Toronto.
Gorham, J. W., & Co., Halifax, N.S.

BENEFITS OF PREFERENCE.

THE London Times, in a recent financial and commercial supplement, illustrates the effect of the preferential tariff of Canada upon Canadian imports from Great Britain and the United States.

It declares that a comparison of the gross total of Canadian imports from the two countries does not fairly illustrate the effect of the preferential tariff and uses only the value of dutiable goods. Of these, Canada, in 1893, was taking rather more than 45 per cent. from the United Kingdom, 40 per cent. from the United States, and less than 15 per cent. from all other countries. By 1897, the year before the preferential provision was adopted, the percentage for the United States had risen to 50, that for Great Britain had fallen to about 30, while that for other countries had advanced to 20 or more. The general effect of the preference given to British goods appears to have been simply to arrest this process of decline for these and of gain for American and other foreign goods. Since 1898 there has been little variation in the percentage of dutiable imports in these three categories. The division has kept near the line of 50 per cent. for the United States and 30 per cent for the United Kingdom, from which the English writer concludes that the tariff preference for the Mother Country "seems just about to neutralize the natural advantages of the United States," in proximity and closer trade communication.

There are, however, classes of goods in which Great Britain cannot be expected to compete with the United States in supplying Canada, such as live animals, fish, breadstuffs, provisions, fruits, fertilizers, petroleum, turpentine and various other products which he enumerates. Accordingly, he presents a diagram showing the change in the value of dutiable imports from the two countries with these non-competing articles eliminated. This shows that the values imported from the United States in 1895 were only about $10,000,000, while those from Great Britain were about $22,500,000. The former increased and the latter diminished until values were approximately equal at about $20,000,000 when the preferential duties took effect. From that time both lines on the diagram show about an equal increase until 1904, when that of the United States reached somewhat higher. The shares in that year were about $40,000,000 for Great Britain and $45,000,000 for the United States. The inference is that but for the preferential tariff the increase of these imports from the United States would have been much larger, and from Great Britain much smaller if any increase at all.

The writer next selects certain manufactures in which Great Britain excels, comprising those of wool, cotton, linen, flax, leather and glass, with carpets, curtains, cordage, jams, confectionery, gunpowder and earthenware, and shows that Canadian imports of these from the Mother Country were about $12,000,000 in value in 1895 and sunk to $10,000,000 in 1897, but after the preference in duties was granted increased rapidly until they reached nearly $24,000,000 in 1904. The value of the same goods imported from the United States in 1895 was only $3,000,000, and though it has increased rather steadily it has not reached as much as $6,000,000 since. This is taken as evidence of a positive and substantial gain to British trade from the preference in duty rates, but it is in a line in which British manufactures have to go along with the tariff discrimination.

Another diagram is given exhibiting a class of articles in which the United States has made a large gain in exporting to Canada, and Great Britain has made little or no gain in spite of the preference. These include silks, gloves, perfumery, brass and copper goods, electrical apparatus and various instruments, and paints, colors, varnishes, etc. The value of those imported from Great Britain was about $2,300,000 in 1895 and $2,000,000 in 1897. It increased at first under the preferential duties, but has hardly got above $2,500,000 since. The value taken from the United States in 1895 was less than $1,500,000, but it increased to about $5,000,000 in 1904 in spite of the discrimination in duties. This is attributed to British manufactures in some of the lines affected, allowing foreigners to surpass them in the novelty of their designs, efficiency of construction, economy of manufacture and selling enterprise. On the whole, the Times inclines to the opinion that British trade with Canada has been saved by the tariff preference, and in some lines largely benefited at the expense mainly of the United States.

THE WINNIPEG EXHIBITION.

WINNIPEG'S annual exhibition, held this year from July 20 to 28, scored another success. It could scarcely be expected that it would this year attain the same standard of excellence as twelve months ago, when it had the prestige and financial assistance attaching to the Dominion Exhibition, and hence comparisons would be unfair. But, while the Winnipeg Exhibition of 1905 was not the Dominion Exhibition of 1904, the directors have no reason to be ashamed of their work.

It is regrettable, but unavoidable, that the Winnipeg Exhibition is held so early in the year, and hence cannot be truly representative of the agricultural resources of Western Canada. At this time of year no adequate display of Western Canada's grains can be made and, although splendid displays of live stock were made, the exhibition fails to impress the visitor from other parts of Canada with the magnificent agricultural resources of the west. It required the presence of a great many threshing exhibits to give the exhibition the character to be expected in a country which is essentially agricultural.

In succeeding exhibitions, the directorate should insist more firmly that exhibits be in their places at the time of opening. This year the exhibition was half over before many of the exhibits were fully installed, and throughout the whole of the fair many exhibits seemed to be only in process of installation. It was Monday afternoon before the majority of the exhibits were in shape and Friday was closing day. But when they were installed the exhibits, although not so numerous as in former years, showed careful preparation and were well worth careful examination. Rumor has it that

a number of leading Winnipeg firms agreed not to exhibit this year, and that to some such agreement is due the fact that the number of exhibits in certain lines was not as large this year as in previous years. If this be so a very shortsighted policy was followed and an institution was neglected which is worthy of enthusiastic support. A valuable opportunity for effective advertising was lost. The annual Winnipeg Exhibition is the Mecca of thousands of western visitors who look forward to the occasion as affording pleasant recreation before the strenuous days of harvesting and threshing. The Winnipeg Industrial offers accordingly a valuable opportunity for obtaining effective publicity. With its separately defined departments and classified divisions, it is naturally a great distributor of ideas, and its benefits in this respect and in others are too great and too numerous to be adequately estimated. It is an institution deserving of support, and the manufacturers who exhibited are sure to reap their reward in increased patronage.

AN ASSOCIATION MEDIUM.

AS announced elsewhere in this issue, The Canadian Grocer has been chosen by President T. J. Lawlor and his associates as the official medium for the publication of all confidential news relating to the progress and inner workings of the Retail Merchants' Association of Western Canada. While general news may appear in the daily and other papers, it is in The Canadian Grocer only that western retailers will find the real news of their association. In choosing The Canadian Grocer for this purpose, President Lawlor and his associates were not influenced by personal considerations, but because of the character, circulation and standing of the paper in the west.

In accepting this responsibility, The Canadian Grocer is deeply sensible of the honor conferred upon it and it will be the aim of the management and the editorial staff of the paper always to merit the confidence which has been shown in it. The choice of The Canadian Grocer as a medium for this purpose is a striking tribute to the extent of its circulation and to the powerful influence which it exerts in Western Canada.

In undertaking this work we do not in any way sacrifice our editorial independence, for The Canadian Grocer has never been, and it never will be, the "organ" of any particular interests. Its object is to serve the general interests of the trade. The aims of the association commend themselves to our judgment and so long as it continues the same broad-minded course of conduct, it will have our hearty support.

REPUTATION AN ASSET.

REPUTATION is of great importance to the merchant. It is not the product of a day or two; only consistent fair treatment will win a name for honesty and integrity. But when it is won it is of incalculable value. A merchant who does his business in a town where the same people must deal with him constantly, if he is to succeed, should keep clear of any suggestion even of unfairness. The exaggeration and misrepresentation which are such a common feature of many stores' publicity, are mistaken policy for two reasons. In the first place, as a general rule, the public will not be deceived, and the only effect they will have will be the loss of faith in any of the statements of the firm. In the second place, if the public is deceived for a while, it will eventually find out by experience that unfairness has been practised and retribution will quickly follow. On the other hand, when a merchant has won the confidence of his customers his work is greatly simplified. His opinion is accepted without question, and he leads public opinion in his line of business, and does not follow. This is the only assurance of satisfaction in merchandising.

CANADA WANTS CLEAN BILLS.

CLEANLINESS and decency demand that something should be done to keep filthy bills out of circulation. In Canada the evil is pretty marked and there is an increasing cry for reform.

We have heard of merchants, who have adopted the plan of only handing out crisp, new bills in change. These men are reformers and they are doing a good work, even though there may be a tinge of selfishness in it.

In the United States, every hotel and bank will always issue a clean bill on request. In Canada you generally take what you can get.

Surely sanitary reasons alone should induce the people of this country to rise up and protest against the continuance of the evil. The passing of filthy bills from hand to hand cannot but serve to spread disease germs and undoubtedly much of the sickness in the country can be traced directly to unsanitary money.

A PROTEST.

WE are glad to see that the protest which The Grocer entered against the actions of British Columbia and Quebec, in placing a provincial tax upon travelers, has been supported by the leading commercial men of the country. The Dominion Commercial Travelers' Association has now taken the matter up and is urging the Federal Government to disallow these two Acts. A protest from such an influential body as this should carry great weight with it at Ottawa.

The essence of federation consists in absolute freedom of interprovincial trade. Yet in both the cases cited this freedom has been seriously hampered. That the representative of a British house, resident in Ontario, should not be allowed to do business in the next province without paying an exorbitant license fee is an intolerable injustice. It invites retaliation, and the framers of the laws themselves know the disastrous effects of such a course. We trust, with the Commercial Travelers' Association, that these laws will be voluntarily withdrawn or, if not, will be withdrawn on the invitation of the Dominion Government.

MARITIME BOARD OF TRADE.

A FEW weeks ago there was a meeting held at Regina of the Associated Boards of Trade of the Northwest Territories. At it were present the representative business men of Western Canada. In a few weeks, on August 16, the representative business men of the Maritime Provinces will assemble at Yarmouth, to attend the 11th annual meeting of the Maritime Board of Trade.

Though no immediate connection between the two gatherings may be apparent, yet there is such a similarity of organization and such an identity of purpose in both that the mind associates one very closely with the other. The western gathering was well attended, and the members were enthusiastic. The eastern gathering promises to be quite as encouraging. The benefits accruing from the discussions at Regina are already being felt. Without doubt, the Maritime Provinces will derive advantages from the deliberations of the Maritime Board.

Just now we can but urge the business men of the provinces to attend the approaching meeting. A great proportion of the success of the gathering will depend on a large and influential attendance. Let everybody who can possibly reach Yarmouth, do so, and encourage by their presence the officers and other members who are so deeply interested in the welfare of the provinces.

THE FORWARD MOVEMENT.

The Department of Trade and Commerce, Ottawa, is pursuing the proper course in arranging to have its foreign commercial agents return to Canada at regular intervals, to visit boards of trade and business organizations throughout the country and give addresses upon the export trade and kindred subjects of interest to Canadian business men.

THE WINNIPEG EXHIBITION

WHILE it could scarcely be expected that the Winnipeg Exhibition would this year equal the Dominion Exhibition of a year ago, Western Canada's greatest Industrial has scored another success. Winnipeg's Fair occupies the same relative position in the west as the Toronto Exhibition in Ontario, and Fair week is the annual outing of the western farmers, thousands of whom visit the city every year at this time. As it is impracticable to hold the exhibition in the Fall, when the western farmers are busy harvesting and threshing the wheat crop, the Winnipeg Exhibition cannot do full justice to the agricultural resources of the country, but, nevertheless, the exhibits of grains and live stock were very creditable, and the prominence of the exhibits of threshing outfits showed the importance of the agricultural interests which are the backbone of the west.

It is to be regretted that the manufacturing and industrial exhibits were not so numerous as in previous years. A number of firms apparently came to an agreement not to exhibit this year, and owing to this shortsighted policy the exhibition was not in some departments so representative as it should have been. This policy is undoubtedly shortsighted, for the benefits derived from attractive exhibits at a big fair, which attracts thousands of visitors, can scarcely be overestimated. The exhibition affords a simple way of obtaining profitable publicity, and all considerations of profit aside, it is an institution deserving the hearty support of all business men.

The exhibition opened on Thursday, July 20, but it was not until Monday that the majority of the industrial exhibits were in place, and even then many of them lacked those finishing touches which were added later.

Blue Ribbon Tea Co.

As usual, the Blue Ribbon Tea Co. had a very attractive booth at the Fair, where the packages of tea were piled up in neat fashion. Visitors were invited to stop and sample the tea, which was served by neatly-attired maids, and very many availed themselves of the offer.

McNab & Roberts.

This growing Winnipeg firm had a large space in the Manufacturers' Building devoted to a display of their various lines. Their big showing of soda fountains and fruit extracts did not fail to provoke favorable comment, and many visitors stopped to examine the big Middleby portable brick ovens which were on display.

Red Rose Tea Co.

"Red Rose Tea is Good Tea" was the familiar device which greeted the eyes of those passing the big exhibit of this popular tea and the attendants were there to greet those who cared to stop with a refreshing cup of tea in order to prove the firm's trade slogan. No one was heard to dispute its truth.

St. Lawrence Starch Co.

One of the most artistically arranged exhibits in the Manufacturers' Building was that of the St. Lawrence Starch Co. "Ivory Gloss" starch, "Durham" corn starch, etc., were arranged in a big glass case towering almost to the ceiling and the exhibit of these familiar household brands could not possibly escape the favorable notice of every visitor to the building.

Orange Meat.

One of the popular centres in the Manufacturers' Building was the big "Orange Meat" booth where, under the direction of C. H. Murdoch, the western manager, a number of attendants were busily employed serving interested visitors with this popular breakfast food. The booth was handsomely arranged, the two sizes of "Orange Meat" packages being piled up in huge pyramids. Manager Murdoch was kept busy explaining the details about the premiums given with the 15-cent packages and the advantages of buying the 25-cent packages, which contain 2½ times as much as the 15-cent packages. Grocers will be interested to know that this 25-cent package has been put on the market to give to customers who would otherwise insist on having two 15-cent packages for a quarter. The grocer can make a profit on the big package.

Walter Baker & Co.

From childhood, most people have been acquainted with the picture in all this firm's advertisements of the maid serving Baker's cocoa. At the Fair the cocoa maids were busy serving this cocoa, but evidently they belonged to a different generation than the original cocoa maid.

J. Y. Griffin & Co., Limited.

A big display of cured meats and pork products was made by this Winnipeg packing house in the Manufacturers' Section of the exhibits. Invitations were distributed inviting visitors to go out to the company's plant and see the hogs killed as they are killed in Chicago. The big trouble in the west is the scarcity of hogs; this alone prevents the Winnipeg packing houses from doubling and tripling their capacity at once. Literature was therefore distributed among the farmers pointing out the advantages of raising hogs.

Tetley's Teas.

Tetley's teas made a very attractive exhibit with the packages arranged in artistic piles. Passers-by were urged to taste and hundreds accepted the invitation. A big streamer announced that "Tetley's Teas are the Pioneer Packet Teas of America."

Telfer's Biscuits.

This energetic firm had a good display of their candies and biscuits, which they are pushing so vigorously among the western trade.

Ogilvie Flour Mills Co., Limited.

A big display was made by this firm in the old Main Building in the neighborhood of displays which are of most interest to the ladies. It was a good place for a display of "Royal Household" flour.

INCREASE IN TRADE.

The total trade of Canada for the fiscal year 1904-'05, as shown by official statistics, increased about a quarter of a million dollars. The trade of the country is now double what it was in 1896. There was a falling off during the past year of over eight million dollars in exports of domestic produce, and about two millions in exports of foreign produce, as well as a reduction of about three-quarters of a million in coin and bullion, but this was a little more than made up for in the increased volume of imports for consumption. It is noticed that the exports of domestic manufactures for last year was $1,250,000 in excess of the previous year. The total aggregate trade of the Dominion on the basis of imports for consumption and domestic exports was $465,228,407, compared with $364,381,972 for 1904. The summary of the trade for the past two years is as follows:

	1904.	1905.
Imports for consumption	$251,460,737	$261,911,435
Domestic exports	198,414,439	190,854,946
Foreign exports	12,641,239	10,617,115
Coin and bullion	2,467,557	1,844,811
Totals	$464,781,972	$465,228,307
Duty collected	40,952,810	42,021,386

The details of the trade are as follows:

Imports—	1904.	1905.
Dutiable goods	$148,902,381	$150,914,668
Free goods	94,684,043	100,688,332
Coin and bullion	7,874,313	10,308,435
Totals	$251,460,737	$261,911,435
Domestic exports—		
The mine	33,626,739	31,932,325
Fisheries	10,759,029	11,114,318
Forest	32,091,922	33,235,683
Animals and their product	63,812,117	63,337,458
Agriculture	37,138 875	29,994,150
Manufactures	19,864,049	21,191,333
Miscellaneous	121,708	49,675
Totals	$198,414,439	$190,854,946

U. S. PEA SITUATION.

The following comparison of "canned pea" prices in the United States and Canada will be of interest to the Canadian trade. It must be borne in mind that United States quotations are to the wholesale trade, while Canadian are to the retail trade.

	United States.		Canada.
Marrowfat peas, Standards	0 75	0 80	.... 0 60
Sifted, Early June peas	1 05	1 20	.... 0 67½
Petits Pois (fine French)	2 0'	2 10	1 20

If United States packers are only delivering about 50 per cent. of their orders booked, as it is claimed, on account of small pack, prices will rule considerably higher before the end of the season, and it looks as though Canadian packers might find an outlet for their surplus peas this season in the United States.

PERSONAL MENTION.

Mr. J. C. Rose, of Rose & Laflamme, Montreal, is on a trip through the Rideau Lakes.

Mr. E. H. Woodall, of Woodall & Co., Liverpool, Eng., spent a few days in Toronto this week.

Mr. J. L. Watt, of J. L. Watt & Scott, Toronto, spent a few days in Muskoka this week.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, is spending a well-earned two weeks' vacation at Metis.

Mr. A. P. Murray, of the Edwardsburg Starch Co., has returned to Montreal, after a ten days' outing.

Mr. J. H. Devaney, of Warren Bros. & Co., Toronto, is home this week from his two months' trip to Great Britain.

Mr. W. H. Dunn, of Montreal, left Tuesday for Quebec, en route for the Maritime Provinces, where he will spend a couple of weeks.

Mr. John W. Kirby, formerly of Montreal, has joined the traveling staff of the Bode's Gum Co., and will make his headquarters in Toronto, where the firm has established a new branch.

GOOD BUSINESS FOLLOWS GOOD VALUE

"HERE'S THE TOP NOTCHER" GOLD AND MEDALIST

"SALADA"

CEYLON TEA, BLACK, MIXED OR GREEN

THE VALUE INCOMPARABLE
THE SALE IS IRRESISTIBLE

The sale to-day is greater than ever before achieved.

"SALADA"
Toronto and Montreal

Black, Mixed
OR
Natural Green.

Sealed packets only.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the CONSUMER with logical advertising and every trial proved that when we said

CELLULOID STARCH

was the best starch made we told facts.

Celluloid Starch is IN DEMAND, and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, August 3, 1905.

THE feeling among the trade is on the whole good, July having been a month of large business, owing to the big trade done in sugar. Collections are up to the average, and the outlook generally promising. Some little complaint is heard by travelers of the trade being away on holidays, but on the whole, orders are bulking up well. Sugar continues to be meeting good firm demand, and doubtless will, if present prices are adhered to. Molasses are meeting a little better demand since the reduction, but wholesalers have not as yet shown any great anxiety to put in their stocks. Japans are gaining greater interest, while Ceylons and Indians are firm. Coffees are dull locally, while spices are brightening up. Prices are firm and demand strong. Canned goods show no new feature since last writing. Orders for Fall delivery are being placed in a fair way. The salmon run is reported to have improved, and a big pack is anticipated, but reduction in price is improbable. Tapioca is higher and firm at advance. Rice is featureless. The dried fruit situation is becoming more interesting. Prunes are going to be high, and also peaches and apricots. Reports from Mediterranean primal markets are more encouraging. Country produce is generally dull. In flour, more activity is reported, owing to better demand. It has not been noticeably affected by the corner in Winnipeg. Fish are scarce, and prices inclined to a higher range.

Sugar—The market was quite active in refined in Montreal the first of the week, retailers ordering generously, and jobbers replenishing their stores. Monday came the report of the failure of a couple of speculators in Paris, with a quantity of beet, in consequence, thrown on the market. The result was a decline in Europe of beet, to the extent of 10 1-2d. On Tuesday there was a reaction to the extent of 4d. Cane was not effected, and at the same time New York refiners advanced refined 10c. in consequence of higher price being paid for raw canes, and the heavy demand. Up to time of writing this advance has not been followed in Montreal, as refiners have large stocks of raws and fear to check demand, which of late has been good. Their action will depend on the strength of present demand. We quote:

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls	5 50
" " ½-boxes and ½-bbls	5 60
Extra ground, bbls	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—The demand for molasses is reported improved in consequence of the reduction announced last week. The Barbadoes market has been cleared, the stock being practically all in the hands of the big importers, as jobbers have not as yet purchased very heavily, and do not appear particularly anxious, despite the fact that one of the principal dealers here states that the lowest at which he was able to get a price was 36c., laid down in Montreal. Syrups are featureless, and unchanged since last writing. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Teas—A good movement is reported in all lines, with interest possibly centred on Japans, which are firm and meeting with a better demand, buyers awakening to the significance of the large shortage. The opinion is expressed that high grades will be higher, the quality being good. A fair movement is to be noted in Ceylon and Indian blacks, the markets in Colombo and Calcutta being distinctly firmer. A number of rejections by the customs of late, has caused considerable discussion among the trade and has emphasized the need for more definite standards. It is generally reputed that the price standard is the one mostly followed by the department, and is totally unreliable. Two teas, practically the same, invoiced at a difference of 1-4d., were recently submitted to the customs, and one admitted and the other rejected. The uncertainty is preventing cheap teas from being touched, and they are likely to be higher. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Coffees—Owing to a reduced consumption in hot weather the local demand is much smaller. The week, however, shows a gain of 10 points in the world's markets. Receipts at Rio and Santos have been smaller, and a further advance has been recorded on the Brazilian exchange. In New York, Wall street is continuing to support the market. Among the possibilities are improved receipts for August and September. A Brazilian export duty of 20 per cent. and a U. S. import duty of 3c. per lb. are also mooted. We quote:

Good Cocutas	0 11	0 11½
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11
Santos	0 08⅞	0 10

Spices—The spice market is active. A good demand prevails for all lines. Peppers are strong and will see higher figures while nutmegs are very steady. Cloves are said to be advancing. Local stocks are plentiful, and business improving. Prices are as below:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—The situation in canned goods remains much the same as last week. Old stocks are being disposed of at the least possible loss, and retailers buying from hand to mouth. Orders for futures are coming in at a fair rate. Salmon are meeting with a good demand. The catch, which was late, is reported very good, but there is little expectation for lower prices, except on outside brands. The standard brands have been sold largely with privilege of any reduction before delivery, and the canners would gain nothing by sacrificing their present profitable orders in order to dispose of a few thousand extra cases. We quote:

Wholesale limited selling prices in salmon for 1905:

Wholesale limited selling prices in salmon for 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms: Net 30 days, or 1 p.c. 10 days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Sugar beets	$0 85	0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 82½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 50	
2's Table Spinach	1 40	
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72½	
" gal	2 50	
3-lb. squash	1 00	
2's Cherries, red, pitted	2 20	
2's " red, not pitted	1 75	
2's " black, pitted	2 20	
2's " black, not pitted	1 75	
2's " white, pitted	2 40	
2's " white, not pitted	2 00	
2's Currants, red, heavy syrup	1 57½	
2's " red, preserved	1 77½	
Gals. " red standard	4 75	
Gals. " red, solid pack	7 00	
2's " black, heavy syrup	1 75	
2's " black, preserved	2 05	
Gals. " black, srandard	4 00	
Gals. " black, solid pack	8 00	
2's Gooseberries, heavy syrup	1 62½	
2's " preserved	1 85	
Gals. " standard	7 25	
2's Lawtonberries, heavy syrup	1 57½	
2's " preserved	1 85	
Gals. " standard	4 97½	
2's Pineapple, sliced	2 25	
2's " grated	2 35	
3's " whole	2 50	
2's Plums, Damson, light syrup	1 00	
2's " " heavy syrup	1 20	
2½'s " " " "	1 57½	
3's " " " "	1 85	
Gals. " " standard	2 95	
2's " Lombard, light syrup	1 05	
2's " " heavy syrup	1 35	
2½'s " " " "	1 62½	
3's " " " "	1 90	
Gals. " " standard	3 15	
2's " Green Gage, light syrup	1 15	
2's " " heavy syrup	1 47½	
2½'s " " "	1 72½	
3's " " "	2 00	
Gals. " " standard	3 45	
2's " Egg, heavy syrup	1 52½	
2½'s " "	1 80	
3's " " "	2 10	
2's Raspberries, red, heavy syrup	1 40	
2's " " preserved	1 60	
Gals. " " standard	5 00	
Gals. " " solid pack	8 00	
2's " black, heavy syrup	1 35	
2's " " preserved	1 50	
Gals. " " standard	4 75	
2's Rhubarb, preserved	1 15	
3's " "	1 90	
Gals. " standard	2 62½	
2's Strawberries, heavy syrup, 1903 pack	1 47½	
2's " " 1904 pack	1 60	
2's preserved	1 75	
Gals. " standard	5 50	
Gals. " solid pack	3 50	

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Fish—The stocks of fresh fish are not large enough to meet demand; this is due to so light receipts and the continued good demand. The scarcity is specially noticeable in lake fish and brook. In smoked and salt fish there is little doing owing also to a general scarcity. For the same reason prices in many lines have gone up. We quote:

Sword fish	0 09
Black bass	0 10
Fresh mackerel, per lb	0 09
Gaspe Salmon, per lb	0 15
Sturgeon	0 09
Dore, fresh	0 09
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 05
Fresh pike	0 07
Fresh halibut	0 13
Fresh steak cod	0 06
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—The tapioca situation is strong, demand being good and stocks light, and present prices show an advance of from 1-2c. to 3-4c. on lowest figures. Rice is without particular interest, except perhaps a little better demand should be noted. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Foreign Dried Fruits—Dried fruits are gaining in interest, especially in Californias, the market on the coast being particularly agitated. It is impossible to get firm quotations from San Francisco, and the only business passing has been done on offers from this end. Santa Clara prunes have advanced 1-4c. since last week owing to the short supply and heavy demand. Prunes will cost considerably more than last year, especially for small sizes. Peaches have been withdrawn from the market. Apricots have also advanced and stock of good quality and color hard to obtain. Considerable business was placed for dates last week for importation ex first tide. In currants a slight reaction has taken place, followed by a still further advance. Recent reports would show that conditions are favorable for a crop of Valencia raisins of good quality and slightly in excess of last year. A somewhat sensational advance has also occurred on primal markets in shelled walnuts. Locally, the trade are disposing of their old stock at good prices. Malaga raisins are very scarce and high.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

Maple Products—Nothing of note has taken place in this trade. Demand is only limited at quotations.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—The demand continues very small in honey. Hot weather is the cause of this. Some new honey has arrived in fairly large lots, but is not meeting with any better demand than the old stock. Local supplies in this line are now pretty large. Prices are as below:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 11	0 12½
Buckwheat	0 06	0 06½

Beans—The fair demand for beans still prevails, but they are not more plentiful than before. The price holds high and very firm.

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—There is little doing in hops. Demand is practically dead and stocks are still light and will be for some time, till the new crop arrives. The latter does not promise a large yield this year. Prices unchanged.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples—Evaporated apples are dull as ever. Sales of them are very small owing to limited demand. They sell 6 1-4c. to 6 1-2c. Dried apples, little doing, 3c. to 3 1-2c.

Flour, Feed and Meal.

Flour—Some activity is noticeable in flour owing to a better demand. The local market has not been affected by the jump in Manitoba wheat. The latter went up to $1.35 and then fell to $1.00; but at this price no buyers can be found. Local dealers believe it will go up again. Last week's prices are not altered.

Royal Household		5 70
Glenora		5 40
Manitoba spring wheat patents	5 40	5 60
" strong bakers	5 10	5 30
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—The feed market sees a steady business. It is not, in fact, particularly large, but dealers say it is satisfactory. Bran, millfeed and shorts enjoy a good demand, and are pretty firm. Mouillie, however, is kept back a little. We quote:

Manitoba bran, in bags, per ton		16 00
" shorts	19 00	20 00
Ontario bran, in bulk	15 00	16 50
" shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—No sign of improvement is seen in rolled oats. Demand is small. Oats are not very firm, for as soon as new oats arrive on the market the price will go down and prices for rolled oats may follow suit. We quote:

Fine oatmeal, bags	2 85	2 90
Standard oatmeal, bags	2 70	2 75
Granulated " "	2 70	2 75
Rolled oats, "	2 20	2 25
" bbls		5 50
" 90-lb. bags		2 65
" 80-lb. bags		2 30

Hay—Hay of finer quality is still scarce on the local market, owing to some large exports and also because farmers are busy on their farms. Demand keeps up pretty fair, but there is no big business done. We quote:

No. 1 timothy	8 00	8 50
" 2 " choice	7 00	7 50
" 2 " ordinary	7 00	7 25
Clover	6 00	6 50
Clover mixed	6 00	6 50

Ontario Markets.

GROCERIES.

Toronto, August 4, 1905.

THE volume of trade for the week has been surprisingly good, notwithstanding the fact that the travelers are off the road in Western Ontario, and business is allowed for the time being to rest on its oars. Sugar is without question the biggest item in the grocery trade just now. The fruit preserving season has induced a very active demand for Canadian refined. During the week there was an advance of 10c. in New York, which has tended somewhat to strengthen the position of the domestic market. As a member of the trade remarks, however, one or two such levers will be necessary before the confidence of the retailer in the future of the market is entirely restored.

Canned goods are moving freely, particularly corn, tomatoes and beans. Notwithstanding the fact that domestic vegetables are plentiful, the canned article seems to be in very active demand at all outlying points. Shipments of Barbadoes molasses and raw sugar are reported on the local market. Tea rules firmer, advances being recorded in Calcutta and Ceylon. For fuller information see tea market reports. There has also been a considerable advance in currants, following the recent decision of the Greek Chamber. This will have the effect of enhancing the value of currants perceptibly on the local market. Scarcity of tapioca on spot continues, and prices are up 1-4c.

In flour, Ontario wheat patents and straight roller are each down 20c. from last week's quotations.

Canned Goods—The interest of the trade in the future of the sockeye salmon trade continues. The Fraser River run is now on, although it is several days late, and it looks as if the pack might be considerably curtailed, as the run only lasts so long. A first-class demand for canned and bottled pickles, condiments and vegetables, including corn, tomatoes and beans, is reported. Fruits are a little on the quiet order on account of this being the season for domestic fresh fruit. Just as we go to press a report is received to the effect that some of the canners on the coast are not anxious to quote prices for this season's pack of sockeye salmon, which may be taken as an indication of the firmness with which they view the future of this article.

We quote as follows:

Peas, standard, 2's, group 1		0 62½
" " 2 and 3		0 60
" early June " 1		0 70
" " " 2 and 3		0 67½
" sweet wrinkle, " 1		0 82½
" " " 2 and 3		0 80
" extra fine sifted, 2's, group 1		1 22½
" " 2 and 3		1 20
Spinach, 2's, group 1		1 40
" " 2 and 3		1 82½
" 3's, group 1		1 80
" " 2 and 3		1 42½
Asparagus, 2's, group 1		2 52½
" " 2 and 3		2 50
Cherries, red, pitted, 2's, group 1		2 02½
" " 2 and 3		2 00
" red, not pitted, group 1		1 57½
" " 2 and 3		1 55
" black, same as red.		
" white, pitted, 2's, group 1		2 23½
" " " 2 and 3		2 20
" white, not pitted, 2's, group 1		1 82½
" " " 2 and 3		1 80
Strawberries, heavy syrup, 2's, group 1		1 52
" " 2 and 3		1 50
" preserved, 2's, group 1		1 67½
" " 2 and 3		1 65
Rhubarb, 2's, group 1		1 17½
" " 2 and 3		1 15
" 3's, group 1		1 92½
" " 2 and 3		1 90
" gal. group 1		2 65
" " 2 and 3		2 62½
Tomatoes, 3's		1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 90
" gal		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" 3's		1 90
" gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s, "		18 00
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—An exceptionally active consumptive demand is noted for Canadian refined. We have now entered upon the season of largest consumptive demand during the year and the trade seems to be perfectly satisfied with the aggregate of business done. On Monday, July 31, the New York refiners advanced their prices 10c. all round, but as yet this has had no direct effect upon the local market beyond giving it possibly a shade of additional strength. Our quotations are as follows:

Paris lumps, in 50-lb. boxes		5 73
" in 100-lb. "		5 63
St. Lawrence granulated, barrels		5 08
Redpath's granulated		5 08
Acadia granulated		4 93
Berlin granulated		5 03
Phoenix		5 03
Bright coffee		4 93
Bright yellow		4 08
No. 3 yellow		4 83
No. 2 "		4 68
No. 1 "		4 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Arrivals of new crop fancy Barbadoes molasses are reported on this market during the week along with a large consignment of Barbadoes raw sugar. Actual trade in syrups and molasses is quiet and prices continue as last advised. Our quotations are as follows:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—The wholesale trade are experiencing a temporary lull in the coffee trade. The speculative market is somewhat firmer than a week ago, and the trade are holding back on account of what they thing is an unwarrantably high price. According to cable information received from Brazil, the present crop is not yielding as well as many expected, and it is claimed that estimates will have to be reduced. The rate of Brazil sterling exchange has continued to gradually harden and this has kept the milreis or currency price for coffee in Brazil, at a low point. Consequently there has been no inducement for the Brazil planters, despite an advance in prices in the consuming markets, to hurry their supplies to market. We quote as follows:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—The market in Calcutta has advanced 1-2d. on lower priced Indians, and the demand continues strong, while strictly fine Indians have advanced 1d. and for some classes as much as 2d. The Ceylon market is also dearer, but has not experienced the sharp advance that has taken place in Calcutta. With the improved quality and shortening supplies, however, the tendency is steady and persistent towards higher prices, all teas brought for sale being keenly competed for.

Ceylon greens have been showing exceptional value and business of some importance has been done for importation. The tendency of greens is upward also. Some general buying has taken place in Japan, and values offering in medium fine tea have been good, although quantities offering for Canadian account are so far somewhat restricted.

Local trade continues fair and quotations are as last advised.

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " Pekoes	0 25	0 30
" " Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—The feature of this week's dried fruit market is the slight advance in prunes owing to shortage of the new crop and scarcity of local supplies, 90-100's and 80-90's being particularly scarce. There is an exceptionally good movement of Californian apricots which are scarce, with the market reported to be becoming bare. Raisins are somewhat easier than a week ago.

Since last week's issue the Greek Chamber has passed the necessary bill to give effect to the proposition of the Bank of Athens for dealing with any surplus crop. The market has advanced a further 1s. in consequence, and it is now known that the minimum of prices for new fruit will be about 18s. c. and f., or 5c. per lb., delivered for minimum of quality. The trade will have to adjust itself to a higher level of prices, say 3 lbs. for 25c. retail, whereas hitherto they have been selling 4 lbs. for 25c.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 3, 12.30 p.m.

BUTTER—Market firm, but demand restrained; stocks light; fancy, 23c.; choice, 22½c.; good to fine, 22c; lower prices expected soon.

CHEESE—Tone weaker, with little demand; Ontario, 11c; Eastern, 10¾c.; lower figures will likely rule shortly.

EGGS—Not very firm, with fair business; stocks fair, but not of fine quality; selected fresh gathered, 20c. to 21c.; straight, 17½c. to 18c.; higher figures expected by end of this month.

PROVISIONS—General firmness and good demand prevail, but stocks remain small owing to light receipts; live hogs, 7c. to 7¼c.; dressed hogs, 9¾c to 10c.; hams, steady, with good demand, 13½c. to 14½c.; bacon, firm at 14c.

The history of the export trade in currants shows, however, that the consumption is not materially affected by any such difference in price.

Conditions continue favorable for the development of the new raisin crop, and first arrivals will come on a very fair market as old season fruit is pretty well cleaned up. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08	0 0 13

Apricots—

	Per lb.	
Californian evaporated	....	0 15

Peaches—

	Per lb.	
Californian evaporated	0 11	0 13

Pears—

California evaporated, per lb	....	0 13

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.	
New selects	0 05½	0 06
Sultana	0 05½	0 10
California loose muscatels—		
3-crown	....	0 05
4-crown	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½

Foreign Nuts—Beyond the regular demand for peanuts, cocoanuts, etc., there is nothing special to record this week in the nut market, and prices continue as last advised.

Quotations are:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08¾
Japanese Jumbo's	....	0 08¾
Virginia "	....	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	....	0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack	....	4 50
Italian Chestnuts, per lb	....	0 08

Rice and Tapioca—A feature of the rice and tapioca market is the comparative bareness of the market of tapioca, which has induced high prices and a corresponding firm feeling throughout the trade.

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03¾	0 03¾	Tapioca, staple	0 03¼	0 03¾
Rangoon	0 03⅝	0 03¾	" double goat	....	0 05¼
Patna	0 05	0 05½	Carolina rice	0 08	0 08¾
Japan	0 06	0 07	Louisiana rice	0 05	0 07
Sago	0 03¼	0 04			

Spices—Spice markets are firm all round, and seasonable trade has been doing. Although this article is stable the year round, there is a little increased business at this time of the year, owing to the proximity of the pickling season. Our quotations are as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—Dried and cured fish seem to have given place temporarily to the fresh article, and there is little of interest to report. Quotations remain unchanged from last week. We quote:

Boneless fish, per lb	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	....	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06

Country Produce.

Eggs—The market continues quiet, although prices rule still high, a slight advance being noted over last week. We quote:

New laid eggs, per doz	0 16½	0 17½

Beans—The condition of the bean market continues much as last week. The trade is a little quieter and the outlook for the future is not certain as yet, on account of the season being somewhat early for any reliable information on the size of the coming crop. We quote:

Beans, handpicked, per bush	....	1 80
" prime, No. 1	....	1 65
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Maple Products—Very little is doing in maple products for the present, and

The Plum of the Market

Red Cross Brand Plum Jam

Crates 8-5 lb. tins, 25c. per tin or $2.00 per crate

You Can't Beat This

Simcoe Lynn Valley Brand, cases 2 doz.

2-lb. Corned Beef, - - -	$2.20
1 1-2 lb. Roast Goose, - - -	2.20
1 1-2 lb. Roast Goose, (with tomato sauce) -	2.40
2-lb. Roast Turkey, - - - -	3.00
1-lb. Bonless Pigs' Feet, - - -	1.40
1-lb. Boneless Duck, - - -	2.00
2 1-2 lb. Preserved Grapes, - -	1.00

TERMS :—F.O.B. MONTREAL, NET 30 DAYS, OR 1% 10 DAYS.

Hudon, Hebert & Cie

MONTREAL.

The Most Liberally Managed Firm in Canada.

Durkee's, per 2-doz. case		7 00
Royal, small, per doz		2 85
" large, "		4 75
Vinegar (C. & B.), bottles, pints, per doz		1 20
" " " quarts, "		2 10

Spices—Nothing new. Quoted as follows:

Pepper, black, per lb		0 20
" white, "	0 28	0 30
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 18
Allspice, "		0 14
Ginger, "		0 18
Cloves, whole		0 25

Rice, Tapioca and Sago—As predicted in these columns, there has been an advance in tapioca and sago. New prices are as follows:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per lb		0 03½
Sago, "		0 03½

Pot and Pearl Barley—Steady at the recent reduction. We quote:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—Quoted again at last week's prices, which were:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee—Steady at the recent reduction. We quote:

Green Rio, per lb	0 10½	0 11
Roasted, per lb		0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—As noted last week the first supplies of apricots arriving in Winnipeg were snapped up in a hurry, although it was generally expected that the second shipments would be at least a cent cheaper. At the moment there are no apricots on the market, but new goods are expected about the first of next week. Contrary to expectations, the new apricots will have to be sold at about the same price as the first arrivals for, in the interval, the California market has become much firmer. It is expected that the new season's peaches will also be higher in price, and there is a rising tendency in the price of prunes and raisins. Nectarines are not obtainable on the local market, and they are removed from our list. We quote:

Valencia raisins, Trenors, f.o.s., No. 1 grade	1 90
" " " No. 2 grade	1 80
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 05½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 11½
Apricots, choice (August delivery), in 25-lb. boxes, per lb	0 10½
Apricots, standard (August delivery), in 25-lb. boxes, per lb	0 10
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb	0 12
" cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 19
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—A number of price changes will be noted. Lake Superior trout has been advanced 1 cent per lb., as has Lake Winnipeg. White fish has been advanced to 6 cents per lb., and a number of other trifling changes will be noted. We quote:

Lake Superior trout	"	0 10
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 14
B.C. salmon	"	0 14
Halibut	"	0 11
White fish (L. Winnipeg), per lb		0 06
Pickerel		0 05½
Jackfish		0 04
Finnan haddie		0 09
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons, per bx.		2 00
" " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " per 20-lb. pail		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 45
Yarmouth bloaters, 60 in box, per box		1 50
Lobsters, fresh boiled, per lb		0 25
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40

Evaporated Apples—The price is still advancing. We now quote as follows:

Evaporated apples (choice), 50-lb. case	0 08
" " (fancy), "	0 08½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Oatmeal has been advanced as was expected after the tariff change. Cornmeal is also climbing. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 30
40-lb. " "	2 35
20-lb. " "	2 40
8-lb. " "	2 70
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

Eggs—Buyers are paying 16 cents per dozen in Winnipeg.

Green Fruits.

Prices are quoted again as last week:

Minnesota raspberries, 24 pts, per case	2 25
Tragedy plums (California), "	2 00
Plums (other varieties), "	1 75
California peaches, per case "	1 50
Apricots, per case	1 75
California Bartlett pears, per case	4 50
Watermelons, per doz	5 00 6 00
Late Valencia oranges, 120's	4 75
" " 150's	5 25
" " 170's to 250's	6 00
Fancy Cal. lemons, 300's and 360's	7 00
10c. off in 5-case lots.	
Bananas, fancy limons, per bunch	2 75 3 25
Pineapples, per doz	2 50

Vegetables.

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Tomatoes, 4 baskets in crate, per crate	1 75
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	1 00
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 03
Australian onions, per lb	0 05
Bermuda onions, per case	2 25
New Potatoes, per lb	0 02

Provision and Dairy Market.

Creamery Butter—Prices are still quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks	0 21

Dairy Butter—Produce houses are paying the country stores 14 cents per lb. for No. 1 dairy, and from 10c. to 12c. per lb. for No. 2 dairy, delivered in Winnipeg.

Cheese—Quoted as follows:

Finest Ontario, large	0 11¾
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11¼

Lard—We quote as last week:

Lard, 50-lb. pans, per pail	5 25
" 20-lb. " " "	2 15
" 3-lb. tins, per case 60 lbs	6 75
" 5-lb. " " "	6 00
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Window and Interior Displays

Timely Hints and Suggestions

THE USE OF DISPLAY CARDS.

A PRACTICAL question with which retail grocers are confronted from time to time, is "whether or not it pays to display price cards on goods shown in the window or store front." While there may be more or less diversity of opinion as to the positive merits of price cards, it is only a very small percentage of the trade that does not find them helpful—the grocers who are afraid of their competitors.

No one will deny that the prime object of the window or outside display is to attract attention. After an attractive display, what is there that conduces more to this end than a series of neat price cards, doing as nothing else can the work of silent salesmen.

Take for instance high class trade which is in the market for what it wants regardless of price. This class looks only to the quality and appearance of an article. If it is high-priced, a card with the price on serves simply as a recommendation of quality. Mr. Wealthy passes the establishment of an exclusive house that caters to the "four hundred." He sees hanging in the window a handsome Turkish rug bearing the price-mark $500. He may or may not know anything about rugs—but that is another matter. The $500 mark impresses him with the idea that the rug is very high grade, and just such an article as would become his mansion. He is interested at once, makes investigations, and probably invests. The price-mark is what attracted his attention in the first place.

There is another class of trade, which is intensely interested in prices, because its money is limited and must be made to go as far as possible. Mr. Clerk hurries past a grocery store on his way home from work. Prominently displayed is a very nice assortment of berries, along with the placard "10c. per box." He hesitates, stops. His wife did not mention berries, but these are very nice ones and only 10c. a box. He may as well take home a box or two—they are cheap and bound to be acceptable. And the price card swings another sale. The chances are nine in ten that the man would have gone past the store without looking in had it not been for the price card. He would have said to himself, "The fruit will be too expensive for my pocket, and I don't want to take the trouble of going in to ask and then find out I cannot afford to buy." The merit of the price card for this class of trade is that it is the quickest and most effective way of telling a prospective purchaser whether the price is within his limit.

Saturday Window Display in Vancouver Grocery.

Among other excellent features of price cards may be mentioned the following, taken from a recent issue of Grocery World: First—if a clerk is busy with a customer the man who is waiting will look about, and seeing the prices displayed will make his purchases mentally. When the clerk is ready to wait upon him all that remains for him to do is to wrap up the goods; the price tickets will have done the rest. Second—There are some goods that cannot be displayed, and for these a price list may be printed similar to a price ticket and hung in a conspicuous place. To turn these price tickets into advertisements all that is necessary is to take a brand of well-known goods and place it among the other goods (at random and not as though it had been put there for effect). Make the price very low, the lower the better. People passing will notice the price, think what they paid last time, and even if they do not stop and buy they will have a good impression of the store. In this connection it may be said that if a grocer has a line of goods bought below the market, and decides, as most live grocers do, to give his customers the benefit from time to time, the most effective way of letting them know about it is by means of an attractive price card prominently displayed. Third—Women, who do four-fifths of the buying, are always after bargains, and it is the price card that tells whether it is a bargain or not. Women have even been known to buy things they didn't need and couldn't use simply because they could not resist that "only 10c." A merchant may pile his windows full of the biggest bargains in town, but unless the price is displayed the goods will move slowly. For instance, a merchant had a certain brand of goods that for some reason were not up to the standard. He cut the price in two and put a large basketful of the goods outside his store two hours before closing time. They sold like hot cakes, whereas if there had been no price displayed it might have taken two weeks to sell the same amount of goods. The 5 and 10c., as well as the departmental stores, are practical instances of the value of price cards.

A WINDOW THAT MADE GOOD.

A LARGE crowd around a window on King street west, Toronto, the other day, attracted the attention of a Grocer representative, who, after some difficulty, succeeded in getting in where he could see.

The window was fitted up with an old mill and mill pond, with an old-fashioned windmill slowly turning away. In the pond a number of gold fish were swimming about, and on the bank a battered, sleepy-looking old fisherman holding a rod and line, while the cork floater bobbed up and down in a most exciting way. It might be remarked that a large bottle of amber colored liquor reposed near the fisherman, cork conveniently drawn.

The background of this rural scene consisted in a number of National Cash Registers, while neatly printed signs in the foreground informed passers-by that "Old-fashioned systems encourage sleepy methods," and that "Over 400,000 wide-awake merchants use Nationals."

Manager Mutton, of the Toronto branch of the National Cash Register Co., always has something novel and attractive in the way of a window display. The ambitious window dresser can usually get a few valuable pointers by watching these windows.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

ADVERTISEMENTS THAT TAKE.

IN "Great Bargains" is seen a "small" advertisement fashioned after a "big" style. Mr. Armstrong appeals to his readers along somewhat similar lines to the "Heart-to-Heart" talks of magazine advertisers, with this difference that his advertisement is, of course, local in subject and limited in effect. But characteristic of the "big" style he brings himself into prominence, thus lending strength and sincerity to the statements. He covers a number of lines rapidly, and uses space to advantage—"featuring" all. Mr. Armstrong evidently knows his readers, for in the last sentence it will be noticed he speaks directly to the farmer.

Altogether this is a very satisfactory advertisement. There would, ordinarily, be no gain in advertising "sets." The secret of success is in the fact of there being something "particular" about either the price or the quality. In this case it is the price, and, as would be expected, the strongest card is played. Mentioning the "broken sets" is a bid for the patronage of those not living in opulence. The groceries, being sold "at a margin," makes another "special," and "New, in stock" accounts favorably for canned goods and fruits. It can be easily seen Mr. Armstrong has covered the publicity field—from his standpoint. He has wasted neither space nor time on frills. But he has produced an attractively-worded advertisement on nothing else but plain statements and suavity, with "direction."

M. J. Ross adopts a decidedly different style of advertising, and yet he, too, has been successful. Mr. Ross evidently has no "specials" or nothing unusual to mention about his regular lines, or else he works on the assumption that an advertisement merely "draws" and the goods in the store "convince." He, therefore, brings his name address and wares into prominence, but only particularizes the latter in a brief way. The general appeal upon "Flour, Feed and Groceries," with "Commercial St.," would, no doubt, produce a few "general" purchases, but the chances are it would bring little trade from "regular" buyers (those who deal continuously with one grocer) because "regular" buyers are not generally attracted by "regular" advertisements. In this respect Mr. Ross' advertisement could scarcely be as successful as Mr. Armstrong's, for the latter's method of "specializing," besides being an attracting force in itself, might lead to purchases apart from the goods advertised and, perhaps, ultimately produce regular patronage. Mr. Ross' advertisement, however, assuming that his store would be reasonably close at hand, might have greater success than Mr. Armstrong's in reaching one class of people—new-comers to a locality, people undecided as to whom they will give their trade. In cases of this kind people are more concerned about getting in touch with a reliable store, where they can deal continuously, than about following up temporary bargains. Mr. Ross' advertisement is just the kind that will appeal to new-comers.

Flour, Feed and Groceries

We keep a large stock of Choice Family Groceries and P. E. Island Produce, Dried Fish, Flour and Feed.

M. J. ROSS

COMMERCIAL STREET,

NORTH SYDNEY, N. S.

GREAT BARGAINS

AT THE

Up-to-Date Grocery

I will give all kinds of ***Dinner Sets, Tea Sets, Berry Sets, Toilet Sets,*** for one month at cost price. Any quantity of broken Sets.

I also carry a full line of Groceries, which will be sold at a margin. Canned Goods and Fruits, new in stock.

ALL KINDS OF FARM PRODUCE TAKEN IN EXCHANGE.

JAMES ARMSTRONG

James M. Laver sends for review a booklet prepared for H. Sylvester, Norwood, Man., his employer. The booklet is deserving of unstinted praise. It is gotten up systematically—on a basis characterized both by attractiveness and order. To start with, the cover is modelled after the best booklet covers of the day. It is free from all title-page, scrambled word effects—has nothing but an appealing phrase. "Groceries," in detail, backed up with argument, mottoes, etc., occupy the inner pages, which being set "open," and assisted by tasty borders, have shape and balance.

Altogether the booklet is pleasing.

HINTS TO BUYERS.

W. H. Millman & Sons, Toronto, report large sales of "Shamrock" salmon, their own brand.

S. H. Ewing & Sons, Montreal, are in receipt of another shipment of Schweitzer's Cocoatina in quarter pound (¼ lb.) tins.

W. H. Millman & Sons, Toronto, have received a large consignment of Barbadoes sugar and fancy molasses, and can quote right prices.

B. O. Beland, Montreal, is in receipt of 157 cases of English pickles, 40 cases of English mixed pickles, 30 cases of chow-chow, and 28 cases of English onions, which he offers at attractive prices. Buyers will do well to investigate.

B. C. Markets.

Vancouver, July 27, 1905.

CROP conditions in all sections of British Columbia are at the present moment very favorable, leaving but little to be desired. The rains of a week ago may have worked a slight damage to hay lying out on the delta islands at the mouth of Fraser River, but no serious loss occurred. Since then fine weather has been prevailing, and very large quantities of hay have been saved. The demands of the coast cities, of the lumbering camps along the coast, of the mining camps where horses are used, and of the Yukon District, combine to make hay a staple at a high price always, so that the big crop now being safely harvested is not likely to sell at a sacrifice, even though such returns as 5 tons per acre can be vouched for.

* * *

The oat and barley crops of the Delta and of other districts up the Fraser River to Chilliwack are coming rapidly to maturity, and are as heavy as ever seen in the history of agriculture in the province. The total area under cultivation in these grains is this year considerably greater than in the past. The fact that brewers are putting in plant to make malt from local barley indicates the production. One brewer alone has contracted for 500 tons of barley from the Lower Fraser River Valley.

* * *

Vegetable crops in all sections of the province where an acre of land is cultivated are promising extremely well. Many tons of early potatoes have been marketed, and the local demand has altogether been supplied from local sources for two or three weeks now. In the growing of potatoes the coast district usually has to contend with too much moisture, and if the Summer is wet, the potato crop even though liberal, is not up to quality. The only coast section where potatoes do not seem to get too much moisture is on Vancouver Island. The potatoes grown there are almost as dry as those from Ashcroft, which are standard, and island potatoes are ready sellers everywhere, though the Victoria market absorbs most of them. The only outside market for B. C. potatoes is the Yukon.

Root crops are well advanced and will yield heavily in the Chilliwack District, along the Fraser, and in Delta Municipality, and on Lulu Island. The increase in the number of dairy cattle kept, and the long season of milk production in this country practically the whole year round, is stimulating the growing of roots for Winter feed.

* * *

Fruit crops of all varieties are this year giving splendid returns. The only partial disappointment was that of the strawberries, which were not the big crop desired in some parts of the coast district, though the new District of Kootenay, surrounding Nelson, more than compensated. In other berries, and in cherries, however, the coast districts never had a better crop, and the quality, especially of cherries, was very superior. None but late cherries will now be marketed, as all the earlier varieties have been gathered, but there are still raspberries coming in, and the big cultivated black cherries are being marketed in large quantities just now. The wild blackberry, native of the province, is being gathered in abundance, too, and its fine flavor gets it ready sale at good prices. The crop is plentiful everywhere it grows, and that is everywhere the timber is down and gives it a chance.

* * *

Plums are not yet being marketed, though some early varieties will soon be in. The yield is this year the equal of others, and the usual experience of many branches being destroyed with the weight of fruit is being repeated. In fact, the fruitage of the plum tree in this province is always so bountiful that strangers' fancy photographs do not show the real thing, but a "faked-up" presentation. It is early yet to discuss quality in connection with the plum crop.

Some early apples, more fitted for being cooked than eaten raw, are being marketed, and the quality is very good. The apple crop this year promises to be very heavy, and present indications of quality are satisfactory. Of course, with the usual heavy crop, especially on the coast, there is a large percentage which has to be culled. Improved methods of packing are, however, bringing as good results financially, for the crop, as when the whole was marketed indiscriminately.

* *

Groceries—No changes of moment are noted, and the trade generally is fairly quiet. Demand runs in the lines of campers' supplies, and other picnic goods, specialties in these lines selling well. Though the preserving season is on, the usual rise in the price of sugar is not noted as yet.

* * *

Produce—Scarcity of local supplies of fresh eggs has given way to easier conditions. The quantities marketed now are fairly liberal, and no shortage is noted such as was shown a week or so ago. The price is now about 25c. per doz. to the trade. Butter remains plentiful. The supply of fresh dairy is not showing any diminution, and the creameries are turning out very large quantities. Prices are 20c. for dairy and 23 to 25c. for creamery stock. Local fills the whole market as yet, and promises to for some time.

* * *

Vegetables—Local potatoes are now very plentiful at about 1½c. per lb. wholesale. The supply of local fresh tomatoes, the first of the season in coast districts, is in evidence. Spence's Bridge, and other points on the main line, in the "dry belt," supply tomatoes largely, but the coast supply, as a rule, is small. Those offering sold about 2 lbs. for 25c. Cabbages, local grown, are now plentiful, though cauliflower is still a scarce article. Other lines of fresh vegetables are extremely plentiful, and at low prices. Green peas are extremely abundant this year, and the price runs about 5c per lb. Vegetable marrows and cucumbers are coming in in goodly quantities now.

* * *

Poultry—Young chick, for broilers, are freely offered now, but other stock, except from foreign packing houses, is off the market almost. The supply of young ducks is also liberal, especially at the weekly market at New Westminster, where very reasonable prices prevailed last Friday. The raising of ducks seems to be a line of poultry raising to which this coast district is especially adapted.

* * *

Fruits—Local supplies are: Raspberries, $1.25 to $1.50 per crate; blackberries, $1.50 to $2 per crate; red currants, 5c. per lb., and short; black currants, 3c. per lb.; cherries, preserving varieties, scarce, 10c. to 15c. per lb.; apples, new and cooking varieties only, 80c. to $1.10 per box.

Pears and plums are not yet offering locally. They will soon be shipped now, and the former will run from $1.25 to $1.50 per box of 30 lbs., the standard box. Plums will be about 60 to 75c. per crate wholesale.

California pears are not plentiful yet, and are about 4 to 6c. per lb. wholesale. California apples are more plentiful, but are almost as dear. The supply of apricots is plentiful this week from Oregon and Washington. They sell at 75 to 90c. per crate wholesale. Peaches, Crawfords, are now in fairly good supply, but for preserving it will be another week or two before the quantities and prices will be right.

—

N. B. Markets.

August 2, 1905.

WITHOUT doubt the event of the past week was the visit of the Royal Transportation Commission, their second visit to St. John. It was a great thing for us to hear the chairman of the commission say that both he and Mr. Ashdown recognized St. John as the great Winter port of Canada. This is a fact of which we have been fully aware for many years. As early as 1859 we began to put forward this claim. Within the last ten years, or about that, St. John has spent a million dollars, on which its citizens are annually paying the interest to prove their faith in the claim put forth. The business which has been done, showing a steady increase of about an average of 60 per cent. annually in the registered tonnage, until last season the registered tonnage of the steamers engaged in the Winter Port business, amounted to 340,000 tons, proving without a doubt that the position we take is correct.

In business, though this is the quiet season, some of our merchants report themselves more than satisfied. The dull sugar market is the one drawback. Fish continues abnormally high. Cream of tartar firmer.

Oil—Burning oil is unchanged at the extreme low figures, which have ruled for some time. Large future business has been booked. In lubricating oil, demand is rather less than usual at this season. It is thought our lumber mills will shut down early. In paint oil there is just a fair demand. Linseeds, while still low, tend higher. Turpentine holds at the high figure quoted for some time. Little cod oil has been received. Prices are easy.

Salt—In Liverpool coarse salt a fair stock is held and further arrivals are expected about the middle of the month. Prices are held firm at the slight advance reported. It is yet early for best

Valid Reasons, Respectfully submitted to the Wholesale Grocery Trade, the Retail Grocery Trade and the "Consuming" Public why it is to their advantage and interest to patronize and use the Canned Goods packed by the Canadian Canners, Limited.

To the Wholesale Grocery Trade.

BECAUSE :—

Ours are the best goods on the market.

You have thirty-five chances to one of getting your orders filled in case of a short crop.

We try to arrange so that all dealers handling our goods make a sure, legitimate profit.

When we give a high price we give a high price only when necessary.

When we give a low price we give a low price, and stand to it.

Our prices this season are a conundrum that will keep some people thinking about them, "and wondering."

All the large, up-to-date, progressive, Best Wholesale Houses in the Dominion handle our goods.

To the Retail Grocery Trade.

BECAUSE :—

You cannot afford to do without them.

The Consumers want them.

They are the best quality.

They are the best sellers.

Prices are always right, and money makers to dealers.

Our No. 1 Grade, with their Embossed Labels, are beauties. Peerless ones at that, and include such choice brands as AYLMER, LOG CABIN, LITTLE CHIEF, BOWLBY and AUTO

Group No. 2 comprises the finest goods packed in Canada, under the following brands, viz :—LYNN VALLEY, MAPLE LEAF, KENT, LION, THISTLE and GRAND RIVER, etc.

TO THE CONSUMING PUBLIC.

BECAUSE :—

They are the best goods, packed on Sanitary lines, are always pure and free from adulteration. The Vegetables and Fruits are of the choicest varieties, many of them are varieties grown in our own Fields and Orchards, from Seeds of the choicest varieties grown specially for us, gathered when they are at their best, and immediately prepared by Experts in the most cleanly and scientific manner, more so than it is possible to do in the best regulated private kitchen, and every package is covered by the Guarantee of our own name.

Don't be deceived by specious statements or advertisements from those that would wish you to believe that they are our Competitors. They are not. They are not in the race with us—for this year at any rate. We will try and keep you posted in good time as to next year.

The whole community is with us; Consumers, Retail Merchants, and Wholesale Merchants. This is profitable to them, and very satisfactory to

THE CANADIAN CANNERS, Limited. Head Office: HAMILTON, ONT.

demand. In fine salt the Canadian more than ever seems to hold the market.

Canned Goods—There is nothing new. Corn and tomatoes are firmly held, stocks being light. Tomatoes are rather higher. In future goods some Nova Scotian are offered. Peas are a full stock; prices are held up in spite of the low figure quoted for new. Fruits have a fair sale. Strawberries are rather higher. Salmon is a good supply, with price easy. Lobsters are very high. Meats are unchanged. Gallon apples, dull. New sardines are quite freely received. Price unchanged. Haddies and kinpers are firmly held.

Green Fruit—Dealers are busy. Bananas are still the big line. Oranges are scarce and high. Lemons are still held at full figures; there is a good sale. California pears are selling freely, though price is high. Peaches and plums are unchanged. Melons are very dull. Nova Scotia cherries now offered. Strawberries are done and even for raspberries it is getting late. Native tomatoes and cucumbers are offered.

Dried Fruit—There is nothing of special interest. Dealers have largely placed their orders for California apricots, peaches and prunes for Fall. While apricots are low, prunes are quoted at quite full figures, and have, with peaches, shown quite an advance since opening prices were quoted. Raisins not yet quoted, except Malaga loose, which are quite high, and Valencias for early shipment; these are lower than usual. It is thought California raisins will open quite high. Spot currants show a slight advance. While new are not quoted, it is said the situation is likely to be a strong one. Present business in all lines is small. Evaporated apples are rather higher; sale not large. In onions, market is somewhat dull owing to dealers being rather overstocked with Egyptian. Valencia stock is particularly good quality. Price rather lower.

Sugar—Stocks are light, particularly in bag sugar and yellows. While there is little or no change in price, there is little confidence in the market. Demand quite active.

Molasses—While prices are unchanged, market seems quite firm, particularly for Barbadoes. Stocks of molasses are in few hands.

Fish—Fresh fish very scarce this week. Salmon about the only line offered. There should be some shad, but the run of late years has been small. In dry cod the very high prices still hold and little change is expected. It is said hard dry fish for the West Indies are rather easier. Haddies are not to be had. Smoked herring are still low, but reported firmer. Pickled herring are held firm.

Flour, Feed and Meal—In flour, Ontarios are again quoted rather lower. Manitobas unchanged, and held quite firm. Market is full of oatmeal. Mill prices are high. Oats scarce. Light demand. Feed is at full figures. Cornmeal has a steady sale. Prices are again rather higher. Market is supplied by local mills. Beans very dull. Prices, however, are higher.

N. S. Markets.

THE grocery market was very active during the week, much more so than it has been for some time. Travelers are sending in orders more freely, and the general improvement in trade is most encouraging. Prices show but little change. Collections are up to expectations. The potato market caused interest during the week, when the price advanced rapidly. The old crop is pretty well exhausted, and the importations of new potatoes from Boston were insufficient to supply the demand. Those holding old stock took advantage of the market, and sent the price up. Potatoes that were selling the previous week for one dollar per three-bushel bag, were advanced to $2.10 per bag, and at the close of the week the market was pretty well cleaned up, as people were forced to pay the extra price. The first native potatoes of the season reached the market on Saturday, and sold for $1.50 per bushel. They were not fully matured, and the quality was poor. The butter market shows little change, and prices are steady. Eggs are advancing both in Nova Scotia and Prince Edward Island. This is due principally to the falling off in receipts. Dealers say that the sugar market has a tendency to advance.

The Prince Edward Cheese Board met during the week. There was a fair attendance of salesmen. The following factories bonded cheese: Orwell 110, Dundas 98, Stanley Bridge 150, Cornwall 80, Lakeville 100, Red Point 50, New Perth 100, Union 80, East River 54, Kensington 320, New Dominion 70. All were sold to Spillet & Co., at 9⅛c. Quotations here follow:

Molasses.

Porto Rico, fancy		42
Porto Rico, grocery		38
St Kitts	29	30
Barbadoes		41
Trinidad	35	36

Sugars.

Pulverized		06¼
Cut loaf, 50-lb. boxes		5 95
Cut loaf, ½ barrels		5 85
Cut loaf, barrels		5 75
Bright yellow		5 00
No. 1 yellow		4 85
Trinidad crystal		04½
Granulated XXX		5 15
Austrian, granulated		5 05

Coffee (Green).

Jamaica	15	20
Porto Rico		16
Java	25	30
Mocha	25	30

Flour.

70 p.c. Patent	5 65	5 75
75 p.c. Patent	5 55	5 60
80 p.c. Patent	5 50	5 55
90 p.c. Patent	5 25	5 30
Ogilvie's Royal Household	6 20	6 30
Rolled oats	5 40	5 50
Beans, per bush	1 75	1 90

Provisions.

Clear pork, per bbl., Am.	18 50	19 00
Mess pork, per bbl.		17 50

Order To-day

Receive To - morrow

Here we are again with the best **FLOWER POTS, FERN PANS, SAUCERS, ETC.** equipped for your trade. No. 1 assortment, Pots and Saucers: 50—4 inch, 50—5 inch, 50—6 inch, 20—7 inch. Special price, including crate $5.60 net. Special orders filled.

THE FOSTER POTTERY CO.,
HAMILTON LIMITED.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

That Missing Corner is Flavor

Did you ever notice, Mr. Grocerman, how ***nice some*** of the teas you ***get*** look in ***packages,*** how nicely they ***steep,*** how nicely they ***pour?*** Did you ever notice ***how*** some of these "nice" teas when tasted, ***are vapid,*** have no ***body,*** no ***tea individuality?*** In your mind's eye, then, ***these packages*** had a ***missing corner. That corner*** is ***Flavor.***

Blue Ribbon *Ceylon* Tea

is a 'full-cornered" tea. No ***hurry-up methods*** enter into its ***make.*** No ***skimping;*** no ***old leaves;*** no ***dust***—the ***barriers*** to ***flavor.*** Put the ***Red Label*** line on ***your*** shelves.

System

is essential in the management of an up-to-date store. Profits must be guarded and clerks made accurate. A National Cash Register accurately records every transaction where money is handled between customer and clerk. A detail-strip prints the amount and kind of transaction, whether

CASH SALES
CREDIT SALES
MONEY RECEIVED ON ACCOUNT
MONEY PAID OUT
MONEY CHANGED

together with the clerk's initial. This detail-strip may be spaced so as to show the amount of business transacted during any period in the day. Have our representative call and explain our system to you.

NATIONAL CASH REGISTER COMPANY
DAYTON OHIO

Plate beef, per bbl		14 50
Domestic beef, per bbl		12 75
Hams, per bbl	13	13½
Roll bacon, per lb		11
Lard, pure, tubs, per lb		10½
Lard, pure, pails, per lb		11
Refined lard, cases, 3's		11½
Refined lard, cases, 5's		11¼

Country Produce.

Butter, in tubs (choice dairy)	19	20
Dairy prints, in cases, per lb		19
Creamery, boxes and tubs		21
Creamery, prints		22
Eggs, Nova Scotia	19	20
Eggs, P. E. Island	17	18

Fish.

Shore, quintal	5 25	5 75
Bank, quintal		5 50
Haddock	4 00	4 25
Herring, No. 1 July, per bbl		4 00
Bay of Islands, split No. 1, per bbl		3 50
Shore, No. 1, large split		4 00
Mackerel, No. 3, large		7 50

NEWS FROM THE CAPITAL.

Ottawa, July 31, 1905.

THE local grocers' picnic to Carleton Place on Monday next, Aug. 7, promises to be a great success. Tickets are selling like hot cakes, and those who take in the excursion are sure of a fine day's outing and a round of pleasure. There will be sports of all kinds, including a lacrosse match, between the Stars of Ottawa and the Carleton Place team. This is a regular schedule game in the Ottawa Valley League. In the morning a football match will be played. The contestants are the High School of Carleton and the Ottawa Thistles. A good orchestra for dancing will be in attendance. The special prizes for the best lady and gentleman waltzers will be: Gentleman, a marriage certificate; and for the lady, a wedding cake. A pleasing event in the sports will be the "Comfort" soap race, open to married and marriageable ladies only. The idea is to run a certain distance, and gather a number of bars of Comfort soap in aprons supplied by the soap people. The prizes are expensive and well worth competing for. They are as follows: First prize, ladies' gold watch; 2nd prize, ladies' silver watch; 3rd prize, ladies' gun-metal watch; 4th prize, silver biscuit jar; 5th prize, Swiss clock; 6th prize, alarm clock.

Visitors are expected from the Toronto and Montreal Retail Grocers' Association. The committees are working hard to make this the banner excursion of the season.

The different committees are: Printing and Advertising, Messrs. F. H. Scott, Gilchrist, Mahon, W. York, Atkinson and Prevost.

Special Attractions—Messrs. Booth, Johnston, Hopper, McAllister, Bambrick and Schwerdfager.

Sports—Messrs. McLean, Halliday, Powell, Wall, F. Hubbard, Goodall and Lanthier.

Dancing—Messrs. Mundy and Hopper.

Ottawa Markets.

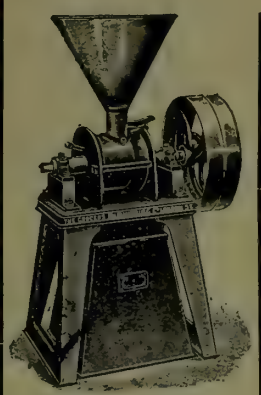
The market on Saturday morning, July 29, presented an animated appear-

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. ***He Knows*** he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?



GRINDING MILL

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY. SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHO'ME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS: Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Known and Loved for **SIXTY YEARS**

COX'S GELATINE

needs no introduction.

It is one of the old institutions of all English speaking lands.

PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills,
EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal

KEEP TO THE FRONT

and please your customers by selling

SAN-TOY STARCH

The immensely increasing demand for this popular brand is a guarantee of its superior quality.
Agents wanted everywhere.

J. H. MAIDEN, Agent
MONTREAL

ance. The fine weather prevailing was the means of bringing in farmers and market gardeners by the hundreds. The vegetable market was well stocked, fruits also were plentiful and brought good prices. The quotations were as follows:

Gooseberries, per pail	$ 75
Raspberries, box 15c., per pail	1 00
Blueberries, per pail	1 00
Melons, each,	25 to 40
Green apples, per gal.	13
New potatoes, per bag	1 00
Cucumbers, per doz.	25
Cabbage, per doz.	25
Cauliflower, each	10 to 15
String beans, per gal.	8
Celery, per doz.	30
Lettuce, per doz.	10 to 15

Local fish dealers say that business last week was very brisk. The stock handled has been of the very best quality, and included trout, whitefish, speckled trout, perch, pike, pickerel and catfish; salt-water fish—halibut, salmon, codfish, shad and boneds. Prevailing prices are practically unchanged.

D. M. Whelan, late manager at S. Daniels' grocery, corner O'Connor and Slater streets, has started in business for himself on the corner Somerset and Percy streets.

UNIQUE ENTERTAINMENT.

With five tons of chicken, a ton of halibut, twenty thousand sandwiches, eleven thousand rolls, twenty barrels of lemonade, twenty thousand cigars and other provisions in like proportion, with electrical illminationus and three bands of music. John H. Patterson, president of the National Cash Register Co., entertained ten thousand residents of Dayton, Ohio, on July 21, to a garden party and dinner at Far Hills, his Summer home. The fete was given in appreciation of the civic reception tendered Mr. Patterson on July 3, on his return from a tour around the world—and is almost without precedent in the history of United States trade.

NEW CONFECTIONERY FIRM.

Huylers', the chocolate and confectionery manufacturers, New York and Buffalo, have completed arrangements to establish a manufacturing and retail branch in Toronto. They have secured premises at 130-132 Yonge street, which they will entirely remodel during the next few months.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

GENUINE
PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery—wholesale or retail—had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [31]

FOR SALE.

WELL established grocery business; good location in western town; population 5,000; turnover 50,000; stock 7,000; splendid opportunity; must be sold. For particulars address Box 264, CANADIAN GROCER Toronto. [30]

WANTED.

BRITISH agency wanted by London firm, established 17 years, for the sale of Extract of Beef in bulk to packers or any food product. Address F. L. Borthwick & Co., 381 Kingsland Road, London, N. E. England. [31]

AGENCIES WANTED.

WINNIPEG wholesale grocery broker desires an agency for Dried and Evaporated Apples, Peas, Beans and any other lines handled by wholesale grocers; highest references. Box 263, CANADIAN GROCER, Toronto. [32]

WANTED by experienced manufacturers' agent with large connection with the grocery trade, agency for Montreal district, and for a good selling grocery line, especially canned goods; best of references. Apply Box L, c/o CANADIAN GROCER, Montreal. [31]

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

Any quantity of fish shipped

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

WHY? WHY? WHY?

BODE'S GUM CO.

Manufacturers of STRICTLY HIGH-GRADE CHEWING GUM

became the recognized leaders of their line in The Dominion of Canada in about one year's time. BECAUSE their motto is quality, cleanliness and style of package.

WHY? WHY? WHY?

EVERYONE SHOULD CHEW

Bode's Menthol "Pepsin" Chewing Gum

BECAUSE the greatest physicians recommend it, and the greatest singers, speakers, and smokers use and recommend it.

BECAUSE it preserves and keeps throat kool, aids digestion and sweetens the breath.

Bode's Crushed Fruit Chewing Gum

made only of Fresh Fruit Flavors: Pineapple, Red Banana and Blood Orange, and all flavors are made under our direct supervision; therefore, quality is guaranteed.

CRUSHED FRUIT CHEWING GUMS are a great aid to digestion, preserve the teeth and sweeten the breath.

Be Sure and Ask for Chulets

BODE'S CHULETS, a dainty confection candy coated chewing gum, and is freely used as an after dinner Bon Bon.

Two distinct flavors in each Chulet. The only and easiest way to describe BODE'S CHULETS would be to say "THEY TASTE LIKE MORE."

BODE'S GUM CO., - - Montreal, Canada

Say Chulets to the Candy Man

Be sure to interest your trade in BODE'S CHULETS
CANDY COATED CHEWING GUM.

Frenzied Business

Up under the western mountain the air is full of tomahawks, war paint and arrows. The redskin chiefs are leading on their braves to attack the small band of pale faces opposed to them. Confident in their superiority in numbers—ten to one—they think the annihilation will be done in short order. They forget that perhaps one pale face is good for ten redskins. In the midst of the din we hear a shout of jubilation and approval at the prospect of the pale face wipe-out, from away down East under Mount Royal, and from a pale face, too, which shows that sometimes money is thicker than blood. This gentleman says there has been no argument advanced why the redskins should not have the preference because they put prices down. We believe the most gullible grocer between the two oceans won't swallow that statement. Why, no argument is necessary. If there were, thousands of them could be advanced so quickly that they would just tumble over each other to get there. One is all that is necessary, and that is : if the pale faces were wiped out probably no man now living would ever see sixty-cent peas again.

(The end.)

THE PACKERS OF QUAKER CANNED GOODS

Quaker Canned Peas

We finished packing peas on the 29th July. All through the pack the weather was perfect for packing this line, cool and moist, so that the peas were held in perfect condition for canning. The only line that we are short is petit pois. There was such wonderful growing and maturing weather that there was scarcely any of this line in the pods, the result being that while we usually pack several thousand cases of this variety this year it will be several hundred. However, they will never be missed, as the largest peas packed this season are as tender and sweet as petit pois and at half the money. All orders for peas will be filled in full. The pack was 60,000 cases, which will just about carry wholesalers, retailers and consumers over into next season. While we disclaim any responsibility for the price at which they are going on the market, we are carrying out what we intimated when prices were first sent out—that we would meet them, that we would fill our orders in full and that there would be no advance. We recognize that these are frenzy prices but we also recognize that in issuing these prices there is method in the madness of these frenzied redskins.

(To be Continued).

THE PACKERS OF QUAKER CANNED GOODS

Canadian Fruits

RASPBERRIES,
BLACK CAPS,
HUCKLEBERRIES,
BLACK CURRANTS,
APPLES.

Canadian Vegetables

TOMATOES,
CUCUMBERS,
CABBAGE,
POTATOES.

California Fruits

PEACHES,
PEARS,
PLUMS.

Late Valencia Oranges
New Verdelli Lemons
Bananas.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Phone Main 520. **WHY!** 63 Front East.

It's only reasonable that it will pay you to have me take care of your orders — I have the whole Toronto market to select from.

TOM SMITH,

Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

LONDON, ENG., FRUIT LETTER.

By Our Own Correspondent.

July 18, 1905.

INQUIRIES amongst the fruit salesmen of Covent Garden, London, show that this year the tone of the market is far more even and well regulated than last year. There has been no unevenness between demand and supply, nor has there been a glut of any one line such as would tend to force prices down to that almost profitless margin which characterized the domestic strawberry crop last year.

At the present time it is reported that plums and greengages are finding a ready sale, whilst cherries, which have been realizing good prices, have been almost cleared out. Some very fine fruit has been sent over from France. There is a very good opening for Canadian plums, and it might be mentioned that those Californian plums which arrive on this market are packed in wooden boxes of from 16 to 20 lbs. This is a convenient size, and one which meets with approval in the London fruit centres. Californian pears have been found fault with as not being up to their usual standard, and in addition to this the crops have been small.

The home apple crop is comparatively small and not likely to have any noticeable effect on the market, either one way or the other. On the continent, also, crops of fruits of all kinds are but of medium size, whereas last year there were some very big supplies and prices were low in accordance. Although the season for Canadian apples has not yet arrived, the general opinion is that the demand will be good and all shipments will find a ready sale. Apples from all sources arrive on the British market at singularly opportune moments, so that there is always a sufficient quantity to be had all the year round. Supplies from Australia and Tasmania are on sale here from about April to June, just when Canadian apples, which begin to arrive in August, are about finished up. There is thus no undue clashing of supplies. It is felt by many of those firms which handle Canadian apples that although the fixing of uniform dimensions for apple boxes is a good idea and one likely to have a satisfactory effect, still the best method of packing is, after all, in barrels.

There is some talk about British Columbia entering the market over here with fruits, to which she is devoting so much attention, and it would appear that there are one or two British Columbia growers looking into the possibilities for good business here. Those British brokers who have handled samples of the fruit are much impressed with their fine quality, but it seems that among British Columbia growers themselves the general opinion is that they have a very ready market in Manitoba and the Northwest for as much as they can at present produce. Perhaps in course of time this field will receive greater attention.

The Extension of Markets Division, Department of Agriculture, Ottawa, has received information to the effect that the Government of Cape Colony, South Africa, intends to enforce more strictly the existing regulations against the introduction of apples infected with the disease known as "black spot," or other insect diseases, and exporters of such fruit from Canada are warned that shipments found to be so infected will be liable to confiscation and destruction without compensation, under the provisions of the Import Regulations.

* * *

The evaporating process has been extended to the preparation of green vegetables, and bids fair to revolutionize trade in "green stuff," and perhaps in other substances, says an American writer.

The vegetables are treated with hot air in such a way that they become perfectly dry and yet remain entirely uncooked, while color, flavor, and nutriment are preserved. While the product is called sterilized food, sterilization was not the primary thought of the inventor. His problem was to treat foods, vegetables especially, so that they would furnish varied and healthful rations for troops sent to tropical climates, etc. The inventor appears to have done more, for while household use was not contemplated, there are indications that housekeepers will find the new products available.

As nothing but water is taken out, nothing else is required for the process of restoration. No chemicals of any sort are added, no sugar is evolved as by some methods of evaporation and none already present is eliminated. There is no temptation to add artificial coloring, as the restored vegetable or fruit has its original color.

* * *

The Merchants' Association of New York has addressed a letter to the New York Fruit Produce Trade Association asking for the co-operation of that body in promoting reciprocal trade relations with other nations. The trade is asked to consider the serious situation confronting the export trade of the United States to Europe, which during the fiscal year 1904 exceeded $1,057,000,000. Nearly all the continental nations of Europe have adopted, or have under contemplation the adoption of high protective tariff duties on imports.

* * *

Reports from United States correspondents indicate a plentiful but scattered and ragged crop of apples this year.

* * *

Luther Burbank is perfecting a new potato which he says will rival anything the world knows about, not even excepting the famous Burbank. The new potatoe is large and smooth skinned and probably by another season will have

attained a quality of sweetness required in a good product.

ONTARIO MARKETS.

Green Fruit.

Toronto, Aug. 4, 1905.

IT is current opinion on the market that the domestic fruit season has never been as satisfactory as this year. Last week witnessed a very large turn over of fruits of all kinds and that Toronto is rapidly becoming a large fruit centre, is seen by the fact that one local firm disposed of no less than eleven cars of California fruit on Monday, July 31. To the ordinary observer, the auction sale was reminiscent of auction day in the New York market. A large number of retail fruit men, grocers, etc., crowded around the auctioneer, each holding the long regulations sale catalogue, and shouting out his bid according to the numbers.

At the close of the market there is a shortage of domestic fruit and prices accordingly have gone up. Owing to the cooler weather, lemons have dropped in price. Rockaford canteloupes have advanced in price until they are beyond the reach of the ordinary trade. Cherries have been crossed from the list and new apples are rapidly becoming a feature of the fruit market.

Watermelons are scarce and full supplies of these need not be expected until next week, when Indiana stock begins to arrive. Late Valencia oranges will soon be off the market. The next variety to quote will be Jamaicas, but these will not arrive for three or four weeks yet. Meanwhile, the orange market is strong.

Oranges, late Valencias, per box	5 50	6 00
Lemons, Verdilli	5 75	6 00
Lemons, California, per box	5 00	6 00
Bananas, large bunches, crated	2 00	2 20
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 25	1 40
Plums, " "	1 75	2 00
Cantaloupes, Rockafords, per crate	8 00	10 00
" Indiana gems, per basket	0 75	1 00
Watermelons, each	0 30	0 40
Gooseberries, per basket	0 75	0 85
Red raspberries, per box	0 09	0 11
Black " "	0 09	0 11
Huckleberries, per basket	1 00	1 25
Red currants "	0 60	0 85
Apples, new, per basket	0 35	0 50

Vegetables.

A feature of the vegetable market is the arrival of green corn and Spanish onions, the latter of which has taken place of Bermuda and Egyptian stock Owing to temporary scarcity new potatoes are a little higher than last week. Green peas are nearly off the market and celery is beginning to come a little more frely. We quote:

New potatoes, per bush	0 90	1 00
Onions, per doz. bunches		0 15
Spanish onions, per small crate		1 00
" large cases		2 50
Cabbage, Canadian, per doz		0 40
Cauliflowers, domestic	0 75	1 50
Tomatoes, Jersey, per 4 basket crates	0 90	1 00
" domestic, per basket	0 80	1 00
Beets, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Carrots, per doz. bunches		0 20
Cucumbers, per basket	0 25	0 35
" large, per doz		1 50
Outdoor lettuce, per doz. bunches		0 20
Green peas, per basket	0 25	0 40
Waxed beans, per basket		0 25
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Sage, per doz.		0 20
Savoury, per doz		0 20
Rhubarb, per doz. bunches		0 20
Green peppers, per basket		1 00
Kalamazoo celery, per doz	0 40	0 50
Canadian celery, per dozen		0 35
Egg plants, per dozen		1 50
Vegetable marrows, per dozen		0 75
Green corn, per doz		0 20

Lemons

Very scarce and high in all markets. We have 600 Boxes Fancy 300s and 360s ***St. Nicholas Brand*** for this week.

Bananas

We can supply your wants with any grade. Send for our descriptive weekly price list.

WHITE & CO., LIMITED

TORONTO Phone Main 4106 — ***HAMILTON*** Phone 1115

W. B. STRINGER — J. J. McCABE

A Peanut pointer—As a result of high prices, markets are being loaded up with ***Dirty, Trashy, Badly Graded and Selected*** stock. Now you have an ***Established*** peanut trade, and it will pay you to avoid this class of goods. Preserve your trade. Handle the Norfolk Storage Co.'s pack of Extra Fancy ***"Jumbos,"*** Fancy ***"Electric Lights"*** and Second Grade ***"Pilots."*** You can rely on them.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

Canadian Tomatoes

At 90c. to $1.00 a basket. Order to-day.

Also see us about any fruits. We can give you close quotations.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

CANADIAN TOMATOES

Cucumbers and other vegetables, plentiful and prices low. Let us have your orders and we will fill them at lowest prices.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

PURE JAMS and JELLIES

If there is one thing you may be sure of, Mr. Grocerman, it is this: No Jams or Jellies have been put on the Canadian market that can surpass the **E. D. S. BRAND.** When you know how my goods are made and what they are made of, the explanation is simple. To start with, I use only the purest fruit. I use only the finest grade of granulated sugar. I pack the fruit the day it is picked. I do the preserving in my own Fruit Preserving Factory. Order a supply of my **STRAWBERRY PRESERVES** and **CHERRIES** in heavy syrup, and realize what **E. D. S. BRAND** means. Order **NOW.**

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY

108 Princess Street, Winnipeg, Man., Agents for West

Carry Stock of Jams, Jellies, Preserves, Etc.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

FOR JULY'S HOT WEATHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN BRAND" FRUITS

If you want to get quotations on seasonable fruits, write or wire me, no matter in what part of the province you live. I pick, pack and personally see to the shipping of my goods. I guarantee them because I know they are first-class in every case. Are you looking for the best fruits at fairest prices?

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

WE HANDLE THE FINEST LINE OF

TURKISH DELIGHT

—IN CANADA.—

JOBBING AND RETAIL TRADE SUPPLIED. WRITE FOR PRICES AND FREE SAMPLES.

H. W. HUNT & CO., 34 Church St., - - TORONTO, ONT.

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 2, 1905.

THIS week began under very unfavorable conditions. A heavy and steady rain practically paralyzed business, not to mention the cool weather. California fruits continue to arrive in fair lots and meet with a ready demand. However, the local market is somewhat short this week. The receipt of bananas was again far below the average; only fifteen cars of them came in. Dealers report a continued good demand for bananas. Pears, still scarce, sell well at $3.50 per box. There are but few oranges, which do not sell fast. Lemons, as usual, are at tip top prices; in fact, between $5.00 and $6.00 a box, and in good demand. Peaches and plums are still in favor and sell quickly at quotations. They are not too plentiful. Pineapples and raspberries are nearly out; some of the latter are selling at 10c. to 12c. per box, but not in great favor.

Watermelons are said to be very scarce, and in favorable demand. Lots of cocoanuts are on the market, and sell well at $3.00 per bag. We quote:

Pears, boxes	3 00	3 50
Plums, crate	1 75	2 25
Peaches, box	1 25	1 50
Apricots, crate	1 25	1 40
Apples, bbl	5 00	6 50
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 15
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		5 50
" 30 to case		4 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	4 75	5 50
New Messina lemons 300's		6 00
" " " 360's		5 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.		6 00
Tomatoes, Floridas, crate		2 75
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box		0 80

Vegetables.

The Quebec vegetable market is not very active this week owing to rainy and cool weather. Still a fair demand keeps up and stocks move slowly and steadily at practically the same figures as last week. Home grown vegetables, such as cabbage, celery, cucumbers, and potatoes, have the best of the trade, while onions, in great lots, are a drug as well as radishes. We quote:

Canadian celery, per doz		0 40
Jersey tomatoes, crate		1 50
Tennessee tomatoes, 4 lb. crate	0 70	0 75
Mississippi tomatoes, 4 lb crate	0 75	0 80
Bermuda onions, per box		1 50
Green and wax beans, per bag	0 40	0 60
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 50	0 60
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Egyptian onions, per lb		0 02
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Waxed beans, per bag	0 40	0 60
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, barrel	1 75	2 00
Montreal cucumbers, dozen	0 15	0 20
Home grown cabbage, per doz	0 25	0 40

A combination has been entered into between the principal packers and growers of California raisins to be known as the Central California Raisin-Packing Co.

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W. P. DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers?**
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

It is the ***Best*** and cheapest of any ***Tea*** or ***Coffee*** substitute on the market.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

SIDE BY SIDE

Borden's

"Eagle" Brand Condensed Milk
and
"Peerless" Brand Evaporated Cream

have won the confidence of the public and the trade as the TWO BEST milk products on sale. Don't be without them.

Ask your jobber, or write to

William H. Dunn, Montreal

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C

CONSUMPTION OF TEA, 1904-05.

William, James and Henry Thompson, London, England, publish the following statistics of the consumption of tea in foreign and colonial countries during the year 1904-05 :

Indian

	Direct.	via London.	Total.
To Russia and China	8,828,300	3,290,100	12,118,400
" United States & Canada	12,510,800	2,246,800	14,757,600
" Hong Kong	1,205,300	....	1,205,300
" Australasia	6,579,800	.....	6,579,800
" Egypt	441,900	63,900	505,800
" Rest of Africa	137,400	2,099,500	2,236,900
" S. America & W. Indies	4,100	1,374,000	1,378,100
" Germany	940,000	790 500	1,730,500
" France	45,000	72,600	117,600
" Austria	36,100	63,500	99,600
" Turkey	4,312,200	304,000	4,616,200
" Rest of Europe	123,100	2,189,300	2,312,400
" Bombay and Persia	6,149,200	.....	6,149,200
Elsewhere	1,250,000	194,400	1,444,400
Total	42,563,200	12,688,600	55,251,800

Ceylon

	Direct.	via London.	Total.
To Russia and China	12,944,400	3,401,800	16,396,200
" United States & Canada	11,700,700	5,028,600	16,729,300
" Australasia	23,723,400	.....	23,723,400
" South Africa	312,400	1,340,000	1,652,400
" Egypt and E. Africa	429,000	115,500	545,400
" S. America & W. Indies	75,900	1,646,800	1,722,700
" Germany	1,153,400	518,200	1,671,600
" France	604,900	138,400	743,300
" Austria	143,000	62,100	205,100
" Holland and Belgium	272,400	487,200	759,600
" Sweden, Norway and Denmark	169,500	341,900	511,400
" Malta	456,400	50,000	506,400
" Turkey	100,900	60,200	161,100
" Rest of Europe	44,700	684,000	728,800
Elsewhere	1,488,400	197,500	1,685,900
Total	53,670,400	14,072,200	57,742,600

Java

	Direct.	via London.	Total.
To Holland	12,952,500	205,800	13,158,300
" Russia	980,900	1,897,100	2,878,000
To Australasia	272,900	.....	272,900
" United States and Canada	.....	163,800	163,800
" Germany	78,800	149,800	228,600
" Singapore and China	559,900	.....	559,000
Elsewhere	378,200	308,900	687,100
Total	15,223,200	2,725,400	17,948,600

China

	Direct.	via London.	Total.
To Russia	86,011,000	2,616,900	88,627,900
" United States & Canada	50,233,300	1,003,600	51,236,900
" Rest of Europe	11,133,800	4,185,700	15,319,500
" S. America & W. Indies	.....	1,045,700	1,045,700
" Australasia	1,232,700	.....	1,232,700
" Morocco and Tripoli	.....	2,695,100	2,695,100
" Batoum, Bombay and elsewhere	9,028,700	590,500	9,619,200
Total	157,639,500	12,137,500	156,777,000

Exports from Japan

	Green (Pan-fired)	Uncolored (Basket-fired)
To United States	22,097,800	13,841,900
" British North America	3,860,400	1,556,800
" China and Straits Settlement	188,900	135,800
" United Kingdom	42,200	22,300
" Elsewhere	54,400	68,500
Total	26,243,700	15,625,300

WEST INDIA GOSSIP.

IF one is to judge from the Daily Telegraph, of Kingston, Jamaica, the planters and traders of that colony are up in arms because Canadian refiners are about to withdraw the bounty or extra allowance which they have been paying on Jamaica raw sugar. For some years raw sugar from the British West Indies and British Guiana has been entitled to a tariff preference of one-third of the whole duty. It appears that not long after the extension of the original preference tariff, Canadian refiners importing from Jamaica made an arrangement, according to which the dealer at the Jamaica end got half the preference in the shape of a direct cash allowance. The refineries have now given notice that this special adjustment of the preference will cease; so that hereafter shippers and producers in the British West Indies will get just so much advantage of the preference as the law of supply and demand calls for. In other words, they are to be placed upon the same footing as producers and shippers of preferred goods in other countries, and not, as the Telegraph asserts, denied the advantages of the preference.

* * *

S. L. Horsford, commercial agent to St. Kitts, Nevis and Virgin Islands, reports a falling off in exports of raw sugar to Canada owing to the inability of Canadian refiners to handle more than present accumulations. Mr. Horsford says the balance of the crop will probably be shipped to the United Kingdom.

* * *

Gordon, Grant & Co., Port-of-Spain, Trinidad, in their latest market report, advise restricted inquiries for flour and easier prices. Pork and lard are in supply and selling slowly at steadily declining prices. Pork loins, ribs and shoulders are inquired for. Family beef is held for full prices, stocks being light. Oats are improving in value. There have been no late importations of Newfoundland cure fish which is now inquired for. Haddock is salable, but for all kinds of pickled fish the demand has almost disappeared and values are nominal.

LARGEST SALE IN THE WORLD

KING OSCAR SARDINES

Choicest Small Fish.
No Bones or Scales.
Purest Olive Oil.
Handsome Wrapped Can.
Patent Opener, No Solder.

THEY ARE THE STANDARD

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

"ACADIA" BRAND

STRICTLY BONELESS

PREPARED CODFISH

is always a good asset in a grocer's stock, for it is a food product that keeps well and being done up in convenient packages is not wasted. It is packed in 2-lb. non-porous wooden boxes, 1 dozen to the crate, and 1 lb. tablets, 20 lbs. to case.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N.S.

SEASON OF 1905

"CLOVER LEAF"

BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND

RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY

There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street, HALIFAX, N.S.

Board of Trade Building, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The Consumption of

CHOCOLATES

in Canada is increasing at a wonderful rate.

MOTT'S

"Diamond"

and

"Elite"

brands are responsible to a large extent for this. Their merit has won them favor everywhere—Are you selling them?

For Sale by all Jobbers.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

WHAT'S IN A NAME?

In a literal sense, nothing; in a practical sense, everything. For instance, when you see the name

STEWART

you are reminded of chocolates without an equal for Purity and Excellence.

QUALITY

has given Stewart's Confectionery a reputation of

20 Years

The price is right. Send in your order.

THE

STEWART COMPANY

TORONTO

You Will Find

when you have worked up a sale of

Southwell's

Jams and Marmalades

that the sales will be as steady as the swing of the pendulum.

Have you given Southwell's a fair test ?

Frank Magor & Co.

Canadian Agents

MONTREAL

GREIG'S

WHITE SWAN

Flavoring Extracts

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

QUALITY*—*The keynote throughout

THE ROBERT GREIG CO., Limited
White Swan Mills, TORONTO.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

HOLIDAY TIME.

There are days in one's lifetime when everything seems
Like the beautiful pictures we see in our dreams:
When life runs its smoothest and troubles are few.
With nothing to fret us and nothing to do:
When the clouds are of silver, their linings of gold;
When the leaves on the trees sweet songsters enfold:
When the woods and the rivers invite one to roam
From the haunts of the toiler, to Nature's own home;
When the winds whisper softly o'er hillside and plain,
Sweet stories of harvest in the golden-eared grain;
When the kine by the wayside lie basking in shade.
And the wood sprites invite us within their cool glade;
When the spry, chirping chipmunk pops out of his log,
And the wood-pecker taps the old tree near the bog;
When the whirr of the humming bird sipping the flowers,
Allures one to rest in the loveliest bowers.
When the world holds no discord, all things are at peace—
'Tis in holiday time when I take my good ease.

W. H. S.

OFF FOR THE HOLIDAYS.

WE wish to supplement our Travelers' Directory by the following information from Lucas, Steele & Bristol, Hamilton, which arrived too late for publication in last week's issue of The Grocer.

The Walnut King, who is well known up north, goes fishing, and will try his hand at black bass in the Dorset direction.

Mr. Harris and Mr. Tobias, the ladies' men of the company, will be at "home" during the holidays—a very good place for them.

Tommy Edwards, attracted by the big wages in the west, starts for Winnipeg on Tuesday, but his friends expect to see him pretty soon tire of wheat cutting.

Orten, the Jr., is expected to make hay while the sun shines in more ways than one.

Jimmie Price and Nat Irwin have chartered something and are likely to be seen very often on the lake between here and Toronto.

George Foote finds the breezes up north so palatable that he wants no holidays at all.

THE PRACTICAL GROCER.

THE grocer or provision merchant who wishes to increase his practical knowledge of the many matters that have a direct bearing upon the grocery and allied trades, must get outside of his own four walls as much as possible, in thought, if not in being. Failing actual contact with the successful men of the period, he must in some way acquaint himself with their methods, and obtain their ideas on matters pertaining to business prosperity. To serve this purpose the Gresham Publishing Co., of London, England, have recently issued a most valuable work in four volumes, The Practical Grocer, the aim of which is to bring together within reasonable compass all the most useful information and advice to the grocery trade and to the trades usually allied with it. Although it is not too deep or abstruse, it almost makes a science of the grocery business. There is an immense amount of information contained in the work and whole sections of it are devoted to the several branches of the business. It is full of hints that will be valuable to any ambitious grocery man and contains a series of separately printed plates and numerous contributions by trade experts and specialists. The Gresham Publishing Co. are ready to send specimen sheets, etc., to the readers of The Grocer who send in their names.

AGENCY WANTED.

A responsible London, Eng., firm of importers is inquiring for Canadian food products for which an agency is desired. Extract of beef is especially mentioned. The name of this firm may be obtained by communicating with the Toronto office of The Canadian Grocer.

Perfection Cream Sodas

by another name would sell just as good. It's not the name. It's the make—what goes into these biscuits: the class of flour, the baking, the handling, the packing. That's what tells.

Perfection Cream Sodas

are packed piping hot from the ovens—none of your cold, lifeless biscuits. They are packed in moisture proof paper and air-tight tins. You are a grocer. Why not this trade?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

THE STANDARD COMPUTING CHEESE CUTTER

THE ONLY ABSOLUTELY ACCURATE AND COMPLETE COMPUTING CHEESE CUTTER MADE, GIVING MONEY VALUES AND WEIGHTS AT THE SAME TIME.

THE WALKER PIVOTED PIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

In a class

by themselves

There are a good many reasons why our pickles should be better than others. For instance, the cultivation and picking of the vegetables is done under the supervision of an expert in our employ; this way we get vegetables away above the average, and they come to the salt house in perfect condition not later than five hours after having been taken from the vine. This is an important thing, as it makes them firm and crisp, not tough and leathery. Brined in **dairy salt** and **filtered water,** everything is done that will guarantee perfection and cleanliness. They are cut small so as to thoroughly absorb the spices and vinegar. Put up in the best pails we can obtain, absolutely air-tight, they will keep firm and fresh much longer than any other pickle on the market. 1 gall. pails 75c.; 2 gall. $1.40, 3 gall. $1.95, 5 gall. $3.00, 10 gall. $5.50. Barrels and half barrels 45c. gall.

These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.

It Pays You.

WHY?

IT is the highest quality.
is a popular price.
is 40 per cent. profit.

Holbrook's
WORCESTERSHIRE
Sauce

Is the Premier of the

Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Full Profit

Is yours when you sell

ORANGE MEAT

The **JUMBO** package at 25c gives 2½ times as much as a package of other foods selling at 2 for 25c, which renders

ORANGE MEAT

equal in price to the 10c. goods, while being vastly superior in quality. The public gain as well as you. They also get the coupons. We have added new premiums and extended the time. Old coupons are good for new premiums. Hang up the posters

The Frontenac Cereal Co., Limited

KINGSTON, ONT.

Flour and Cereal Foods

MEXICAN DUTY REDUCED.

ACCORDING to latest reports, the Mexican wheat crop will fall some 33 per cent. below the average this year. Already the price has risen to more than $1.50 (gold) per bushel of sixty lbs. In consequence of farmers holding for a still further advance, the duty has been reduced by Government decree, from five cents. per kilogram, about seventy-five cents (gold) per bushel, to one and one-half cents per kilogram, or about twenty-three cents per bushel. This reduction in duties, will, with wheat at its present price in the north, have the effect of reducing its price to about $1.40 per bushel.

The decree reads as follows: "Wheat imported through the custom houses of the republic from this date (June 27) until August 31 next, inclusive, will be subject to a duty of one peso and fifty cents per 100 kilograms, gross weight." There will undoubtedly be a large amount of the staple imported from the United States during the next two months. Whether or not Canadian dealers might, with the transporation facilities at their disposal, make a bid for a part of this trade, is a matter for them to determine. It will rest entirely with the executive as to whether or not the time limit for these importations shall be extended. Should the situation not be sufficiently relieved by that date, there is every reason to suppose it might be. In this case Canadian exporters should certainly find themselves in a good position to command a large proportion of this trade. On account of the all-rail haul and high freight rates, the only wheat that can be shipped to Mexico from the United States is from Colorado, Kansas, Oklahoma and districts not farther distant. Canada would be favored with an all-water route and a superior grade of grain to any produced as far south as the points mentioned.

Up to the present time all of the malt used in Mexican breweries has been imported. Recently a concession was granted, and a large plant is now in course of erection for the manufacture of malt in Mexico City. The plant will be ready to begin operations this Fall and will have an initial capacity of 600 bushels of barley daily, which later is to be increased to 1,200 bushels. With the superior grade of Canadian barley, so well adapted for malting, and with a regular steamship service from Montreal, Canada should practically control the supplying of this demand. There is considerable barley produced in Mexico, but very little of it is adapted to the manufacture of malt. Besides, the local price never goes below fifty cents per bushel of 56 pounds, and it is generally considerably higher. As the terms of the concession permit the free importation of foreign barley, the only serious consideration is that of freight.

AUSTRALIAN VS MANITOBA FLOUR.

LARGE quantities of Australian flour are at present being sent to the various South African markets, according to C. M. Kittson, Canadian commercial agent to South Africa. This flour is what is known in Canada as the "soft" variety, and is similar to the best grades of Ontario flour. Manitoba flour commands a considerably higher price than Australian flour, the premium paid for the best Manitoba article sometimes amounting to 7s. ($1.68) per bbl., although as a rule a premium of 5s. ($1.20) per bbl. can be obtained without difficulty. This is due, doubtless, to the superior flavor of the Manitoba product and to its greater capacity for water absorption.

TO BOYCOTT U. S. FLOUR.

It is rumored that the Chinese boycott against American goods has gone into effect; that the big milling and flour companies in the United States have received stop orders from their agents in the Orient, and that existing contracts have been cancelled. China buys about $220,000,000 worth of foreign goods annually. Of this amount, about $20,000,000 comes from the United States.

CEREAL NEWS.

The Canadian commercial agent at Birmingham, Eng., complains of the irregularity of Canadian shipments of flour and oatmeal.

Two grain elevators at Shelburne, Ont., owned by E. Bowick, were destroyed by fire on July 26. Loss partly covered by insurance.

The Lake of the Woods Milling Co. have about completed a large addition to their elevator at Keewatin to further facilitate the cleaning and handling of wheat. The capacity of the Keewatin elevator is now 650,000 bushels.

The Frontenac Cereal Co., Limited, Kingston, have erected a new mill adjacent to the present plant, to be used exclusively for the manufacture of Orange Meat. The increased capacity means double the output of this cereal, and will enable the company to engage more extensively in the manufacture of flour, cornmeal, etc. The new mill has four storeys and basement.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

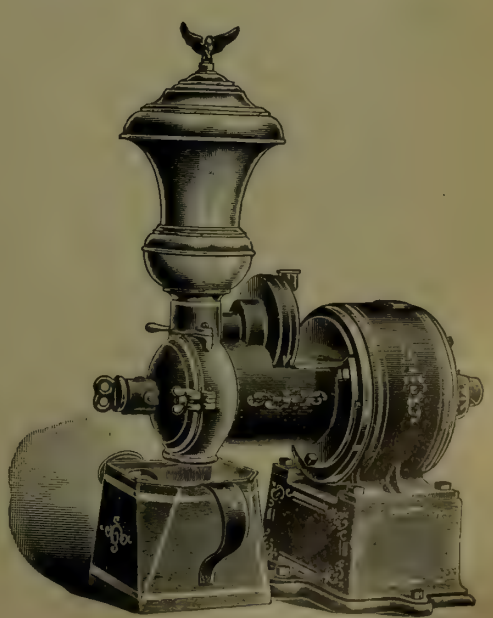
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO TO THE FRONT.

THE way to sell tobacco is to keep it to the front. A half-hearted department is only a weakness to the store. It takes up valuable space, which might be devoted to something else, and unless the tobacco department is made to pay, it should give place to something else. But there is no reason why it shouldn't pay and pay well. The richly-furnished cigar stores, with their heavy expense in rent and advertising, show how profitable is this stock. If a store can be kept on this trade alone, with expensive fixtures and highly-paid salesmen, how much more can a grocery store make this department pay, which is subject to no extra expense in rent, selling force, heating, lighting, or anything else which goes to make up the extraordinary expenses of a straight tobacco store.

The grocery store is well suited to carry on a good trade in tobacco. It has a constant flow of customers in and out. Its stock is brought to the attention of far more men than could be possible in an exclusively tobacco store. It can transact business with the utmost profit, since its expenses are relatively low. These points should be sufficient to indicate the possibilities in a tobacco stock. Infuse life into this department and get the benefit of the profits accruing from it.

THE CIGAR FACTORY READER.

HE is a singular figure, this paid reader, found in virtually every one of the large Havana cigar factories and many of the smaller galeras. When an American corporation acquired one of the famous Havana brands some time ago and housed it in a great new building at 10 Zulueta, it was decided that no reader would be permitted to practice his calling in the galeras. Within a few months all the cigar-makers in this readerless factory became mutinous and went upon a strike, and as soon as the difficulty was settled the readers were admitted. The factory at 10 Zulueta now has three of them.

"It keeps the tabaqueros quiet," explains the Spanish foreman. The American superintendent adds that cigar-makers in Cuba cannot talk unless they use their hands, so reading increases the output of the plants. But the tabaquero works wholly by the piece, so that time wasted is his own loss. Reading is "quieting" in that it gives active minds something wholesome to think about.

The reader sits aloft in a small railed box resembling a pulpit placed at the centre of the workroom, so that his voice may carry to all parts of the galera. He reads three hours daily, commonly in the afternoon. By long custom half of this time is given up to newspapers, chiefly those of Havana, though some readers of more than average education read from American papers, translating as they go. The remaining hour and a half is given up to novels, and the character of those selected speaks much for the taste of the tabaqueros.—Ex.

AMERICAN TOBACCO CROP.

The preliminary report on the acreage of tobacco, as made up and published in June, showed a large increase in acreage in both the burley and dark tobacco districts of the west. This showing was criticised, and, errors having been found, the report has been revised, with the effect that the actual acreage is really much smaller than was early indicated. In the cigar-tobacco districts Wisconsin alone shows a decrease from 1904, all the other cigar-leaf districts showing gains. In the chewing, smoking and export types the notable gains are in the bright yellow tobacco belt of North and South Carolina and in the eastern Ohio export section. The burley district of Kentucky shows a slight increase, while the dark tobacco districts show decreases. Condition in the cigar districts is uniformly high and in the burley district it is above 90, but in the rest of the chewing and export tobacco districts it is generally below the latter figure.

ANTI-CIGARETTE CAMPAIGN.

An anti-cigarette wave is passing over the United States. In several States, already stringent laws have been passed absolutely forbidding the sale or use of the seductive smoke. In Indiana it is a criminal offence to have a cigarette on one's person. Wisconsin is also getting in line, and it is difficult to see where the movement will stop.

The indiscriminate sale of cigarettes to minors has, no doubt, been largely responsible for this great public sentiment against them. No one deprecates this class of business more than the manufacturers and honest dealers. But it may be pointed out that sumptuary laws in which this anti-cigarette legislation may be classed, have never yet accomplished what they have set out to do. Unless the public are convinced of the wrongness of an act, no law will be sufficiently strong to keep them from it. Paternal government has gone out of fashion, and when a state legislature says to the adult citizen that he shall not smoke a cigarette, it begins to look like an unnecessary curtailment of individual liberty.

EMPEROR WILLIAM'S PIPE.

Emperor William likes a cigar, but, according to recent reports from Berlin, he now declares that no cigar is comparable to good tobacco smoked in a good pipe.

In his smoking room there are several pipes, but some he has never used, and there is only one which he constantly uses. A beauty it is, having been fashioned by an artist from a design furnished by the kaiser himself.

The bowl, which is larger than usual, is of meerschaum; the stem, which is rather long and delicate, is of Turkish wood; a finely-carved cluster of leaves ornaments the bowl, and a large silver W, on which a silver bird is perched, decorates the stem.

In this pipe the emperor smokes Havana tobacco which is specially prepared for him.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

OPPORTUNITY

These happy fellows have each got a **Pharaoh Cigar.** Their grocer supplied them. He kept his stock tastily arranged in a neatly-polished case. Hundreds of other grocers are doing the same thing—that is, keeping the stock, getting the orders. It is just a matter of giving the cigars a measure of your attention. You could put 1,000 (assorted) of my cigars in your store to-morrow, sell the **Pharaoh** at 10c. and the **Pebble** at 5c., and receive handsome returns. You would be surprised at the number of smokers who pass in and out of your store. Will you try a thousand on the fairest terms ever offered?—I will take back at end of three months, at invoice price, all cigars unsold!

J. BRUCE PAYNE, LIMITED, MFRS. - GRANBY, Que.

Read Them Out

Go over the Order Books, Sales Books, of grocers anywhere, and you will find more entries of **T & B** than of any other tobacco. That is proof grocers are buying it, smokers are buying it; and more—buying it in good quantity. Any grocer is safe in ordering a big stock of **T & B** because smokers have learned to buy from their grocer. This means profitable trade. Your share of the trade depends upon your supply of

T & B

THE GEO. E. TUCKETT & SON CO., Limited, HAMILTON ONTARIO

TRADE ENQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Toronto office of The Canadian Grocer.

856. A gentleman in South Africa wishes to correspond with exporter of liquid eggs in 4 lb. tins.

858. A Cape Town commission house with a first-class connection all over South Africa, is desirous of representing in South Africa, on commission, Canadian exporters of cheese, eggs, flour, wheat, oats, etc.

861. A Bristol firm invites correspondence from Canadian manufacturers of casein.

868. A South African exporter of kaoline clay for use of china potteries, wall paper and colored cotton manufacturers, desires to get into communication with importers of this article.

MARKET FOR WRAPPING PAPER.

A FAIR business in Canadian wrapping paper might be done in South Africa if proper means were taken to work the market, says C. M. Kittson, commercial agent to that country.

The variety for which there is the most demand is known locally as "Gold Ochre," 29 x 45 and 46 x 36, 30, 45, 60, 80, 100 and 120 lbs. to a ream of 480 sheets, for which the European manufacturer is at present quoting £8 8s. 6d. ($40.92) per ton of 2,240 lbs. f.o.b. Gothenburg, Sweden or Hamburg, Germany (free packing). Other varieties in demand are: Parchment Brown, quoted by European exporters at £12.10 ($60.72); Drab Sealing, quoted by European exporters at £15.10 ($75.30), per ton of 2,240 lbs. f.o.b. Gothenburg or Hamburg (free packing: Natural Cap and Lumberhand.

The Rhodes Fruit Farms, Limited, P.O. Groote Drakenstein, Cape Colony, import fruit wrappers in lots of 2,000,000 sheets. These sheets measure 10 x 10 inches, and have the Rhodes Fruit Farms' trade mark printed thereon. The present supplier of these wrappers is quoting 38 3-5 cents per 1,000 sheets, c.i.f., Cape Town. Samples of all the above varieties may be procured on application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa, or to the Canadian commercial agent, Cape Town.

COMPANIES INCORPORATED.

The Ateshian Tobacco Co., of Montreal, share capital $20,000, purposes to cure leaf tobacco and deal in tobacco in all its forms. The directors are: C. Ateshian, H. Keller, G. Boon, J. A. Trickey, and F. Westergaard, all of Montreal.

Sugars, Limited, of Montreal, with share capital $20,000, have been incorporated to take over the business of Sugars Co., Montreal, and to manufacture and deal in sugar, syrups and confectionery, etc. Directors: J. W. Blair, C. A. MacMillan, J. W. MacMillan, and T. Keyes, of Montreal; and H. V. Shaw, of Westmount.

SAILED FOR MEXICO.

The steamer Anglo, the first of the new Canadian-Mexican line, sailed from Halifax on Thursday, July 27, heavily laden with Canadian products for Cuba and Mexico.

NEW PUBLICATION.

The latest addition to the Trade Press is Eli Grocer and General Merchant, which is soon to appear in St. Louis, Mo. The new publication will be in book form, and will be edited and managed by Mr. R. E. Lee, formerly of The Interstate Grocer.

INCREASE OF TRADE.

The Salada Tea Co. are sending to all their customers a statement of their increase in trade during the first twenty-six weeks of this year over the corresponding twenty-six weeks of last year. Their increase amounted to 256,686 lbs., or, averaging chests at 90 lbs. each, they had an increase of 2,852 chests in the six months.

They point out that of this increase in the six months, 108,853 lbs. was made in Ontario and the Northwest, and that this is the fifteenth year that Salada has been before the public.

GROCERIES AND OIL ODORS.

It is but a natural conclusion that grocers' customers should object to having their purchases spoiled by the odors of oil. With the old style oil tanks it was almost an impossibility to prevent the spilling of oil over the hands and thereby tainting all articles handled after the filling of the oil can. You can't always take time to wash your hands when your store is full of customers.

The Bowser Self-Measuring Oil Tank does away with this disagreeable feature of selling oil. The customer's can is placed under the pump or hung under the nozzle, one stroke of the crank, and the accurate measure has been given—not a dot over or under measure, perfectly clean hands, a clean floor and a clean tank. The tank can be placed in between coffee or flour sacks and there would not be the slightest danger of contaminating the groceries. ,

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

Are You Putting in Any Time PUSHING the

KING BUFFALO CIGAR

Are You ?

Others Are.

It's worth the trouble. Look here for an opportunity! $35.00 per M., express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. **KING BUFFALO CIGARS** are packed in **wax-lined pockets**, which keep the cigar from getting too dry. Smokers, return pockets, and thereby secure set of fine Art Pictures.

CANADA CIGAR CO., Makers - LONDON, ONT.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled.

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 3, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

"Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs. "	2 00
" " 10 25c. pkgs. "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 1½, in 4 doz. boxes	2 10
" 2, in 6 "	0 90
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	16 "	1 85
2 "	12 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—	Dime	$1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 00
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—	Dime	$1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Bluecl"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted 1 & ¼-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6s size	$2 40
3s size	3 80

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	2 00
" ¼-lb. tins "	1 00
" fancy tins "	0 90
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz.	2 00
Cocoa Essence, sweet, ¼-lb. tins, doz.	1 00

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

It is worth considering

The sale of chocolate is increasing every year. You can build up a good business in this line if you make a point of selling **Nothing but the Best.** Now it's a big statement to make; but **Klaus's Chocolate** stands alone. It's the kind the public ask for, because they like it. All styles of packages. Try it.

"KLAUS'S"

Improved Swiss Milk Chocolate

"THE GOOD KIND"

AGENTS FOR CANADA

ROSE & LAFLAMME, - MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

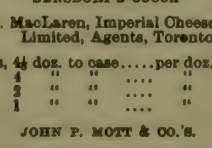
BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4	"	"	"	2.40
½ " " 2	"	"	"	4.75
1 " " 1	"	"	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
'Old Crow" Java	$0 25
" Mocha	0 25
" Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

A PAIR OF WINNERS

Edwardsburg "Silver Gloss" Starch

For fifty years has held the first place in the favor of Canadian housewives and laundresses, a starch that meets the most exacting requirements of summer whitewear, a starch that never fails to starch.

Benson's "Prepared Corn"

A table delicacy that proves appetizing when the Dog-days prove too much for the appetite. Light, delicious, and easily made ready for the table, it is a welcomed item on the household menu.

An Edwardsburg window, Mr. Grocer, would be very seasonable and attractive. Try it and see how your sales increase.

TO BE HAD FROM EVERY JOBBER.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, PQ.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06½
7 and 14-lb. wood pails	per lb.	0 06½
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
2-lb. tins, 2 doz. in case per lb.		0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06½
30-lb. wood pails	"	0 06½
Home Made Jams—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0 35
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. $1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	$3 00
" " 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free. Babbitt's "Best soap, 100 bars $4 10 per box. Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 06½
Kegs silver gloss, large crystal	0 07½
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 03
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Sun" brand starch—

Laundry, 64-12 oz. pkg. per case		$5 00
" 32-12 "	per ½ "	2 50
" corn starch 40-16 oz. pkg. "	"	3 00
"Sun" borated starch, 40-16 oz. pk. per case		3 00
" borated starch, 50 box. 100 lb. keg		0 06½
" laundry " 50 " " " "		0 05½
"Gem" " " 100 & 200 lb. kegs		0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 06

Lily White Gloss—

1-lb. fancy cartons, cases 36 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 106 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

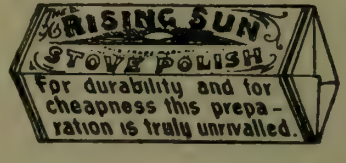
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

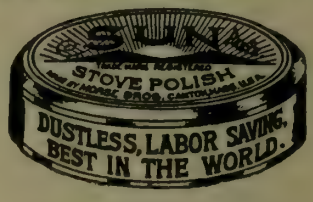
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enamelline No. 0 12 4 bxs., ea. 3 dz.	
Enamelline No. 0 65 6 bxs., ea. 3 dz.	
Enamelline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	

Enamelline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS
SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.
MANUFACTURED BY
G.F. SUTTON - SONS - & - Co
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

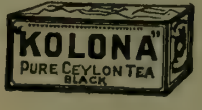
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

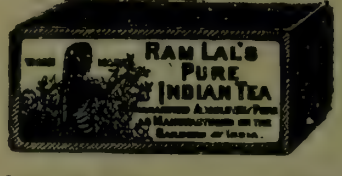
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

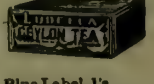


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 29
Red Label. " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-1b. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 25½
" XXX 80-lb. "	0 20
" XXX 80-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	26

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 60-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 60-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 60-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 25
No. 2	"	0 20
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobaccos.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 12s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 22½
Condor, pure distilled	0 27½
Old Crow	0 35

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 65
Gillett's cream yeast, 3 doz		1 65
Jersey cream yeast cake,	2 doz. 5c	1 00
Victoria "	doz. 5c	1 60
" "	3 doz. 10c	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

FOR ALL PURPOSES

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

is fast displacing other vinegars. Its excellently graded strengths adapt it perfectly to the table or for pickling. The majority of pickle manufacturers use it and praise it. Not one trace of impurity! Something wonderful in vinegar! Yet that is our absolute guarantee of

GOLDEN RUSSET VINEGAR

Strengths: XXX, 84 grains; XX, 72 grains; X, 60 grains. Prices proportionate.

Give Golden Russet a trial.

THE W. H. WILSON CO., LTD.
TILLSONBURG, ONT.

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For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
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Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
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How to Establish a Tea Trade.
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

FRUIT JARS

For

Preserving Time

Factories are all shut down for heated months and no more can be made until Fall.

ORDER NOW

before stocks break.

Can ship quick

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"Perfectly clean from our kitchen to your customers."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited

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DRIED FRUITS

NUTS ETC. ETC.

Ask for our prices before placing orders.

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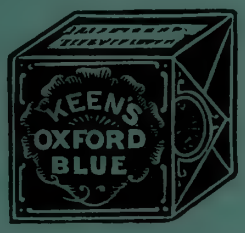
THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, AUG. 11, 1905. NO. 32

Keen's Oxford Blue



Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S WAFER ROLLS

are a delectable morsel. If you have not carried same in stock, send for sample.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

THE SAVING SPIRIT

TELLS YOU TO GET

PEACOCK BRAND UNFERMENTED WINES

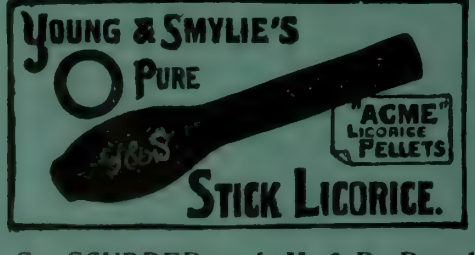
AND TO KEEP UP THE STOCK

The price is an attraction. The quality an argument. Pure wines. No alcohol nor adulterants. GRAPE and CHERRY our specialties.

The BATES MFG. CO., Limited

9-11 Francis St., TORONTO.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request

BORDEAUX RELISH

is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We positively guarantee these dates to be fresh stock and to keep for any length of time.

The Merchants' Mfg. & Supply Co.

58 Colborne Street, TORONTO

NOV 15 1905
To Ontario Rub Co.
Cut Book 43.
Page 28
Add'l.

The "Thistle" Brand Fish

The fact that for twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owner of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

ARTHUR P. TIPPET & CO.

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is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Wholesale Commission, Teas and General Groceries. Established 30 years.

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Nice grocery kind.

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Wire or write us for prices:

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No trouble to give information.

VERRET, STEWART & CO.,
MONTREAL

The ***Maple Syrup***

that passed through the recent test of **purity** at the **Inland Revenue Department**, as

GENUINE
Maple Syrup

was

GRIMM'S

It's always the same—
We buy only the best and guaranteed pure syrup—
We are not blenders—

Send for sample lot and prove it yourself.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies
MONTREAL

It does matter what kind of goods

THE GROCER

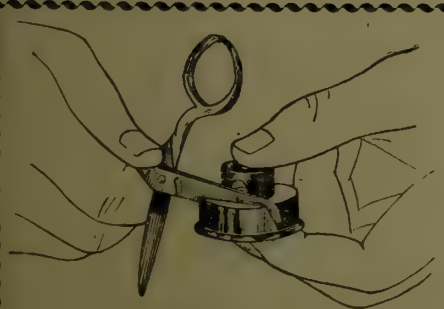
sells his customer. Happily he can make no mistake when he sells

Sterling Brand Pickles

They're all good and always good

MADE IN CANADA BY

The T. A. LYTLE CO., Limited
124-128 Richmond W., Toronto, Can.



Rose Automatic Scissors Grinder.

ROSE AUTOMATIC GRINDERS

The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

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Get further particulars from

The Ontario Supply Co., Owen Sound, Ont.

Rose Automatic Knife Grinder, No. 5.

Imitated but not Duplicated

JAPAN TEAS have a character and flavor all their own, and no attempt at imitation has ever produced anything like their equal.

JAPAN TEAS are the cleanest, purest and most invigorating teas grown and their devotees will be satisfied with nothing else.

Your tea department should include a well-chosen assortment of Japans. They are excellent value at present prices.

Don't delay in making your purchases. Early buying will mean Teas well bought.

IT IS A FACT THAT

Paterson's Camp Coffee Essence

Is the very best selling essence of Coffee on the market. Good value the reason.

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Flett's Pickle Sales

increase rapidly if you sell **FLETT'S PICKLES**. Your customers eat more pickles when they eat **FLETT'S**.

Thus the delicious quality of **FLETT'S** increases the consumption of pickles.

ROSE & LAFLAMME

Agents, MONTREAL

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Advice regarding processes of manufacture and technical applications of chemistry.

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Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

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For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE., WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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THE

"VAMPIRE" Spiral Flycatcher

5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube: By simply pulling out one end the Spiral is elongated, and forms the most effective Flycatcher known:

This article is a quick seller and carries a large profit: It is CLEAN, SIMPLE and EFFECTIVE: As a window show it draws crowds. No POISON. No LEAKAGE.

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GREIG'S

WHITE SWAN RENNET TABLETS

FOR MAKING

JUNKET

The most delicious hot-weather Dish

Each tablet makes one pint of Junket.
24 tablets in a bottle. To retail at 10c.

3 Doz. in a Display Tray

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Are you in a Tea Tangle? Are you groping midst the confusion of "course-changers'" admonitions for the Light to a safe Tea Policy? If so, listen to us. We will pilot you to the **Only Safe Light**—

Ceylon Teas

Ceylon Teas have the same relationship to the Grocer that charts have to the mariner—they can be followed; and for a **generation,** not a day. In spite of the currents of criticism, and the floods of praise for other teas, **Ceylon Teas** are **always** "there" when the "soundings" for sales are made. Get into the "course" of **Ceylon Teas** and you have the Light to **Brisk Business, Safe Sales, Particular Profits**—all this, and a **pile** of **satisfaction.**

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Butchers and Grocers

Any Size. All Guaranteed to do the work.

Write for Catalogue and Prices.

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EXTRACT OF MALT

Just get started and they will soon get known among your customers.

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DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

Holbrook's
WORCESTERSHIRE
Sauce

PAYS 40% AND

Is the Premier of the

Acknowledged Sauce World

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THE STANDARD

Computing Cheese Cutter

INSURES PROFITS
ON CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.

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Price and Terms Right. Write for Folder.

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WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

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This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

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This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

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Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

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This space $30 per year.

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Absolutely private treatment.

1,000 White Business Envelopes, $1.00

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This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

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Gentlemen:-
We are in receipt of your favor of the 2nd instant
and beg to assure you that the matter referred to will be treated
as strictly confidential.
The several other matters treated in your communication will
receive our careful attention.
Very truly yours,
UNDERWOOD
No 5 UNDERWOOD STANDARD TYPEWRITER No 5

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The Writing-In-Light Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

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HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

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NEIL McCARNEY, Prop. W. C. McCARNEY, Manager

THE PROVINCIAL

Leading Commercial Hotel. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

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First-class accommodation for Commercial Men.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

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Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

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"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

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A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

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Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. Cottam.

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John McEwen, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

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The most popular hotel in
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Is a companion, friend and servant combined.
Invaluable for convenience in the household.

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Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office o.

THE BELL TELEPHONE COMPANY OF CANADA

1905 — Unexcelled in Magnitude Unequalled in Excellence — 1905

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AT TORONTO, AUG. 26 to SEPT. 11.

$45,000 in Premiums. - $38,300 in Attractions.

The Irish Guards Band

By permission of His Most Gracious Majesty King Edward VII, the band of the Irish Guards, His Majesty's favorite household band and the finest military musical organization in the Empire, will give two concerts each and every day.

Art and Treasures

In an especially built, extensive, fire-proof art gallery will be presented the grandest collection of art and art treasures ever got together on this continent, including loans from the King, the Corporation of the City of London, the great English Universities, the Republic of France, South Kensington Museum, Lord Strathcona, the Lieut.-Governor of Ontario and other distinguished bodies and gentlemen.

Coronation Picture

By special command of His Majesty the King, Abbey's noted and historic painting will be on exhibition during the entire fair.

Fall of Port Arthur

The greatest pyro military display ever produced before the Canadian people. Scenes in this most recent of the world's most appaling event will be vividly portrayed with real Japanese and Russian soldiery taking part. The fireworks display will be on a brilliant scale, introducing new features of an Oriental character.

Other Things to See

The Process Building, Samples of all the Industries and Resources of the Country, Thousands of Horses, Cattle, Sheep, Swine, Poultry and Dogs, All Canadian Cereals and Minerals, good Trotting and Pacing, a superb Variety Show, the World's latest Inventions.

Special Excursions

Special cheap railway and steamboat excursions have been arranged. Enquire of your nearest station or ticket agent for rates.

W. K. McNAUGHT, President.

For Prize List, Entry Blanks and Information, address
J. O. ORR, Manager and Secretary

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Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which show you as well hundreds of other styles of Signs.

THE MARTEL-STEWART CO., LTD.
681-683-685 Craig Street, - Montreal, Canada

OUR SPECIAL LINE IS

OFFICE AND WAREHOUSE TRUCKS

We design each truck specially for the work it has to do. This affords a positive guarantee to the purchaser that our goods will answer his requirements.

MONTEITH, NIXON & COY.
Makers of Good Trucks
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Telephone Park 1318

RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.

ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., -- MONTREAL.

MATHIEU'S NERVINE POWDERS

is just such an article that will bring many a casual into your store. The reputation of these powders—18 in each 25c, package——is wide and their effect on all Headache and Nerve Pains is of such a nature that the customer is apt to give you some of the credit.

The profit is safe. turns over rapidly and is, by itself, well worth having.

Chills are of common occurence during summer. The majority turn naturally to the well-tried remedy.

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Do not disappoint them by being out of stock of this valuable remedy.

THE J. L. MATHIEU CO., LIMITED, SHERBROOKE, QUE.

CASTILE SOAP

The Famous

"SNAKE"

Brand

2, 2½ and 3-lb. Bars.

BEST IMPORTED

A trial will convince you that this Brand is all we claim for it.

Warren Bros. & Co.

Wholesale Grocers 35 Front St. East, Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

THE TRIP TO PARIS.

BOTH of what may be termed our first and last official functions, were surprises. The first was the reception given to us by the King and Queen. The last was the invitation from the Paris Chamber of Commerce, through the French ambassador in London, to

Excursionists on Steamer at Liverpool.
In the foreground is Mr. Burns, of Burns & McClurg, Toronto. The gentleman with the silk hat is Mr. Hutchins, of the Great West Saddlery Co., Winnipeg.

visit "Gay Paree." The invitation was of the heartiest kind, and it was intimated the more that came the better would our host be satisfied.

The invitation came when we were in the midst of our provincial tour, and when hospitality was being heaped upon us with such rapidity that we were threatened with annihilation. But it was accepted with pleasure, and in fact, enthusiasm. The three weeks' of British hospitality had made us veteran campaigners in the field of pleasure. And so 160 of us shouldered our baggage (pardon, Monsieur, luggage,) and started for the French capital.

As in our provincial tour, so in this journey to Paris, representatives of the London Chamber of Commerce accompanied us to the French capital to see that no harm befell us. Our guardian angels in this particular instance were Messrs. R. S. and L. Fraser, (who had scarcely lost sight of us since we reached the British capital) and Col. Sir Roper Parkington.

Two hours after leaving London we were steaming out of Dover harbor, and 70 minutes later we were entering Calais. The mayor of Calais, other officials of the town, and Mr. Poindron, the Canadian commercial agent at Paris, were on hand to welcome us. They were full of smiles, and courtesies. In the restaurant at the landing stage, luncheon was awaiting us, and as we were awaiting the luncheon, the latter soon became a part of ourselves.

Of course, there was speechmaking. The words that were spoken were not understood by all present, but no one misunderstood the sentiments expressed.

The mayor of Calais proposed the health of King Edward, and Mr. W. K. George, in responding, said, amid much applause, that to the harmonious relationship existing between the English and French speaking people of Canada was largely due the progress of the Dominion of Canada. A remark that also came in for warm approval, was that made by the president of the Calais Chamber of Commerce, when he said that the ties of relationship between Canada and France were of a peculiar and special kind. Another remark to the effect that a special order had been issued by the customs authorities, exempting our baggage from examination, was naturally cordially welcomed.

At Paris, the representatives of the

Excursionists at the Firth Bridge.
Young man in the rear of the brake is Mr. Northway, of Northway & Son, Toronto.

Chamber of Commerce and Senator Rolland of Montreal, were on hand to receive us. About eight hours after we left the British capital we were located in the French capital.

On the first day of our visit to Paris we were allowed to have our own sweet way. We had neither receptions nor dinners, for all of which we were truly thankful. But we did not waste the day. We utilized our freedom by getting acquainted with the city, and studying the customs and habits of the people, incidentally, of course, admiring the dress and beauty of the Parisian belles.

But the second day of our stay in Paris was well filled in. In the morning there were drives; after luncheon there were visits to the Chamber of Deputies and the Senate, both of which houses were in session. Then came the reception tendered by the Paris Chamber of Commerce, while the day was closed with a banquet.

Nothing could have been more cordial than the reception, and no one could have done more for our entertainment. The Weather Clerk was the only one against whom we have any complaint to make. He simply roasted us. But probably it was more the mistake of the head than of the heart. He might possibly have been laboring under the erroneous idea that we needed to be thawed out after coming from Canada. At any rate, whatever may have been his preconceived notions, he certainly melted us. But we enjoyed the function none the less. We were welcomed in English as well as in French, and the replies from the representatives of our party were also couched in both languages. President George spoke in English, and was profuse with apologies because he was unable to speak in French. The duty of replying in French devolved upon Senator Rolland, and well did he acquit himself.

* * *

The French want to do more business with us. And it is not all born of the monetary desire either. Canada is lost to France, but while the political ties have been severed, those of sentiment are still strong. This fact was much in evidence at every function, and on all occasions. It is to be devoutly hoped that this sentiment will always be strong. It is a good thing for business as well as for peace.

* * *

On the great national fete day, the day in commemoration of the fall of the Bastile, we were honored with seats on the grand stand at Longchamps, from

Some of the female employes of Lever Bros., Port Sunlight.

which we had a magnificent view of the review of the garrison of Paris, some forty thousand men. And here our joy was made complete by the hearty cheers that were accorded the British naval officers who had come up from Brest to, like ourselves, see the review. The

British naval officers wore gratified smiles indeed as they drove away.

* * *

On the evenings of the fete days we had an exceedingly good opportunity of seeing the light-hearted people of Paris abandon themselves to pleasure. At 7 p.m. street car and 'bus traffic was suspended, and then the fun began. The streets were literally filled with people. Brass and string bands, and in lieu of bands, hand organs, were stationed at short intervals all over the city. Every street and public square became a dancing platform until far after the "rosey hue of morn" had appeared, and the necessities of business demanded that the drays and other vehicles should again be allowed to travel their accustomed route. Tell it not in Gath, some of our Canadian fellow travelers vied with policemen, soldiers and citizens generally in tripping the light fantastic over street car rails and cobble stones. And they appeared to enjoy it just as much as the natives themselves.

* * *

Mr. Anatole Poindron, the Canadian commercial agent in Paris, did much to make our stay in the French capital pleasant. He came down to Calais to help us, and in Paris he was here, there and everywhere, anxious to be of service to us; and he was of service. From what I could gather he is a good man for the position he holds. He is certainly anxious for the extension of trade between Canada and France, and was ready at all times to place himself at the disposal of those in our party who could find time to visit those in Paris who might be interested in trade between the two countries.

* * *

While in Paris I was impressed with the opportuneness of the present for the development of trade between Canada and the French republic. As I have already pointed out the sentiment of business men in France, towards Canada is most favorable, and they are ready to buy from us as well as to sell to us. It is up to our business men to take advantage of this, and I am sure Mr. Poindron, the Canadian commercial agent. 101 Rue Reaumur, will be glad to lend all the assistance in his power to those who may seek it .

WESTERN RETAIL ASSOCIATION NEWS AND TOPICS.

AS announced in the last issue of The Canadian Grocer, this paper has been chosen by the executive of the Retail Merchants' Association of Western Canada as the official medium for association news. This paper has been chosen because it is quite safe to talk plainly in its columns. None but retail and wholesale merchants are on its subscription lists, and hence it is safe to discuss freely and frankly in its columns topics which it would not be wise to discuss in papers read by any of the general public.

The columns of this paper are at the disposal of merchants who are members of the western association and of those who are not. There are many topics which require discussion in the strictly trade paper, for there is nothing like an open, frank discussion of trade grievances and troubles to clear the air. So, send in your letters, western dealers, and remember that you need not be afraid to talk plainly. Only the trade will read what you have to say. Address The Canadian Grocer, 511 Union Bank Building, Winnipeg, Man.

* *

Secretary Coulson has received a number of letters from western grocers and general merchants since the semi-annual meeting asking for particulars about what was done at that gathering. It is impossible for him to answer all these latters in full, although he will be pleased to furnish information on any particular points. He has referred all inquirers to the complete report of the proceedings given in The Canadian Grocer of August 4.

* * *

Early in the week, Secretary Coulson addressed a circular letter to the entire western trade, which was in substance as follows:

Dear Sir,—If you did not attend the semi-annual meeting held in Winnipeg during Exhibition week you have, no doubt, read the report of same in The Canadian Grocer and the Commercial, and you are now acquainted with the objects and aims of the association and the progress which it has made to date.

We owe our phenomenal success to the sound principles of our constitution and the active endorsation of the wholesale trade. As a business proposition there is none better, and it should appeal to every general merchant. I will visit your town shortly for the purpose of organization, and I hope you will call on each merchant in your town with a view to forming a local board.

The Canadian Grocer has been appointed the official paper for association news and an extended account of the proceedings at our semi-annual meeting appears in the issue of August 4. If you are not already a subscriber, a sample copy of that date will be sent to you.

Yours truly,

W. A. COULSON,
Secretary.

* * *

Secretary W. A. Coulson left Winnipeg on Monday for a short trip on association business in the southern part of Manitoba. His intentions were to visit Plum Coulee, Emerson and probably one or two neighboring towns, returning to Winnipeg on Saturday. A thorough canvass of the remaining towns of Manitoba will be made immediately and the secretary will then direct his energies towards the organization of the two new provinces. From assurances received by letter from grocers and general merchants in the Territories there can be no doubt of the success of the movement farther west when the organizer commences to work this new territory.

* *

A. S. Lock, of Foley, Lock & Larson, in his address to the association at their closing meeting a fortnight ago, foreshadowed pretty clearly the attitude of the wholesalers towards this vexed question of long credits. He pointed out that there are three parties involved in the problem; first, the wholesaler and manufacturer; second, the retailer, and third, the consumer. The root of the whole trouble lies with the slow-paying consumer, who owes big store bills; he can be influenced most by the retailer, who is his source of supplies. Perhaps the retailer is too good natured and doesn't press hard enough for payment; perhaps he is afraid to do so because such action may drive trade to a competitor who gives longer credits. In that case the retailer needs a little pressure from the wholesaler in order to remedy matters. Perhaps the remedy may come from the wholesalers making a concerted effort to collect all outstanding accounts. With a bumper crop, the Fall of 1905 looks like the psychological occasion for such an effort.

KEEP A LIST OF LEAKS.

DID you ever seriously try to make a list of the holes through which possibly little bits of profit were constantly dribbling away? Overbuying is a leak. An extra five off for taking a quantity is a saving, but if the quantity lasts you a period of four times as long as the time it takes to get a fresh supply from your market, you have lost the profit on a part of your capital unnecessarily tied up. And if that loss of profit exceeds your saving, it is not necessary to have additional proof that overbuying may be a leak.

Stowing away goods likely to sell on sight, where they cannot be seen, is a hole through which leak profits that might have been made had the goods been properly displayed.

Failing to care for goods, so that they get shop-worn, and must, therefore, be sold at reduced prices, is another leak. Holding of seasonable goods until they become utterly out of style, rather than getting rid of them by taking a small loss, is still another leak.

Letting windows go unwashed and unchanged is a decided leak. Not only are you thus losing profit on sales that might be directly caused by particular displays in the windows, but you are also failing to improve an opportunity right at hand in the form of those windows to give passers-by most convincing reasons for coming into your store.

Letting your bills go unpaid until too late to secure discounts that may be offered for cash, is another leak. Very few cash discounts are so small but that they afford a profit over and above the interest that would have to be paid were it necessary to borrow money with which to pay the bills.—The Drummer.

Travellers' Holidays

Our Travellers will start out on Monday, the 14th. To those of you who do not receive advice cards that they will see you next week, do not forget when wanting goods that we would like to have your order by mail, phone or wire. **Use the phone at our expense.** We have been kept busy shipping goods and we thank our customers who have been entrusting their orders to our care.

LUCAS, STEELE & BRISTOL, HAMILTON.

It is now up to us to make

Jersey Cream Yeast Cakes

The largest sale in the world—as well as the best.

To do this we want $50,000. We expect to get it later on from the other fellow—but we want it right now.

We have the goods, you have the money.

Teas are advancing and, if reports are correct, now is the time to buy. We have $75,000 worth well selected and well bought. In exchange for your cash you can have your own selection at cost for the next 30 days. Your order must come direct to the house as our travellers will not be allowed to cut prices. Send us your confidential order for 5 or 10 packages, Japans, Y. Hysons, Gunpowders, Ceylons, Indians, or any grade you want—a good 25c., 30c. or 40c. tea.—we will do the rest. You will be surprised with the quality and at the price. At same time, order if it is only one—a box of

Jersey Cream Yeast Cakes

LUMSDEN BROS., - Hamilton, Ont.

Tartan BRAND

Our travellers are away ***recuperating*** for the battle.

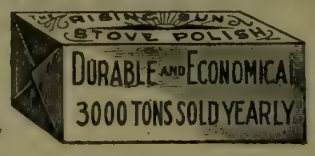
Phone at our expense

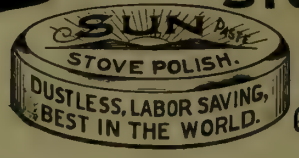
Long Distance No. 596

We guarantee quick shipments and Lowest Prices.

BALFOUR & CO., - Hamilton, Ont.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

OTTAWA RETAIL GROCERS' ANNUAL PICNIC.

A "CAPITAL" day was last Monday, August 5, when the members of the Ottawa Retail Grocers' Association and their friends to the number of nearly 1,800, held their fifth annual picnic and excursion to Carleton Place. The brightest and sunniest weather was served out by the weather man and this was, no doubt, out of compliment to the Ottawa grocers, who, besides being the brightest and most up-to-date grocers of the land, are a genial, happy and unanimously friendly aggregation of

Mr. F. Forde,
President Ottawa Retail Grocers' Association.

business men. It is The Grocer's privilege to attend and enjoy the outings of the different grocers' associations in Ontario and Quebec, and while all of them are conducted with the most satisfactory results to themselves and friends, it can truthfully be said that the "Senators" know all that is requisite for the conduct of affairs of this kind, and it is no disparagement of other picnics to say that some of the larger commercial bodies would find a few valuable pointers by attending these annual outings of their Ottawa brethren. Everything went off in good shape, good time and splendid order, and the various committees having charge of the excursion and games deserve copious praise for their efforts and the thanks of their patrons. The hard and indefatigable labors of President Forde, Secretary H. C. Ellis, Messrs. Hunter Scott, C. B. McLean, H. W. Booth, A. W. Huband, and their aides-de-camps of the committees could only result as it did in a successful day for everyone. To patronize the excursions of the Ottawa Retail Grocers' Association should become a pleasant duty for all Ottawa. It was apparent that even the Federal Government realized it a duty and for the first time in many years Government offices were closed and many of the heads and clerks of the Departments took advantage of their holiday to accompany the purveyors to Carleton Place.

The first train of six coaches left the Union Depot at 8.40, a special of fifteen coaches at 9.10, another at 1.10, while at 12.10 a special left from the Central Depot. All of these trains were loaded to the trucks. The Citizens' Band of Smith's Falls accompanied the first section, and met the various trains on their arrival at Carleton Place. The games and sports were run off at the new town grounds and the grocers had the honor of being the first to break ground for future games. The grounds are situated close to the banks of the lovely Mississippi River, not the mud-bottomed, large stream bisecting Uncle Sam's dominions, but a lovelier sheet of water, with shady banks and little islands scattered along its course from Mississippi Lake to the Ottawa River.

Carleton Place having declared August 7 its civic holiday the attendance during the afternoon was increased by over 800 citizens; so, altogether, nearly 2,500 people attended this, the most memorable picnic in the annals of the Ottawa Retail Grocers' Association.

Promptly at 8.10 p.m. the return trip citywards was effected and Ottawa reached at 9.15.

Programme.

Association football match, Carleton Place High School (1st half) vs. Thistles of Ottawa; prize, silver cup, value $25; won by Thistles of Ottawa.

Committee men's race, 150 yards; open to members of any of the Grocers' Association Committees; 1st prize, caddie Bobs' tobacco, valued at $7, P. Lamoureux; 2nd prize, goods valued at $5, D. Halliday; 3rd prize, 1 doz. maple syrup, valued at $5, W. G. Lanthier.

Hop, step and leap, 1st prize, box of T. & B. cut, valued at $5, A. Vaughan; 2nd prize, box cigars, valued at $3, G. Thompson; 3rd prize, brier pipe, valued at $2, H. Howard.

Running long jump, 1st prize, one case Radnor, valued at $10, H Howard; 2nd prize, one case pickles, valued at $4, A. Vaughan; 3rd prize, box of cigars, valued at $3, A. McCallum.

Boys' race, 12 years and under, 50 yards, 1st prize 5 lbs. Salada tea, $2.50, C. Storn; 2nd prize, box Blueol, $2, J.

Mr. H. W. Booth,
Vice-President Ottawa Retail Grocers' Association.

McIlquaham; 3rd prize, 1 dozen chocolate $1.50, W. Lapointe.

Girls' race, 12 years and under, 50 yards, 1st prize, 20th century ice cream freezer, $5, Miss P. Bovelle; 2nd prize, 5 pound caddie of tea, $2.50, Miss D. McKenzie; 3rd prize, 5 pound box chocolate, $2, Miss G. Goode; 4th prize, basket assorted essence, $1.50, Miss H. Forde.

Ottawa grocery drivers race, 100 yards, 1st prize, barrel flour, $6, J. Troughton (with H. H. Brennan & Sons); 2nd prize, box Eclipse soap, $5, R. Russell (with C. J. Provost); 3rd prize, 10-lb. tin of coffee, $4, J. Gravel (with F. A. Scott & Son); 4th prize, 2 dozen bread

MINTO BROS.,

Telephone Main 353
F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDERS

TO THE PUBLIC:

As **Canada's Greatest Exhibition** is fast approaching we this week remind our numerous patrons of the fact that we most respectfully invite you all to visit our exhibit in the Manufacturers' Building and have with us a cup of that most delicious beverage **MELA-GAMA TEA**, admitted by thousands to be the most invigorating of any on the market to-day. Our young ladies will be pleased to serve you and hand you sample.

"White's Special" X, XX, XXX, is attracting considerable attention and is forging ahead to soon be a leader. Don't fail to write us regarding your wants. We assure satisfaction.

Warehouse and Salesrooms: 55 Front St. East, TORONTO, CANADA

Move and Advance with the Times

Grocers rarely neglect to fill the wishes of their customers, and if an article called for is not in stock, will procure it for them——

Condensed Milk and ***Evaporated Cream*** some years ago were rarely called for. Now every up-to-date grocer handles them. In buying always select the best.

Borden's "Eagle" Brand Condensed Milk ‡ **Borden's "Peerless" Brand Evaporated Cream**

For sale by all jobbers or

William H. Dunn, Montreal

Erb & Rankin, Halifax. N.S. JOS. IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B. Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Travellers' Vacation

Our men are now all enjoying a well-earned holiday.

We are still here, at your service by mail or wire, with an experienced mail order staff and a shipping staff whose reputation as quick shippers has been established for years.

We can guarantee satisfaction with our handling of mail and wire orders.

Send us your orders and you will find our prices are quite as good as those advertised as snaps.

JAMES TURNER & CO., Hamilton

PROMPT SHIPMENTS

Travellers will be on their holidays from July 29 to August 12. We solicit your business by mail, or TELEGRAPH or TELEPHONE AT OUR EXPENSE. You want quick shipment and low prices. Send your orders here; they will be appreciated.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS - TORONTO and PETERBORO

CHEESE

Roquefort
Gorgonzola
Gruyere
Edam
Pineapple
Camembert
Limberger
Stilton
Cream Neufchatel
Oka

MacLaren's Imperial

QUOTATIONS
and
QUALITY
Will suit you.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED
TORONTO

tickets, $2.50, G. Ackland (with W. T. Ackland.

Quarter mile race, open to any clerk in grocery or provision stores, 1st prize, silver medal, value $15, R. Halliday; 2nd prize, silver medal, value, $10, G. Saunders; 3rd prize, carving set, $5, R. McMeekan; 4th prize, 10-lb. tin of coffee, $4, J. R. Pritchard.

Grocery merchants' race, 75 yards, 1st prize, 4 cases Blueol, $20, G. St. Laurent; 2nd prize, 100 cigars, $17, H. C. Ellis; 3rd prize, 1 dozen brooms, $5, J. Lamoureux.

Open race, 100 yards dash, 1st prize, silver pickle stand, $7, E. R. Williams; 2nd prize, box Fairy soal, $5, M. Skuce; 3rd prize, 10-lb. caddie of tea, $4, J. Richards.

Lady employes' race, 50 yards (Ottawa grocers), 1st prize, parlor lamp, $10, Mrs. Atkinson; 2nd prize, silver salad bowl, $5, Mrs. Irwin; 3rd prize, cut glass dish, $4, Mrs. Bishopric; 4th prize, 5-lb. box of fancy chocolates, $2.50, Mrs. Ogden.

Sack race, open, 25 yards, 1st prize, caddie tea valued at $5, J. McCarton; 2nd prize, cheese, value $4, W. L. Allan; 3rd prize, 2 dozen bread tickets, $2.50, J. Holtby; 4th prize, 1 box cigars, $2, M. Skuce.

Comfort Soap race, prizes valued at $100, 1st, Mrs. J. W. Lewis; 2nd, Mrs. A. Irwin; 3rd, Mrs. Towns; 4th, Mrs. W. Moylin; 5th, Miss Sullivan; 6th, Mrs. Scrimmons.

Three-legged race, 50 yards, 1st prize, 2 bags flour, value $6, J. Elliott and M. Ashfield; 2nd prize, 2 boxes cigars, value $5, R. McCallen and J. Holtby; 3rd prize, 2 x 5 caddies tea, $4, R. Halliday and M. Skuce.

Grocery travelers' race, 100 yards, 1st prize, umbrella, value $8, C. Kenney; 2nd prize, demijohn lime juice, $5, A. W. Jones; 3rd prize, box biscuits, $2, C. Schwerdfeger.

Championship Ottawa Valley lacrosse match, Stars of Ottawa vs. Carleton Place, won by Carleton Place Lacrosse Club, score 6-2.

Fat man's race, 200 pounds and over, 1st prize, box Oriental soap, value $5, W. McIlquaham; 2nd prize, 10-lb. caddie tea, value $4, W. J. Corby; 3rd prize, 5 lbs. Blue Ribbon tea, $2.50, C. B. McLean.

Mounted race, running 25 yards carrying man on back, returning with runner on back, 1st prize, 2 boxes Sapolio, $7, W. D. Jones and A. G. Spence; 2nd prize, 2 x 5 caddie tea, $5, J. Troughton and E. Cote; 3rd prize, 2 dozen bread tickets, W. McLaughlin and H. Ashfield.

Boys' race, boots and stockings, 10 yards and under, 1st prize, box cocoa, value $2.50, E. Smith; 2nd prize, box biscuits, value $1.50, B. Humphreys; 3rd prize, box assorted essence, value $1, W. French; 4th prize, box chocolates, $1, S. Hunter.

Married ladies' race, 50 yards, 1st prize, set indurated ware, $12, Mrs. J. W. Davis; 2nd prize, 1 case baking powder, $6, Mrs. R. Lawson; 3rd prize, 1 case Snow Flake table salt, $3.50, Mrs. C. B. Allan; 4th prize, 1 dozen bread tickets, $1.25, Mrs. McCauley.

Tug of war, grocery drivers vs. clerks, 2 cases assorted canned meats, $15, won by grocery clerks.

Tug of war, Ottawa merchants vs. Carleton Place merchants, goods valued at $12, won by Ottawa merchants.

Mr. C. J. Provost,
Treasurer Ottawa Retail Grocers' Association.

Dancing, unmarried couples, waltzing, lady, wedding cake, $10; gentleman, marriage license, won by Miss Mary Golden and Mr. C. Gravel.

Cake Walk—Lady, 1 cake, $5; gentleman, box cigars, $3, won by Miss L. Towers and Mr. W. Crawley.

Clog Dance—1st prize, 1 case assorted pickles, J. Little; 2nd prize, cigar case, valued at $4, H. Cook.

Picnic Notes.

Among list of donors of prizes were noted the following: The E. W. Gillett Co., Limited, Toronto; Christie, Brown

VINEGAR It will pay you to handle THE BEST

"IMPERIAL"

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

The all-important features of Economy, Efficiency, Convenience and Cleanliness, combined with the utmost attractiveness in their display, have made Walker Bins.

The Ideal Grocery Store Fixture

"Walker Bins" are recognized as a real and tangible force in business building. They improve the character, quality and volume of it.

MADE IN CANADA

They are an investment not an expense
May we submit plans and prices?
Write for Booklet.

The Walker Pivoted Bin & Store Fixture Co.

HEAD OFFICE:
Board of Trade Bldg., - Toronto

Co., Limited, Toronto; Wilson, Lytle & Badgerow Co., Limited; Comfort Soap Co., Toronto; Blue Ribbon Tea Co., Toronto; Salada Tea Co., Toronto; United Factories, Toronto; Cowan Co., Limited; Toronto; Park, Blackwell Co., Toronto; Pure Gold Mfg. Co., Limited, Toronto; Provost & Allard, Ottawa; S. J. Major, Limited, Ottawa; High Grade Coffee Co., Ottawa; Corby & Foulks, Ottawa; Dowd Milling Co., Ottawa; B. Slinn, Ottawa; G. W. Shouldis, Ottawa; J. A. Laurie (Robertson Bros), Ottawa; H. N. Bate & Sons, Ottawa; F. J. Castle Co., Limited, Ottawa; C. H. Cochrane & Co., Ottawa; American Tobacco Co., Montreal; J. M. Douglas & Co., Montreal; D. Rattray & Sons, Montreal; N. K. Fairbank Co., Montreal; James Pyle & Son, New York; Canada Sugar Refinery, Montreal; St. Lawrence Sugar Refining Co., Montreal; Verret, Stewart & Co., Montreal; Snowdon, Forbes & Co., Montreal; Kearney Bros., Montreal; Canada Maple Exchange, Montreal; Geo. Matthews Co., Ottawa; Wm. Clark, Montreal; F. W. Fearman, Hamilton; Tuckett Cigar Co., Limited; Walter Baker & Co., Boston; Royal Crown Soap Co., Winnipeg; Heinz Co., Pittsburg, Pa.; Chase & Sanborn, Montreal; D. S. Perrin & Co., London, Ont.; and a few score others.

Mr. H. Ellis,
Secretary Ottawa Retail Grocers' Association.

Mr. John Bambrick, Mrs. Bambrick, and family, were thoroughly enthusiastic in their enjoyment of the grocers' great outing.

The way President Ford and Hunter Scott were hustling out tickets at the depot was an encouragement to the en-

Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

RASPBERRY JAM

made up pound for pound of fresh fruit and granulated sugar.

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

A POINTER

on breakfast foods

"NORKA"

Richer Than Wheat
Better Than Meat

IS THE BEST-SELLING FOOD ON THE MARKET. YOU SHOULD HANDLE IT—BECAUSE

"NORKA" is the ONLY Cooked OAT. READY TO SERVE.
"NORKA" is the newest and BEST breakfast food on the market.
"NORKA" is selling well with the retail trade.
"NORKA" is well advertised. You get the benefit of this.
"NORKA" is PROFITABLE. It is not sold to cutters.

Cases
36
Packages
$4.50 c/s
5 Case-lots
$4.40
Freight
Paid

THE EBY, BLAIN CO., Limited, TORONTO

SOLE AGENTS FOR CANADA AND THE BRITISH ISLES.

tire committee. At the grounds both these gentlemen were "all over the field," and in at the death of every event.

Treasurer C. J. Provost's smile was of the happiest kind. That "safety grip" of his was loaded with shekles.

Mr. J. M. Black, of the Royal Crown Soap Co., Limited, Winnipeg, was a busy man, and a popular one. Those samples of "Witch Hazel" handed out to the ladies on the train were much appreciated. Lhe idea was a good one—as good as the soap.

Park, Blackwell Co., Limited, Toronto, were well and ably represented by their eastern representative, Mr. F. W. Mallette. With headquarters at Ottawa, it is easily understood why he was familiarly greeted by the grocers.

Mr. J. A. Laurie, own brother to the famous "Annie Laurie," so dear to the heart of every Scotchman, represented Robertson Bros., confectioners, Toronto, and well did he do the honors. Even the hot weather didn't affect his geniality, though his avoirdupois was perceptably reduced.

Capt. Harry A. Bate, of H. N. Bate & Son, wholesale grocers, Ottawa, was a patron of the games and sports. The distinction conferred upon him and The Grocer as judges of the fat men's race was borne meekly though the shock of the collision at the finish was terrific.

Wonder what that Carleton Place was doing out at the grounds? He must have found things too much alive for his business—the only dead thing on the grounds was the picnic lemonade.

Secretary Ellis wasn't quite one of the first in the three-legged race, but to his credit be it said, he also wasn't quite the last to finish. He modestly admitted that he could manage his own legs all right, but the perverseness of his running mate's was unaccountable and entirely without reason.

Mr. A. E. Provost, of Provost & Allard, wholesale grocers, Ottawa, was an interested and popular spectator. His hat was ever off to the ladies, and his friendly grip of the hand with the boys. The Grocer looked in vain for the automobile, but that was having a well-earned rest.

It was astonishing how Mr. F. D. Cockburn warmed himself into the hearts of the married and marriageable ladies in that Comfort Soap race. The finish was exciting, but those who did not get the principal prizes carried away valuable souvenirs in the shape of bars of "Comfort." This race was accredited one of the best features of the day.

Auctioneer Corby and his megaphone were two of the busiest lines of the picnic. How everyone hustled to get into line on the "call of the wild."

There never was a picnic of grocers or other bodies that was run off and managed in such excellent manner. Every event on time, according to programme announcements. Well done, committees!

Dr. Preston, M.L.A for Carleton, was a visitor, and enjoyed the outing very much. So many voters, young and old, could not very well be neglected.

Mr. C. E. Allen, of the Montreal Packing Co., Montreal, was present in company with Mr. J. T. Cuddy, Eastern Ontario representative. To The Grocer Mr. Allen admitted that this picnic was the finest and best managed affair of its kind he had ever attended, and he had been at a few. Mr. Cuddy, who has covered the United States from north to south, expressed himself as surprised and delighted at the way everything went off.

Talk about a worker! Mr. A. W. Huband, of Bate & Co., hasn't his equal anywhere. Never lost his head, had his hand on every string of the games, and that Canadian symbol of industry, the beaver, wouldn't be in it with Mr. Huband. His office should be made a permanency by the Grocers' Association.

Mr. H. W. Booth, vice-president, was here, there and everywhere, and kept in close touch with everything that had to be done. Hunter Scott's coat, also, was ever off, and when any one had to be relieved from duty he was ready to step into the breach. Is it any wonder that the picnic was a success?

The "Magic" Baking Powder caps contributed by the E. W. Gillett Co., Limited, Toronto, were distributed by the committee, and were much appreciated by the participants in the games. There was quite a scramble for these caps, and the committee could have distributed an endless supply.

Treasurer C. J. Provost is a great admirer of The Grocer, and to its representative stated that he has now had it regularly for more than fifteen years, and considers it the best investment for any and every grocer. He stated that it had become almost a necessity; he looked forward to its arrival with pleasure and read it with profit. Thanks!

Wonder what was meant by "Bully's Acre?" Possibly friends Ellis, Booth and York can enlighten us. Whatever was meant, when the expression was

(*Continued on page 26*)

"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best. and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE $7.50 F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. *Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, August 10, 1905.

BOTH cheese and butter show a healthy and natural reaction after the recent sharp advance in prices, and from present outlook it seems as though a safe trading basis in both articles had again been reached.

The indisposition of the importers in the United Kingdom to follow the extreme prices paid at country points has had a sobering effect. Nobody here seems inclined to store July cheese at the high prices ruling lately, and the only salvation was to reduce bids in the country to a point where the natural demand in British markets could again be met.

Reports from across the Atlantic generally speak of light stocks in first hands and as our stocks of cheese are unquestionably far below the average at this season of the year, the present situation may be called sound, as our goods find a ready market at present values.

Once the July make has been disposed of and the August make is coming forward, our dealers and exporters will feel inclined to store their goods rather than sell them at a loss, as there will be only three months of production to supply the demand for eight months or more, and under ordinary conditions this three months of production should not be more than what the consumers in Great Britain will require during the Winter months.

Should the Fall make of cheese be very large, there might be danger in carrying goods into the Winter months, but, with the still ruling high prices of butter and the continued good demand for this product, it is not likely that those now making butter will turn their attention to cheese. The natural inference would be that there will not be too many cheese made, and that holders may reasonably expect to make a profit on any goods of the Fall make, which includes the August make. Meanwhile, at least, it does not seem probable that prices will still further decline.

The make of butter is considerably in excess of former years, but owing to a good demand in Germany a large proportion of the continental make has been side tracked from markets in the United Kingdom and, although our prices have been much above the average for this year, the demand for our Canadian product has been and still is very good. There exists almost a famine in the cheaper grades of butter, notably western dairy, and this grade is selling today at unprecedentedly high prices with a consequent great scarcity of supplies; besides the export outlet, there is a demand from our home trade for this grade of butter and, unless Winter dairying is taken up, there will be a shortage of supplies for our home consumption.

Creamery butter also has been in steady demand for export, so that there is hardly any accumulation of goods, in spite of the increased production, and prices are in consequence at a point rarely exceeded during the Winter months of non-production. There is naturally a very large consumption of butter in Great Britain, and if the foreign supplies are cut short, as they have been so far this season, the demand is felt here, especially as our creameries are catering to the British trade by giving them what they want in quality, style of package, etc.

In conclusion, it may be said that both cheese and butter are on a safe basis, and at present, at least, the situation is free from speculative influences; prices of both articles are high, but there is at the moment nothing in sight to cause a decline.

It was pointed out to Mr. Fellowes that, as the Act was working at present, it was nothing less than a piece of unwarranted protection, which, while it favored a fixed set of breeders, mainly Irish, at the same time did enormous harm to the farmers in England and Scotland and at the same time deprived many willing laborers of work. It was shown that to have the cattle killed at once was a loss, not only because by fattening their value could be enhanced some £2 or so, but also because the feeding and fattening of them would afford work for many unemployed, and their offal could be turned to excellent account.

It was also urged that the exclusion of Canadian cattle fell heavily upon the master farmer in Greater Britain, since he was thus deprived of what might be termed his raw material. In other words, he had not sufficient cattle to fatten and consequently this trade had

LARD STATISTICS.

The following comparative table of stocks of lard held in Europe and afloat on August 1, 1905 has been received from the W. K. Fairbank Co.:

	1905. Aug. 1.	1905. July 1.	1904. Aug. 1.	1903. Aug. 1.	1902. Aug. 1.	1901. Aug. 1.
Liverpool and Manchester	28,000	26,500	34,000	26,000	16,500	18,000
Other British ports	15,000	15,000	16,000	8,500	2,500	6,500
Hamburg	30,000	20,000	27,000	14,000	14,000	13,500
Bremen	1,500	1,500	1,000	1,500	1,000	1,000
Berlin	3,000	4,000	1,500	1,500	1,000	2,000
Baltic ports	22,000	22,000	14,000	12,000	6,500	11,000
Amsterdam, Rotterdam, Mannheim	1,500	4,000	3,000	1,000	3,500	2,000
Antwerp	8,000	7,000	3,000	1,000	1,500	6,000
French ports	750	900	1,500	900	1,100	2,000
Italian and Spanish ports	1,000	1,000	1,000	500	1,000	1,000
Total in Europe	110,750	101,900	102,000	66,900	48,600	63,000
Afloat for Europe	70,000	65,000	40,000	40,000	42,000	54,000
Total in Europe and afloat	180,750	166,900	142,000	106,900	90,600	117,000

LONDON PRODUCE LETTER.

By Our Own Correspondent.

FOLLOWING on what was written in the London Letter of last week, a little might be said about the efforts being made on this side for the removal of the embargo, which forbids the importation of Canadian cattle into Great Britain for the purpose of mixing with the herds there.

As was mentioned last week, the harm done by this measure is by no means confined to Canada, and it is little wonder to find that on May 11, 1905, a deputation, representing British agriculturalists, consumers, butchers' societies, farmers and commercial and municipal interests, waited upon Mr. Fellowes, president of the English Board of Agriculture, and asked for the removal of the embargo.

fallen off. As said last week, it was computed that something like 250,000 carcasses less per year are exported than formerly. The agriculturalist also had his complaint, lamenting that now a big crop of turnips positively meant a loss to him, since he could not get the stores to feed. In many parts of Scotland and in some portions of England the turnips were useless.

The president of the Board of Agriculture was given plainly to understand how differently conditions obtained now to ten years ago, and it was pointed out that from an economic point of view the retention of the embargo was doing enormous harm. It had the effect of alienating the feelings of Canadians from the Mother Country and of bringing into imperial relations an undesirable amount of bitterness. Canadians

MILK.

TRIM YOUR SAILS TO THE WIND THAT BLOWS

The public are realizing the advantage of using Condensed Milk. The demand is steadily increasing.

The enterprising Grocer can increase his sales 100 per cent. by giving prominence to Reindeer Condensed Milk.

Get every customer started using it—do it systematically.

IT PAYS TO HANDLE

THE POPULAR

Reindeer

BRAND

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

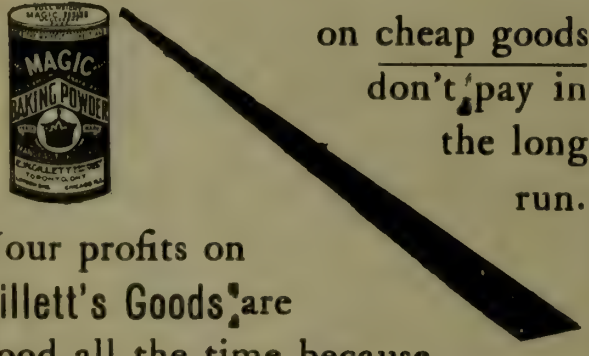
ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED

HAMILTON

Large Profits



on cheap goods don't pay in the long run.

Your profits on Gillett's Goods are good all the time because the goods are PURE, well advertised and steady sellers.

Try **MAGIC BAKING POWDER** as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

felt that an injustice was being done them, and this injustice affected no inconsiderable portion of the Dominion.

In reply to the deputation, however, Mr. Fellowes, the president, said that as long as he was in office he could hold out no promise that the Act of 1896 would be removed. He dwelt upon the disastrous effects of the foot and mouth disease of ten years previous, and, although he did not think that there actually was any disease in Canadian cattle, still there was always the risk. The price of meat had not been enhanced since the embargo had come into force. Canadian cattle had a long way to come, and in this there was danger. Although at the time no response was given to this argument, it was afterwards pointed out that no disease had ever been found in those cattle which arrived for immediate slaughter, and, in any case, the quarantine could be brought into force to make doubly sure. Scarcely a word was said by Mr. Fellowes on the embargo as a measure of protection against Canadian competition.

The members of this deputation afterwards assembled at the Westminster Hotel, London, and after further discussion it was determined that a national organization should be formed with the object of pushing forward the movement for the abolition of the embargo and of securing the support of parliamentary candidates. The latter, of course, was with an eye to the coming general elections. The most prominent member of this deputation was Lord Aberdeen, while many M. P.'s were also in attendance.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The provision market still continues firm, with steadily advancing demand, and prices ruling toward stiffness. The weakness apparent in lard at our last going to press has recovered itself, and an advance is recorded ranging at about 1-4c. all round, and there are recorded and the man wanedtmo l are prospects of a still further advance. Hogs, too, have firmed up to $9.50, and are maintained at that figure. Hams are not showing abundance, which has somewhat stiffed prices, but no material change is recorded. Lamb has weakened decidedly, prices standing at 11c. Beef remains in steady demand. We quote for this week:

Long clear bacon, per lb	$0 11½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11½
Small hams, per lb	0 14
Medium hams, per lb	0 14
Large hams per lb	0 13
Shoulder hams, per lb	0 10½ 0 11
Backs, per lb	0 15 0 16
Heavy mess pork, per bbl	16 50 17 50
Short cut, per bbl	21 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 09½
" tubs "	0 09¾
" pails "	0 10¼
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	9 00 9 25
" front quarters	5 00 5 50
" choice carcases	6 00 7 50
" medium	6 25 6 50
" common	5 50 6 50
Mutton	0 08
Spring lamb	0 11
Veal	0 07 0 09½
Hogs, street lots	9 50

Butter—The firmness denoted in our last report is being well maintained, and butter showing quality is well competed for at an easy advance of 1c. to 2c. In addition to the increased foreign demand mentioned last week, there has been a decided improvement in home con-

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS

We are in receipt of a communication from C. S. Page, Hyde Park, Vt., which authorizes us to say to those of our readers who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

LET THE BABY SLEEP

USE

WILSON'S FLY PADS

Stock the kind the housekeepers ask for. Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

sumption, which gives more solidity to the existing market. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	....	0 21
Dairy prints	0 19	0 20
" in tubs	0 18	0 20

Cheese—The previous extraordinarily high prices in the cheese market were not expected to maintain, and the result has fully warranted that view. There has been a decided drop of 1-2c. with prospects of further weakening, which is making buyers somewhat cautious in their bidding and reveals an inclination to limit buyings to immediate necessities. We quote:

	Per lb.	
Cheese, large	0 11	0 11½
" twins	0 11½	0 11½

Cheese Board Report.

(For week ending August 9).

Board.	Boxes.	Price
Stirling	1,135	0 10⅝
Picton	1,780	0 10 15-16
Peterboro	5,149	10 13-16 10⅝
Perth	2,275*	white and colored 0 10½
Napanee	210	0 10⅝
Ottawa	100	(on curb) 0 10⅝
Lindsay	1,840	0 10½
Brockville	6,039*	0 10½
Belleville	3 711	0 10 15-16
Cowansville	1,124	0 10⅝ 0 10 9-16
Canton, N.Y.	2,500	0 11
Watertown, N.Y.	9,424*	0 10⅝ 0 11
Vankleek	846	0 10½
Alexandria	1,226*	0 10⅝
Cornwall	1,057	0 10⅝
London	200*	0 10 13-16

MONTREAL.

Provisions—Provisions are about in the same condition as last week; a prevailing good, steady demand and very small stocks. In fact, specially in lard, packers and others report that there is not enough in Canada to supply the demand. Receipt of live hogs have been exceptionally small. All lines of cured meat, such as bacon and hams, enjoy a good demand. Prices are very firm.

Lard, pure tierces	0 10
" 5-lb. tubs	0 10½
" 20-lb. pails, wood (10½)	2 10
" cases, 10-lb. tins, 60 lbs. in case	0 10⅝
" " 5-lb. "	0 10⅝
" " 3-lb. "	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06⅞
" " ½-tierces, per lb.	0 07⅛
" " 60-lb. fancy tubs	0 07⅛
Cases, 20 3-lb. tins, per lb.	0 07⅛
" 12 5-lb. tins "	0 07⅛
" 6 10-lb. tins "	0 07⅛
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 13 0 14½
Extra plate beef, per bbl.	11 50 12 00

Butter—Market is much easier on the local market, but this is due much more to an excess in supply than a drop in demand. Exports also are in good shape owing to a steady demand. Creamery butter keeps up pretty, and generally common grades of butter are scarce, although there is a good home demand for them. The margin of prices is about the same for this week.

Finest creamery	0 22½ 0 23
Fine	0 22 0 22½
Medium	0 21 0 21½
Fresh dairy tubs	0 17 0 18½

Cheese — The cheese market is in an easier condition owing to a decline of nearly 3-4 cents. over former advance. There is not very much activity, but the decline is due probably to an increase in demand. Finest Ontario is selling at about 10 1-2c. to 11 1-4c., and Quebecs find buyers around 11c.

Eggs—Stocks of eggs are considerably reduced, and in fact, some dealers state they are somewhat short. The prices are said to be firm at 17c. to 17 1-2c. for ordinary, and 20c. for selects.

ST. JOHN.

Provisions—Barrel pork is held somewhat more firmly, stock being light. There is but a limited inquiry. In beef, Ontario shippers are now asking about the same price as American would cost, duty paid. Considering duty is four dollars, it seems a full price. Lard is firmly held. Smoked meats, scarce. Local curers are closed down. Fresh beef, dull. Our market works on different lines for the different seasons. Now it is lamb, which holds at a good price. Veal is quite firm, but has light inquiry. Mutton dull. Pork not wanted. We quote:

Mess pork, per bbl.	$17 00 $18 50
Clear pork "	18 00 20 00
Plate beef "	14 00 15 00
Domestic beef, per lb.	0 05 0 07
Western beef "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 06 0 08
Lamb, each	9 00 10 00
Pork "	0 07 0 08
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10½
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Price for really first-class stock is slightly higher. Stocks of butter not large. Good butter is in demand. We quote:

Creamery butter	0 19 0 20
Best dairy butter	0 19 0 20
Good dairy tubs	0 17 0 18
Fair "	0 15 0 16

Eggs—Are coming to hand rather more freely. Prices are unchanged.

Eggs, henery	0 18 0 20
" case stock	0 16 0 17

Cheese—The local demand is for twins. Quantity offered not large. Output will not be large.

Cheese, per lb. 0 10½ 0 11½

DEPENDING UPON CANADA.

THE abnormal shortage of butter in Great Britain at the present time has been reflected in a rapid advance of values to a point not reached during the hot season for over twenty years. There is no indication of an increase in receipts from foreign countries, and the only relief in sight is on a possible expansion of the imports from Canada, which is rapidly coming to the front as a butter producer. Her exports to Great Britain are steadily growing. The Creamery Journal, of London, Eng., commenting on the increasing importance of Canada in this respect, says:

"From May 1 to June 25 she sent us 64,000 boxes, against 52,000 in the same period last year, and 38,000 the year before. This is rapid progress, and very welcome to our consumers as a set off against the decline in the supplies from foreign countries, which last week amounted to 15,235 cwts. compared with the same week in 1904.

"Prices are higher in London than at Manchester or Bristol, and it is thought that London will have to depend more than usual on Canada. All that is now coming from the Dominion is in good demand, and goes straight into consumption."

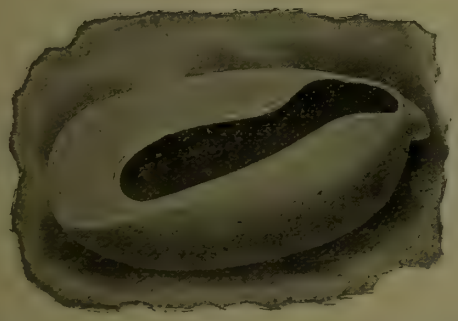
IN BLACK AND WHITE

The **evidence** in **favor** of **Blue Ribbon Tea** is **overwhelmingly** convincing of its popularity. It is **used** on trains, on boats, by farmers and townsfolk, in cities—by **everybody.**

Blue Ribbon *Ceylon* Tea

has **distinct** qualities. Other teas might have these if they were **grown** in the **Blue Ribbon way, made** and **packed** in the **Blue Ribbon way.** In **that** growth, make and packing is embraced the "drawing" power—the **people** to **you. Blue Ribbon Tea** to **them.** It's **worth** 50c., but **sells** at 40c.—**Red Label.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

How's This for Promptness?

B. H. M.

On the 4th July we cabled an order to one of our factories for 6 crates of Dinner Sets of a special composition, which had to be prepared for this particular order. Four of these crates arrived in Montreal on Sunday last, the 6th August, just 33 days from the date our customer gave us the order.

MORAL.—Order your crockery through us.

BARNARD & HOLLAND CO.

Crockery Importers and Manufacturers' Agents,

Coristine Bld'g. Montreal

.OTTAWA RETAIL GROCERS' PICNIC.

(*Continued from page 19*)

used it certainly betokened a popular trio of grocers.

Chief of fire department, W. McIlquaham, of Carleton Place, was the winner of the fat men's race. No wonder conflagrations don't get much headway in his town if he puts on such spurts while on duty as he did in the race.

As a master of ceremonies at the dancing pavilion, Mr. James Mundy was a decided success. Himself a master of the art, he was the right man in the right place.

Charley Wilson, familiarly known to his friends as "Buck," a South African veteran, made an efficient referee during the lacrosse match between the Ottawa Stars and the Carleton Place club.

Mayor Bennett, of Carleton Place, and Chief of Police Hugh McWilson, were guests at the picnic. The mayor was pleased with the magnificent turnout, and the chief of police happy because he had nothing to do.

Mr. S. G. Burgess, of the Ottawa Citizen, and Mr. D. B. McRae, of the Journal, as well as Mr. A. D. Branscombe, press correspondent, officiated in the interests of their respective journals, and welcomed The Grocer with the glad hand.

AMERICAN TEA CULTURE

THE latest industry, in the development of the Southern States, and one that promises to become one of the greatest commercial factors in the future business of the United States, is the cultivation and manufacture of tea. For the past hundred years there have been tea bushes and small domestic gardens scattered throughout Georgia and South Carolina, but they served nothing further than to afford a limited family supply.

It was not until 1890 that Dr. Charles U. Shepard undertook to demonstrate the practicability of growing and manufacturing tea to offer on the American market. All previous attempts had failed either through lack of knowledge or the failure to adopt methods of cultivation suitable to local conditions. Rules laid down for tea on the low, torrid plains of India and Ceylon were followed, the result being failure, though many of the plants survived.

Starting on the principles practised by his predecessors. Dr. Shepard soon discovered the causes of their failure and set about to overcome them. Chief of these was the serious loss from the severe cold frequently experienced during the Winter months. To remedy this a new system of pruning was inaugurated, whereby the clean stem of the Oriental plant was replaced by a sucker growth of many shoots from the root of the plants, thus forming a cloak or protection during severe cold weather. This also increased the strength and productiveness of the tea bush.

* * *

The fields are laid out in two ways, in hedges or in squares like corn is generally planted. They both have their advantages, but the former seems the more preferable on fertile soil as permitting many more plants to the acre, and thus a larger yield. Needless to say, the trials and disappointments for a number of years would have disheartened a less persistent and scientific man. The infancy of the future tea industry was in safe hands, however, and in the hands of one who cut loose from the old idea of trying to make the conditions of our climate accommodate themselves to the previous surroundings of the tea plant, and taking the more rational course of cultivating the tea plant to thrive under conditions as found here.

* * *

In luxuriance of growth the American gardens are in advance of the average Asiatic garden and it was not long ago that a Japanese official, on seeing the gardens of the Pinehurst estate, said that he had seen nothing in Japan to surpass them. As all agriculturalists know, the sharp frosts of Winter increase the sweetness of fruit, and so with tea, the cold that at first seemed a bar to its cultivation in the Southern Atlantic States brings out the fragrance and sweetness essential to a high grade. The tea plant is a perennial, though during the Winter months the leaves are too tough to utilize.

* * *

In the Pinehurst tea gardens may be seen tea grown under cocoanut matting. This is done in only one other garden, in Japan, where it is said to be reserved for the exclusive use of the Imperial court. The effect of this shade is to give the leaves a bluish color. It also produces very much more tender and larger leaves. The tea made from this leaf is of exquisite delicacy and sweeter to the taste than teas not grown under shade. In Japan this tea is known as "sugar tea." The work at the Pinehurst tea gardens has been largely of an experimental nature to determine the most profitable methods of growth and quality. There has probably been more original work and more new successes in the field and factory at the Pinehurst gardens than at any other place in the world. All of the more successful methods of the East have been employed, the best of their machinery used, and with these as a basis American ingenuity has developed improvements unknown in the great tea-making districts of the world. Everything but the plucking of the leaf is done by machinery.

* * *

Although Dr. Shepard long ago demonstrated the practicability of making tea in the United States, no one attempted to follow in his footsteps until the Winter of 1901, when Roswell D. Trimble organized a company with northern capital to undertake the production of tea on a large commercial scale. Having become convinced, through frequent visits to Pinehurst, of the profit of the enterprise, he organized a company which bought about 6,500 acres of land between Charleston and Savannah. There the conditions were different from those at Pinehurst, as the lands were old rice plantations and the idea was to utilize the rich soil of these rice fields for establishing the gardens. The company, while under the management of Roswell D. Trimble, have been most successful in establishing their gardens, and as a whole, have demonstrated the great suitability of the South Atlantic coast lands for the establishing of a tea industry on a large scale. Up to the present time this company have not made any tea from their gardens. The two great commercial questions that had to be decided were, first, could they grow and make tea in competition with the cheap labor of the East, and, secondly, could they sell it at a profitable figure? Had they to compete with the cheap labor of the East without the aid of machinery it would be out of the question. Machinery is their salvation, for labor, however cheap, cannot compete with machinery, nor can it produce as good results. The only hand labor employed at the Pinehurst tea gardens is the plucking of the leaf from the bush. This can never be done by machinery, as it is not a uniform but a discretionary operation. The leaf, once delivered at the factory, simply passes from one machine to another until its final delivery ready for packing.—Major R. D. Trimble in Tea and Coffee Trade Journal.

A VALUABLE ISSUE.

A COPY of the Spring and Export Number of The Canadian Grocer, for May, 1905, lies on our desk, and after a hasty glance we find it contains some 200 pages and is full of valuable information. It is full of half-tone illustrations, and the special cover done in colors is a gem.

Among the special articles is a trip to the West Indies, British Columbia Fruit, Export Trade in Dairy Produce, The Fisheries of Canada, The Canadian Fruit Market, and a score of other well-illustrated articles. "A Comparison of Nova Scotia and Ontario Apples" speaks well of ours. A. A. McNeil, of the Fruit Division, has a valuable article on co-operation among Canadian apple growers, in which a beautiful view is given of Hillcrest Orchards, Kentville. Mr. Gillies, one of the editors of The Grocer, has written Down by the Sounding Sea, an account of his first trip to the Maritime Provinces, in which he speaks of the Summer charms, etc. He uses in that some views of Capt. Allen's farm, Woodburn, and shows Mr. J. E. Kinsman and his famous Gravenstein tree that is 100 years old and has given a crop of 27 barrels some years. Mr. Gillies has a good word for the Evangeline Land and for Kentville. Mr. Gillies came to Moncton last year to report for his journal the session of the Maritime Board of Trade and was so impressed with the country that he felt bound to make it known to his readers. The culture of tobacco in Cuba with views is very interesting. Among the contributed articles we find one, Nova Scotia and its Advantages, by M. G. DeWolfe, of Kentville, with a half-tone of the writer. This article will draw the attention of many to this county. This edition of The Grocer goes to every part of the British Empire and to many foreign lands. In our limited space we can hardly refer to so much as it contained between the covers of 200 pages, but can only say that the edition is one of the most valuable ever sent out by a Canadian publishing house, and will do much to advertise this Dominion and show to the world the wonderful resources of this Canada of ours. This Export Number is a feather in the cap of The MacLean Publishing Co.—Acadian Orchardist.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

TRIAL BY JURY

Tried before the high tribunal of the consuming public, OLD HOMESTEAD Brand goods have been pronounced the best upon the Canadian market upon the following counts.

Label---The handsomest and most artistic yet designed, particularly designed to attract the consumer and assist the grocer in introducing the goods.

Can---Best quality tin plate used, sealed by experts, and every can guaranteed. No swelled tins in OLD HOMESTEAD Labels.

Contents---The choicest products of the Bay of Quinte district, grown in the immediate neighborhood of the factory, packed while fresh, in the most sanitary surroundings, and by the most scientific and approved methods.

Result---A brand of canned goods without a peer, need to be used but once to be used again.

Where the Grocer Comes In---With your shelves lined with OLD HOMESTEAD Brand Canned Goods you have a line you can push—a line of your own—that will win you favor and increased business. Insist on having

THE BRAND OF QUALITY

Old Homestead Canned Goods

The Old Homestead Canning Co.

Independent Canners, - PICTON, ONT.

Accountants, Auditors.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto & Montreal.

Art Signs.
The Martell-Stewart Co., Montreal.

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Colson, C. E., & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, P.Q.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Klaus Rose & Laflamme, Montreal.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
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Season 1905

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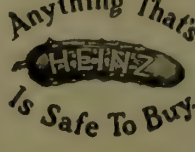

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TO LOWER EXCHANGE RATES.

FOLLOWING the lead of the American Bankers' Association, the Canadian Bankers' Association will try to recover the money order business of Canada, which is now almost entirely done by different express companies and the Government Postoffice Department. This action will end the practice of banks of charging 15 cents on a cheque whether it was for $3 or $50, and any amount under $5 will, according to the new rates agreed on, be put through for a charge of 3 cents; from $5 to $10 for a charge of 6 cents; from $10 to $20 for 10 cents, and from $20 to $50 for 15 cents.

Retail grocers and general merchants ought to welcome the proposed change to a man, if for no other reason than because it will mean a saving in dollars and cents. If the average retailer stops to consider, his exchange account amounts to no small item in the course of the year. Suppose he accepts one draft a day, and receives payment from customers at the rate of one cheque a day, by no means a high average, since drafts are drawn for any amount from $1 up, it means twelve exchanges a week, forty-eight a month, and 576 a year, from which must be deducted the number of drafts on which the bank charges a nominal collection fee and cheques payable at par. If 400 exchanges are paid during the year they will average at least $60, an amount which may be out of all proportion to the actual cash turnover.

It is because the wide-awake retailer has become wise to this fact that express and postoffice money orders are coming into general use, particularly for small remittances. The banks, realizing that this trade is theirs by right, and at the same time impressing upon the retailer that it is an advantage to him to have his collections, etc., go through one channel, are endeavoring to make this possible by lowering the present rates of exchange.

ITINERANT RETAILERS.

SUMMER months witness the flourishing of an all-too-numerous class, viewed from the retailers' standpoint,—the pedlars. Every section can contribute its quota of woeful incidents and unfair competition arising from this class. They are always supposed to operate under the authorization of municipal ordinances. Little capital is needed and the exchange business facilitates sales in country districts. Increased licenses strictly enforced furnish the surest and safest guard to the ordinary merchant. Even in city circles the pedlars and vendors have won a sure foothold, and their position deserves the earnest consideration of retail associations. Various conditions have combined to mitigate the evils of the city pedlar upon the business of the legitimate merchant. Many houses and tenements which are rapidly becoming a part of Canada's cities have conspicuously displayed a sign reading "No pedlars allowed." Further than this, general dry goods and department stores offer the bargains in smallwares, formerly supplied by the pedlar, at lower prices. This is, perhaps, the remedy of the evil in most instances. Jew pedlars have established themselves seemingly irrevocably in Montreal.

HIGH PRICES FOR LEMONS.

A LIVE topic of discussion among the wholesale and retail grocery trade of Canada and the United States to-day is the abnormally high price of Verdilli lemons. On Aug. 10, 1905, the price quoted on the Toronto fruit market was $5.50 per case, or$1.50 in advance of the quotations of a year ago. It isjust seven years since lemons soared to anything like present prices.

The reason for the advance is not far to seek. This year's lemon crop is from fifty to sixty per cent. short, owing to disastrous frosts in Messina early in the season, which seriously damaged the fruit buds. The North American market has felt the effect of this shortage so much that in New York alone the receipts of lemons for the month of July, 1905, were 112,000 boxes less than for the corresponding month of 1904. In the Canadian market the story repeats itself. The consumption of lemons beginning to show a considerable falling off because the average consumer does not care to pay above a certain price, and when the limit is reached he reverts to the use of limes and fruit juices.

All stocks in sight up to the first of September have been contracted for by Ontario fruit dealers, and after that it is thought that prices will show a further advance. Until very recently the only substitute for Verdilli lemons was California fruit. The season for California cured lemons, however, is now at an end, and there is nothing to take their place except fresh cut California stock, which is comparatively deficient in keeping qualities.

MAY CARRY U.S. MAILS.

THE Allan turbiner Virginian is experimenting with United States mails on her present trip from England, and stands to outdo all previous records. She left Moville at 2 p.m. on Friday, Aug. 4, and passed Belle Isle at 6.55 p.m. on Tuesday, Aug. 8, a distance of 1,760 knots, an average of seventeen knots an hour. Calculating at the same rate of speed, the Virginian should land her mails at Rimouski on Thursday, Aug. 10, at 8 a.m. This is equivalent to five days, nineteen hours from Moville to Rimouski, and would break all records.

The question now before the public is, "Can mails for the United States be delivered sooner if carried by Canadian mail steamers?" Can her mails be delivered in Chicago not more than twenty-four hours later than if they were carried by the Lucania running her usual speed? If the Virginian succeeds in doing so the supremacy of New York as a port for postal steamers on the Atlantic run will be seriously threatened. Canada will become not merely the shortest route to the Orient, but to the greater part of the United States as well. Anticipating the fact that there will be even faster steamers than the Virginian on the Montreal route in the near future, the success of her present voyage may mark the beginning of a great change in the mail route between Great Britain and the United States.

GROCERS' MISTAKES.

IDLE capital is a drain on resources which eventually compels retrenchment or the increase of working capital, says the New York Commercial.

This condition is more often found in retail grocery stores, perhaps, than in any other lines in business. No retail stocks deteriorate as seriously as groceries. In no other line of goods should there be more judicious buying, limited to what may be termed current necessities. This doesn't apply to all varieties of groceries, but to a considerable proportion, and imported goods are perhaps the most unprofitable of all to buy and hold.

How to Buy Foreign Goods.

Imported groceries are bought sparingly by the most progressive grocers, but they are bought frequently. A small stock need not mean that the quality is unsatisfactory, nor that it will be impossible to fill orders. On the contrary, a small stock of imported groceries, judiciously selected, will supply the requirements of all ordinary stores and save the owner from possible loss.

A small stock turned quickly is the best policy for all retail grocers. Buy frequently, thus keeping goods fresh, and getting back the investment and the profit almost immediately. The retailer in this way obtains three important advantages. He always has fresh stock, which is one of the chief points of attraction for customers, present or prospective. He gets back his original investment to use again, possibly in purchasing goods on which there is still greater profit, and he gets the profit on the original investment to invest in something else. These features should be of sufficient importance to cause any man to hurry his transactions, but there are others, which, morally, at least, are quite as important.

Activity Attracts.

Active stock means a lively business, and that in turn attracts by its very activity. Buyers go to stores where business is done. They argue that the stock is fresh, that they are more likely to get what they want and that the service will be more prompt.

In the internal economy of the store itself activity is important, because it prevents loitering among employees and keeps every one keyed up to working pitch, a more important consideration than some people imagine. If employees see stock moving out rapidly and know the store is making money, they feel more contented, and will work harder of their own volition. On the other hand, a store where spiders spin webs in front of the shelves will never have contented employees.

Make a Noise.

Sometimes to cause things to go, it becomes necessary to make a noise about them. One retailer in relating his experience, said he bought a quantity of prunes at 2 3-4c. Then he began to advertise them. He sold 20 pounds for $1. or 5c. a pound, in single pounds. The sale, as can be imagined, was very lively as long as the offering lasted, and customers returned for more.

An experienced grocer in discussing this phase of retailing not long ago, declared that fully two-thirds of the retail grocery trade carry a great deal more stock than their business requires. Slow moving stock, according to his opinion, should be held down to the lowest possible point and never allowed to reach a cumbersome quantity. Some grocers, he said, turn their stock three, some six, and some a dozen times a year. Assuming reasonably good management, it isn't difficult to tell who makes the most money.

To do business successfully in the retail grocery trade requires good management and constant activity. Small, but active stocks, composed principally of those goods which are usually moving, are the most profitable. Make as big a noise about the goods as possible, the more the better, and keep them whirling. Sales must be active, capital must be kept on the move, turning over constantly, and then it will accumulate more capital. If all retail grocers did this there would be more satisfaction with more business.

NICKEL COINS FOR CANADA.

A RECENT suggestion that Canada should adopt nickel as a metal for coins, using the pure metal rather than the alloy used by the United States Government, has much to commend it. Canada has the greatest deposits of nickel in the world, and is practically the source of the world's supply. The adoption of the metal for all coins would, therefore, be a great advertisement for the country and aid materially in the development of this branch of the mining industry.

Nickel is growing in popularity for coinage purposes in Europe, and Canada would do well to be one of the first countries to adopt the metal. Its use for fifty, twenty-five, ten or five-cent pieces would cost much less than the present silver coinage, and the Government's profits would, consequently, be larger. The day is past, however, when the public look for intrinsic value in coins, most coins being mere tokens. It is the Government's fiat that places value on the coins, and pure nickel, which will stand hard wear, would be an almost ideal metal for a Canadian coinage.

THE VALUE OF CO-OPERATION.

IF Canadian exporters have anything to learn from the methods employed by European merchants and manufacturers in exploiting the world's markets, it is summed up in the one word, "co-operation." And a remark of one of the leading United States consular agents to Germany on this subject is not without interest when it is remembered that German tradesmen have had remarkable success in securing a foothold in foreign markets. He says:

"The time has arrived when our exporters must get rid of jealousies and mistrust and join with competitors for the protection of their mutual interests. It is a matter not of opinion, but of compulsion, and the sooner the export trade realizes it the better. In our foreign commerce more thorough methods must be adopted if we would cope with other nations. Associations of exporters may be beneficial in many ways. They can have frequent meetings to devise inducements for attracting foreign trade; they can discuss their experiences and enlarge their knowledge on the various phases of modern export trade; they can more effectually protect themselves against losses, etc., and have a regularly constituted bureau of information, where the names of undesirable customers may be registered, and they can encourage our young merchants in the scientific and practical study of commerce and foreign languages. Canada has already such an organization in the Canadian Manufacturers' Association.

"Another factor is liberality. While seeking new customers it is above all of greatest value to retain the old ones. Differences between the exporters and receivers of goods may not be avoidable, but they are sometimes based on grounds too frivolous for a quarrel. If the exporter is at fault, he ought to make amends; if the purchaser is the guilty party, the exporter should meet him halfway. Independence is a valuable quality, but stubbornness is enough to ruin any business. To regain a customer lost is the most difficult task in commercial life, but it is often very easy to hold one if the proper means are applied.

"In these days of intense competition nothing is more fatal than adhering strictly to set policies. Every avenue of trade is crowded with cool and keen-witted men, fertile in expedients and de-

vices, who are perpetually inventing new ways of buying cheaply and at best terms, and if success is wanted in business our manufacturers and exporters must shape themselves to every exigency. It is a great mistake of some exporters to discriminate too much between the regular and casual foreign buyer. The same means that made the first permanent can make the second permanent also. Moreover, patience, fairness, and persuasiveness are necessary to develop our export trade. Many merchants fail to follow this course, and as a consequence are the losers. It is natural enough that the introduction of new articles into foreign countries should meet with prejudices and doubts, and only perseverance, fair dealing, and the power to convince the foreigner of his false opinion will overcome this drawback.

"A further means of building up export trade is the allowance of credit. It is impossible for exporters on this side of the Atlantic to sell their wares on a strictly cash basis where European merchants give credit. Of course, this does not mean that credit should be given to all who ask for it, but careful inquiries will enable our merchants to weed out undesirable foreign purchasers and to greatly limit the risks.

TARIFF INQUIRY.

IT has been officially announced that the committee of ministers who are to inquire into the operation of the Canadian customs tariff at the next session of Parliament, will enter upon their work about the end of August or the beginning of September. Meanwhile it is well for parties interested to prepare such information as they intend to submit and to select representatives to appear before the commission. The Grocer has to listen to a tale of woe from time to time from members of the trade. Such complaints should be aired publicly before this commission if they are to be remedied. Otherwise the customs authorities will conclude that everything is running smoothly, and proceed to pass approval on the present regulations. If it is the dumping regulations that are at fault, a strong representation on this subject should be arranged without delay.

All who come before the committee should be prepared with accurate information respecting the requests they have to make and be ready for cross-examination in matters about which there may be diversity of opinion. Reasonable notice will be given of the visits of the committee to the several points selected, which will include one or more places in every province of the Dominion. All inquiries should be directed to Mr. John Bain, assistant commissioner of customs, Ottawa, secretary of the tariff commission.

EXECUTIVE ELECTED.

The Canadian Association of Master Bakers have elected their executive for the ensuing year: President, George W. Shouldis, Ottawa; vice-president, M. Bredin, Toronto; J. R. Heardman, Cornwall; A. L. Thirodeau, Windsor; W. D. Muir, Vancouver; treasurer, A. W. Carrick, Toronto; secretary, James Acton, Toronto; executive (with the officers), A. M. Ewing, Hamilton; John Turnbull, Toronto; T. Fitzgerald, St. Catharines; R. H. Harrison, Woodstock; legislative, George W. Shouldis, B. Slinn, John Borthwick, Ottawa; A. A. Lees, A. M. Ewing, Hamilton; John Turnbull, M. Bredin, James Acton, Toronto; James H. McEwen, Montreal; E. Parnell, jun, London.

MODERN COLD STORAGE PLANT.

IT was with no little pleasure, on a hot day late in July, that a representative of The Grocer was shown through the cold storage warehouse of Gunn, Langlois Co., Montreal, which has recently been enlarged and remodeled.

The new wing is a building 60 feet by 120 feet, and five stories high including the basement, and gives the firm 220,000 cubic feet additional space, making altogether some 325,000 cubic feet of refrigerator space in which the temperatures range from five degrees below up.

The plant as it now stands is built on the slow burning principle, the very latest idea along this line having been incorporated. The walls and partitions have been rendered absolutely fire proof by the use of a covering of compressed mineral wool, expanded metal lath, and good hard cement. Wired glass is used in all the windows throughout the building, and the elevators are built in a special well separate from the rest of the building, and equipped with automatic fire dors. In annition to this, the electric light wires are all encased in iron conducts.

As a result of their efforts toward making their warehouse practically fireproof, Gunn, Langlois & Co. have succeeded in getting from the fire underwriters the lowest fire insurance rate in Montreal. The warehouse is situated on a corner, with six doors on the west side providing for prompt receipt and delivery of produce. The plant has a capacity of 100 tons, refrigeration, developed by machines installed by the Lavergne Machine Co., of New York, and the Linde British Co., of Montreal. Passing from one cooling room to another of progressively lower temperature, one was impresed irresistibly with the effectiveness of artificial refrigeration.

Nor was this effect diminished by the sight of the tiers of butter, cheese, etc., and the stores of poultry and game which, from all appearances, may be kept indefinitely in this Arctic region, fronting on St. Paul street.

IMPORTANT TRADE MARK DECISION.

AN end of what has been a long-contested trade-mark case was reached recently by the decision of the Privy Council in throwing out the appeal in the case of Gillett vs. Lumsden.

The dispute is one of long standing and has been fought from one court to another up to the Privy Council. E. W. Gillett Co., Limited, objected to Lumsden Bros., of Hamilton, making use of the words "Jersey Cream" in the description of yeast, baking powder, etc., declaring that the words constituted a sort of trade mark for the Gillett products. Justice Street upheld that contention, but full court thereafter upset the judgment as have also the courts higher up.

Clute, Pinkerton & Cook acted for Lumsden Bros., and were represented before the Privy Council by Groege F. Shepley, K.C., while Mr. Bicknell, of Bicknell, Kappele & Co., appeared for the appellants.

NOT TOO EARLY.

Now is the time of year for the grocer or general merchant who is thinking of installing new heating apparatus in his store to come to a decision. If it is to be a stove, it may be all right to wait until the cold weather is at hand; if it is a hot-air furnace or hot-water system, which requires some time to set up, it is none too early for him to complete his arrangements now.

Mr. John F. MacLaren, Toronto agent for the Ogilvie Milling Co., Limited, was met by The Grocer in Ottawa this week. Of the many delegates attending the Canadian Association of Master Bakers in that city this week, Mr. MacLaren seems to be one of the most popular. His acquaintance with the baking and grocery trade of not only Toronto, but Ontario, is a close and valuable one, and no one is a harder worker or pays closer attention to the interests of his customers than Jack MacLaren.

"SALADA"

Ceylon Tea

Black, Mixed or Natural Green

Why?

Salada Teas have been accorded a sale without precedent in the annals of the Tea trade. **Why?**

Holding fast all tastes on a "cup draw." **Why?**

Earning every dealer's support and good will throughout the entire American continent. **Why?**

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904. **Why?**

"Draw your own conclusions."

"SALADA" Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.

Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

BRANTFORD PREPARED CORN STARCH

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn, have produced a better grade of corn starch than the trade has ever known before.

Based on merit and backed by good advertising, the inevitable result has been a DEMAND and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, Limited

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, Aug. 10, 1905.

THIS week's trade on the whole is good, but featureless. Sugar being in its full season is much in view, and firm in prices owing to a steady, good demand. Molasses also keep up pretty well in Montreal, but the stocks are too small to give way to any large sales. Teas continue in good demand, and dealers report a fair business. Coffees and spices are much the same as last week, the anticipated advance in peppers not having made any appearance as yet. The canned goods situation is as puzzling as ever. The improbability of lower prices is almost confirmed and jobbers look at it that way. Fish is scarce, but in exceptionally good demand for this time of the year. The fish dealers have made good business this year. Maple products and honey are quiet, being, to speak plainly, out of season. Flour and feed enjoy a good demand, but lack in interesting changes. Other lines are practically the same as during the previous week.

Sugar—The sugar market is very active, specially in refined, which enjoys an enormous demand. This is the season for this article and dealers claim that business is exceptional and very satisfactory. Other lines, such as granulated and raw, are also in good shape. We quote:

Granulated, obls.	$5 00
" ½-bbls	5 15
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and 1½-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 50 4 75

Syrup and Molasses—Some dealers are of opinion that the last week's improved demand is still prevailing, while others deem it only fair. No big transactions are reported, owing to stocks not being large. In fact, any stock of consequence in Montreal is held by three or four big dealers. Prices are unchanged.

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Teas—The market for Ceylon and Indian blacks is about the same as last week. A little more activity is noticeable in Japans and particularly in last season's third crop, which is selling at 12 1-2c. to 15c. China greens are short. I arge orders have been given for import. New teas are also active. Poochow pekoes are said to be scarce and consequently higher figures are expected.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Coffees—The local stocks of coffees are light, owing to small receipts, and a steadiness in consumption. Consequently, prices are advancing. Still higher prices are expected. However, no particular activity is reported.

Good Cocuitas	0 11 0 13
Choice "	0 12 0 13
Jamaica coffee	0 10½ 0 11
Java	0 18 0 24
Mocha	0 17 0 20
Rio	0 10 0 12
Santos	0 09½ 0 12

Spices—The market continues active in all lines owing to a good demand. Expected high prices have not as yet appeared, but some dealers still claim that present figures will change soon, and especially in peppers and cloves. Other lines are steady. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Canned Goods — The canned goods situation is unchanged. Orders for futures continue to come in steadily. It is reported that some dealers have offered old stock of salmon at reduced prices, but their success in this case, it is thought, is only problematic. The pea crop is promising to be a good one, and it is thought that prices may be easier. We quote:

Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Curran's, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	4 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson light syrup	1 00
2's " heavy syrup	1 30
2½'s " " "	1 57½
3's " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 15
2's " " heavy syrup	1 35
2½'s " " "	1 62½
3's " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

New Canned Goods for 1905:

Strawberries.

	Group No. 1	Group Nos. 2 & 3
2's—Heavy syrup	91.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3).	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls....$1.57½
Horseshoe, 5 cases and over—Talls 1.55
Horseshoe, 1 to 4 cases—Flats 1.70

Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Fish—All lines of fresh fish are scarce but the good demand for them keeps up steadily. What fresh stock is arriving is immediately disposed of, no stock being left over. Higher prices are soon expected in lake fish, such as trout, white, dore and also in finnan haddies, owing to scarcity and good demand. Brook trout is now selling at 20 cents. Fresh Gaspe salmon is about done, and dealers have to fall back on British Columbia or frozen Gaspe. There is little or no demand in salt fish, except for boneless and skinless cod. However, as the weather is getting cooler, it is expected that consumption will greatly increase. We quote:

Fresh B.C. salmon	0 15
Sword fish	0 10
Black bass	0 12
Fresh mackerel, per lb., chilled	0 09
Gaspe Salmon, per lb.	0 15
Sturgeon	0 09
Dore, fresh	0 09
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 20
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 05
Fresh pike	0 07
Fresh halibut	0 13
Fresh steak cod	0 06
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs.	4 50
Sea trout in bbls, 200 lbs.	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—It is thought by dealers that tapioca will shortly advance owing to a steady and good demand. Rice is only steady with no particular feature.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Foreign Dried Fruits—The condition of the market is much the same as last week. Dealers find advantageous prices for their goods and even old stocks are disposed of with benefit. There are no changes in prices.

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
" " " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Country Produce.

Maple Products—Both sugar and syrup are in little demand, and manufacturers are busy canning fruits or vegetables. Prices are unchanged.

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

Honey—Honey continues dull. Dealers do not expect any improvement before the weather becomes decidedly cool. It was expected that through the arrival of new honey, which, by the way, is not as plentiful as first thought, the demand and consumption would increase, but such hopes have not been fully realized, although some inquiries have been made for the new stock. We quote:

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 07½
" comb	0 11 0 12½
Buckwheat	0 06 0 06½

Beans—Market is high and firm, and a fair and steady demand prevails at quotations.

Choice prime beans	1 65 1 70
Lower grades	1 40 1 50

Hops—There is practically no change in hops. Both in New York and locally they are firm and inactive. There is no demand, as nearly all buyers have contracted with holders for their supply for from one to three years in advance. Prices unchanged.

B.C.	0 36 0 38
Choice Canadian	0 25 0 30
Fair to good	0 24 0 26

Evaporated Apples—Nothing of note to report. Evaporated apples continue dull at from 6 1-4c. to 6 1-2c.. and dried apples, dead demand, 3c. to 3 1-2c.

Flour, Feed and Meal.

Flour—The market is about the same as last week, owing to a fair demand. The prices remain the same and firm enough. Very little exports are done, but local business is considered good. We quote:

Royal Household	5 70
Glenora	5 40
Manitoba spring wheat patents	5 40 5 60
" strong bakers	5 10 5 30
Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags, 90 per cent	2 40 2 50

Feed—The demand for feed is said to be very good and steady, and owing to this prices are higher, particularly in bran and shorts. Mouillie enjoys a fair but only steady demand. Prices are as below:

Manitoba bran, in bags, per ton	17 00
" shorts	20 00 21 00
Ontario bran, in bulk	16 00 16 50
" shorts	20 00 21 00
Mouillie	24 00 27 00

Rolled Oats—Rolled oats are as dull as usual and prices unmodified. Oatmeal is not in any better shape, and dealers do not expect any near improvement. We quote:

Fine oatmeal, bags	2 85 2 90
Standard oatmeal, bags	2 70 2 75
Granulated " "	2 70 2 75
Rolled oats, "	2 20 2 25
" bbls	5 50
" 90-lb. bags	2 65
" 80-lb. bags	2 30

Hay—The finest hay is not more abundant than during the previous week, while the common grades are in sufficient supply. The demand is considered pretty good. Prices are not altered as yet.

No. 1 timothy	8 00 8 50
" 2 " choice	7 00 7 50
" 2 " ordinary	7 00 7 25
Clover	6 00 6 50
Clover mixed	6 00 6 50

Ontario Markets.

GROCERIES.

Toronto, August 11, 1905.

SINCE our last issue business generally has given every satisfaction, several firms reporting receipt of good volume of substantial orders. Considering the holiday season is upon us, and that certain markets are still in transition state, and not, therefore, conducive to substantial trade, the present condition may be taken as an indication of a general healthy commercial state. In canned goods there is little to remark; prices remain unchanged. In coffee domestic trade is slow, but foreign indications denote firmness with upward tendency. Tea is in an exceedingly interesting stage, the attitude of domestic buyers being to hold back for lower prices, whilst from all foreign points come news of increased firmness. Foreign dried fruits are naturally slow, in face of continually increasing receipts of fresh fruits; prices, however, are stiffening, and the opening season promises to open strong and healthy. In foreign nuts there is little doing, walnut prospects showing somewhat behind usual prospects. Tapioca has firmed up owing to scarcity, and shows an advance of ½c. The spice market is slow. Cream of tartar has shown an unusual development since Friday last of 2s. per cwt. The provision markets generally show steady trade, with lard scarce and advancing. The grain market has fallen to an even basis, and is expected to maintain, awaiting new arrivals. The sugar market continues strong and re-

mains unaffected by the disparity of the U.S.A. reports.

Canned Goods—The volume of trade in canned goods has somewhat slowed down during the past week, probably owing to the fact that most outside points had sorted up stocks in view of travelers' vacation. There is still a good deal of interest manifest in the salmon situation, and the canners are still showing reticence in closing futures. Although from a time point of view the pack will undoubtedly be curtailed, the excellent catch will relieve this somewhat, so that at the present moment the situation is to a large extent one of conjecture. We quote as follows :

Peas, standard, 2's, group 1		0 62½
" " " 2 and 3		0 60
" early June " 1		0 70
" " " 2 and 3		0 67½
" sweet wrinkle," 1		0 82½
" " " 2 and 3		0 80
" extra fine sifted, 2's, group 1		1 22½
" " " 2 and 3		1 20
Spinach, 2's, group 1		1 40
" 2 and 3		1 82½
" 3's, group 1		1 80
" 2 and 3		1 42½
Asparagus, 2's, group 1		2 52½
" " 2 and 3		2 50
Cherries, red, pitted, 2's, group 1		2 02½
" " 2 and 3		2 00
" red, not pitted, group 1		1 57½
" " 2 and 3		1 55
" black, same as red.		
" white, pitted, 2's, group 1		2 23½
" " " 2 and 3		2 20
" white, not pitted, 2's, group 1		1 82½
" " " 2 and 3		1 80
Strawberries, heavy syrup, 2's, group 1		1 52
" " 2 and 3		1 50
" preserved, 2's, group 1		1 67½
" " 2 and 3		1 65
Rhubarb, 2's, group 1		1 17½
" 2 and 3		1 15
" 3's, group 1		1 92½
" 2 and 3		1 90
" gal. group 1		2 65
" 2 and 3		2 62½
Tomatoes, 3's		1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" 3's		0 95
" whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 90
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" 3's		1 90
" gal		2 62½
Strawberries heavy, syrup, 2's		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s. "		18 00
Lunch tongues, per doz		2 75
Potted meat's, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The market in sugar has continued at a fairly even basis. The somewhat heavy sales of the previous few weeks now show signs of subsidence, buyers being disposed to draw from their available stocks before increasing their holdings. Prices are ruling very firm, with a distinctly upward tendency. The U.S. market reports of recent date all point to active business, with prices stiffening up. There have been heavy withdrawals in the refined markets on outstanding contracts, making high record figures. In raw sugars the activity has not been so marked, but the market remains firm, with reports of sales on a slightly better basis. The latest reports to hand from London denote markets as slow, probably owing to the public holiday about this season, but prices unchanged. Our previous prices remain unchanged :

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 93
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2 "	4 68
No. 1 "	4 58
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—The home markets are particularly quiet at present time, and prices remain unchanged. Advices from New York point to little business being transacted, but as no supplies were being pressed forward the prices ruled steady and without change. We quote :

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The domestic trade in coffee is evincing little interest, the outside demand has been lacking energy, and buyers are consequently much reserved in face of existing prices. The U.S.A. reports are indicative of good business with prices well maintained, and this especially so in the milder grades. There was a good undertone to all recent reports, probably owing to the fact that in the aggregate the season's crop is likely to fall short of prospective consumption, which means a considerable inroad upon the world's surplus stock. Consequently present prices would appear to be warranted.

We quote as follows :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" No. 6		0 11
" No. 5		0 11½
" No. 4		0 12
" No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The domestic market in tea has been moving slowly, the apparent tendency of buyers being merely to buy for present requirements. Foreign reports are rather favorable to prices stiffening for a rise. The U.S.A. markets report fair trade, with prices very firm in view of reports from points of production. In Indians the latest advices confirm a steady falling off in crop returns during the current month, with markets very active and dearer prices. It is estimated that the whole of the 1904 Indian crop has now been practically disposed of, and that the average price for season has been disappointingly low. The new season's teas are, on the whole, better quality than earlier arrivals of last season, and sold at distinctly higher prices. The demand on the London market continues to advance; especially is this the case with teas showing good condition, common teas moving steadily round former prices. In Ceylons the interest has been centred round good medium and good liquoring teas, and prices for these made a further advance. In Chinas the market has been watching for the finer growths, and some exceptional quality Keemus met with keen competition at 1s. 1d. and 1s. 3d. per lb. Javas, too, met with good success, and changed hands at slightly advanced prices. Local markets remain unaffected by the foreign upward tendency, and our previous prices rule. We quote :

Congou—half-chests, Kaisow, Moning, caddies, Pakling	0 12	0 60
	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—The local market in dried fruits has been somewhat

indifferent in regard to volume, and little activity has been manifest. Prices remain as previous quotations, but there are indications of changes in the near future. Dates, which have been offered at exceptionally low values, are now showing a decided firmness, and first and second tide steamer arrivals have advanced during the last day or two fully 1s. per cwt.

Valencia raisins are reported as being much below previous estimates, and in the opinion of experienced growers will be considerably below last year's crop. The current situation having now reached its climax, and the law granting the proposition to the Bank of Athens having become an accomplished fact, it is confidently expected that the market will open strong, but at present there are no offerings to notice. Altogether the indications are for firmer prices. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06½
80-90s	0 05½	0 05½	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08	0 0 13

Apricots—

	Per lb.
Californian evaporated	0 15

Peaches—

	Per lb.	
Californian evaporated	0 11	0 13

Pears—

California evaporated, per lb	0 13

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.	
New selects	0 05½	0 06
Sultana	0 05½	0 10
California, loose muscatels—		
3-crown		0 05
4-crown	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½

Foreign Nuts—There is little to note in these goods. Jumbo peanuts are reported as scarce, but not to make any variations from our previous quotations. The crop of walnuts is expected to be much below last season, probably by some 50 per cent., which is expected to bring the market in that line to a more rational basis. Quotations are:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08½
Japanese Jumbo's		0 08½
Virginia "		0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Rice and Tapioca—The situation in these lines remains unaltered. The scarcity in tapioca has had the natural effect of bringing prices to advance point. They now stand at an easy ¼c. advance. We quote:

Rice and Tapioca—

	Per lb.			Per lb	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 04	0 04½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spices—The spice market is suffering with its usual inactivity at this season; most firms have already laid in their stocks in view of pickling. Prices continue firm. In the case of cloves prices have steadily advanced, and now stand some 8s. per cwt. higher than a month ago. Previous quotations still maintain.

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—There is little movement in dried and cured fish; a small trade is still doing with prices remaining unchanged and nothing of interest to note. We quote:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06

Country Produce.

Evaporated Apples—Business is reported as inactive, with previous quotations ruling. We quote:

Evaporated apples	0 07	0 07½

Eggs—We have a still further advance to record in eggs. Business is still maintained at even prices, and with fewer arrivals prices have somewhat stiffened. We quote:

New laid eggs, per doz	0 17½	0 18½

Beans—The market in beans continues slow, with prices remaining at previous quotations. Developments are still too immature to offer any advice on the coming situation. We quote:

Beans, handpicked, per bush		1 80
" prime, No. 1		1 65
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 10, 12.30 p.m.

BUTTER—Market weak and lower; little or no demand, stocks light: fancy, 21½c to 22c; choice, 21c to 21½c; good to fine, 20c to 21c.

CHEESE—Lower but firm fair demand; Eastern, 10⅝c; Ontario, 10⅜c to 10⅝c.

EGGS—Tone continues firm; no exports, demand only local and stocks small; selected fresh gathered, 21c; straight, 19c.

PROVISIONS—Market strong with good demand all round and general scarcity; live hogs, 7c to 7½c; dressed hogs, 9½c to 10c; hams, 13½c to 14½c; bacon, 14c.

Maple Products—Whilst there still remain some stocks on hand, little business is moving and previous prices continue to rule. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Honey—Trade in honey at this season is practically at a standstill, with stocks merely nominal. Previous quotations still maintain:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Fresh Fish—The market in fresh fish has been exceptionally healthy since our last issue, supply coming to hand has been good and in good condition, with demand steadily advancing. Whilst our former prices remain unchanged, there are indications of a stiffening with upward tendency. We quote:

Fresh halibut, per lb		0 13
" haddock "		0 07
" trout "	0 08	0 09
" cod steak, per lb		0 07½
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps per gal	1 15	1 25
Whitefish, per lb		0 09
Herring, "	0 05	0 0
Pickerel "	0 07½	0 08

Grain, Flour and Breakfast Foods.

Grain—Since our last report the grain market has assumed a more rational atmosphere, and prices have accordingly settled down to a more stable basis. Manitoba wheat has had a substantial drop, No. 1 being now quoted at $1.08, and No. 2 at $1.04 to $1.05, with other grades in proportion. The market itself is only moderate in activity. With the new wheat gradually coming to hand a steadier and more reasonable market is expected to develop. The following prices were ruling at time of going to press:

All on track Toronto.		
Manitoba wheat, Northern No. 1 (nominal)		1 08
" " " No. 2	1 04	1 05
" " " No. 3	0 91	0 92
Red and white, per bushel, old	0 84	0 85
" " " new	0 81	0 82
Barley "	0 50	0 52
Oats "	0 44	0 44½
Peas " nominal	0 77	0 78
Buckwheat " nominal	0 6·	0 64
Rye, per bushel, " "	0 65	0 66

Flour—The flour market has fallen somewhat flat, buyers showing inclination to await arrival of new flours as far as possible. The soft flours are expected to be marketed within the next two weeks, and hard flours some weeks later. Meanwhile moderate trade is being done at previous quotations. We quote:

Manitoba wheat patents, per bbl. in bags	5 00	5 50
Strong bakers " "	4 80	5 20
Ontario wheat patents " "	4 40	4 60
Straight roller " "	4 30	4 40

Breakfast Foods—Trade in breakfast cereals, whilst showing a decline as compared to later in the season, still stand well to the front in volume, and prices are well maintained at previous quotations, with good stocks on hand. We quote:

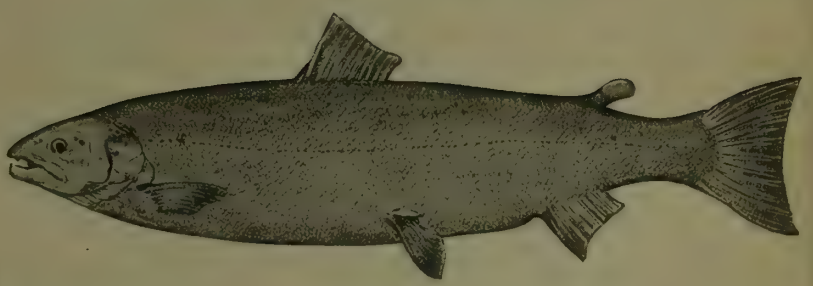
Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—Trade in hides and wool is reported as still active, and prices are expected to be well maintained in view of continued activity. Country hides are showing an advance of an easy ½c. per lb., with lamb skins and shorn pelts at an easy 5c. rise. We quote as follows:

Hides, No. 1 green steers, per lb		0 10
" " 2 " "		0 09
" No. 1 green, per lb		0 09½
" " 2 "		0 08½
Country hides, flats, per lb	0 08¾	0 09
Calf skins, No. 1, selected		0 10
" " No. 2		0 08
Lamb skins, each		0 60
Shorn pelts "		0 50
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 16
Wool-washed fleece		0 26
Rejections		0 20
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

W. B. Moore has purchased the grocery business of J. McBride, Millbrook, Ont.

Fraser River Fancy Sockeye Salmon



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HOW WINE IS MADE.

By Lieut.-Col. Davis, in Daily Mail.

WE were in the very heart of the Grande Champagne country of the Charente, and had motored out from Cognac in order that I, on the first day of my stay, should gain a general idea of the country, and see something of the work of the vintage.

Standing on the high ground before the farmhouse in the vineyard, I looked round at a billowy country of soft rises and gentle valleys. The clumps of Autumnal trees and the purple and brown of plow land and waste alternated with the emerald of meadows and the deeper green of the vines.

Long grey houses and red roofs were half hidden in the gold and crimson and green and russet of the groves; poplars, orange with auburn leaves, stood along the banks of little streams which flowed through vales where the cattle grazed on the turf; the tips of steeples told of villages hidden away in the folds of the ground, and in the far distance one saw the fringe of the tall chimneys of Cognac and the umbrella-shaped belfry of its big church.

Of course, I asked questions, and the first two were: "Have the vineyards recovered after the scourge of phylloxera?" and "Is the brandy now made as good as it was before the little insect came from America and destroyed the vines?" The story of how a succession of plagues, almost as many as Pharaoh brought upon Egypt, visited vines, and how they were met and overcome, was too long a tale to tell in a vineyard with an afternoon sun beating on us, and my host proposed to postpone that story till some evening after dinner. My other question, my host told me, had been answered for the farmers by the brandy itself. One portion of the Charente country, the marshy Pays Bas, possessed a clayey soil, which repelled the phylloxera, and there was no need to replant the pines. The Pays Bas brandy to-day comes exactly in the scale of excellence of cognacs where it did before the appearance of the plague of insects.

The districts produce brandy which is at its best in the Grande Champagne, and then declines in value as the circles of the various Bois—Fine Bois, Bon Bois, Bois Ordinaires, Bois a Terroir—go ever further from the centre; though I learned that no farmer in the Charente ever acknowledged that his vineyard lies outside the limit of the Bons Bois.

The Grapes.

We saw the grapes picked, and emptied from the wooden baskets into a great vat on wheels, which two horses harnessed tandem drew to one of the windows of a great shed. Door there may have been to the shed, but I saw none. We scrambled in through one of the windows, and I was in semi-darkness. As soon as my eyes became accustomed to the brown half light, I found myself in a picturesque interior, which would have pleased the eye of any artist. Three windows in the shed were squares of fierce light, and at the fourth the men and the great vat and a slide, down which the grapes came to be crushed, blocked the sunshine. The broad roof above the beams was picked out with delicate points of vivid pink, where the sun strove to find a way in through the loose-laid tiles. In the warm gloom men in colored shirts or striped jerseys, with bare arms, were straining at the bars of the press, and from the openings of the great circle full of grape pulp oozed the juice, and flowed away into channels under the flooring.

From the pressing room we climbed down into a long, dark shed, where, below a pipe which ran the whole length of its roof, the farmer had placed rows of barrels into which the young wine ran from taps overhead, and thence we went on the distilling shed, where in a few weeks' time, when the young wine had fermented, the brandy would be made.

The pot-stills which the farmers use are very simple; but experience has shown that the best brandy comes by the simplest means. The brandy is twice distilled, and only the best portion of each distillation, the heart of the heart of the spirit, is retained.

Mr. James Hennessy, the head of one of the great brandy firms of the town of Cognac, was my guide through the stores of his house, and amid avenues of giant vats and acres of hogsheads I learned something of the care with which brandy is stored, matured, and eventually put on board ship for England.

A Great Vintage.

Brandy of vintage years, I found, is generally shipped to England in bulk and allowed to mature in the casks in British stores; 1900 was a vintage year, and 1904 will also probably be regarded as one. The bottled brandy, which is exported in cases, has matured in the stores at Cognac, and has attained the age guaranteed by the stars or letters on the corks. Once in bottle the brandy does not continue to mature, and thus a "one star" brandy in bottle will never become a "three star," however long it may be kept in a cellar.

The chalk in the soil of the rolling hills of the Champagne districts has a good deal to do with the excellence of the brandy; but it very nearly defeated the plucky people who have replanted the whole, or almost the whole, of the Charente vineyards with American roots. They last great vintage from the purely French vines in the Charente was in 1875. It was a glorious Summer that year, and the grapes ripened splendidly. But what was helpful to the grapes was also helpful to the phylloxera insects, and the minute pest increased by countless millions. The farmers, most of them, uprooted and burned their vines, and many of them sold their pot stills as old metal. The big firms of the brandy trade, however, did not give up the battle, and prepared, like a garrison which knows it will be obliged to stand a siege, to hold out through the bad times. As the plague had come from America, it was to America that the committee turned their eyes for the remedy, and the farmers of Cognac began to replant with American roots.

The American vines, which flourished well enough in the low lands, were strangled by the chalk in the hills of the Grande and Petite Champagnes, but a savant who was sent to America returned thence with the Berlandieri vine, which he had found in chalky Texas, and the battle was won.

In 1890 the first note of triumph was sounded in an official report; in 1896 a definite victory all along the line was announced. Meanwhile the big firms, husbanding their precious stores of brandy, and drawing on the Pays Bas and the vineyards in other parts of the country which had withstood the pest for the full amount of wine they could produce, found other enemies in the field against them. England required brandy, and many Englishmen did not at all like paying an increased price for it because an objectionable insect was ravaging the Charente vineyards. The Englishman asked for cheap brandy, and he got it—with a vengeance. How some of it was made is one of the guilty secrets of the world, but I am told that it is possible to-day to buy in Bordeaux for 6f. a case which purports to contain twelve bottles of brandy, capsuled, swathed in straw, and starred like the Milky Way.

From what I saw during my stay in Cognac I can say with certainty that the vineyards of the Charente are producing more wine than they did before the evil days of the "seventies," and that the spirit distilled from the wine is as fine a brandy as "Cognac" has ever produced.

HINTS TO BUYERS.

Buyers of sugar syrups may procure same from H. P. Eckardt & Co.

H. P. Eckardt & Co. are offering special value in washed Brazil nuts.

"Liquid Veneer" is having a large sale with the Eby, Blain Co., Limited, Toronto.

New apricots, fancy California, in 25-lb. boxes, are in stock with the Eby, Blain Co., Limited, Toronto.

E. L. Jemmett, Beamsville, is making a specialty of guaranteeing his "Crown Brand" fruits. A guarantee is placed in every crate, basket, etc., going out.

The Eby, Blain Co., Limited, Toronto, are offering a snap in Singapore pineapple, 1½s., both sliced and whole.

TO INCLUDE ADULTERANTS.

The Ontario Board of Health have approved of Dr. Hodgett's recommendation that all milk adulterants be dispensed with. Accordingly, the doctor is communicating with the Minister of the Interior urging legislation from the Dominion Government excluding the importation of all such preparations to the country.

"You know that all comparisons are odious," and like Uncle Josh's mule, sometimes kick back. In THE CANADIAN GROCER of last week you were invited to compare the prices of the "Combine" with those of United States packers.

It is scarcely necessary to state here that the advertiser did not buy "Combine" goods last season, i.e., direct from the "Combine."

In THE CANADIAN GROCER of July 28th, page 32d, this advertiser, who poses as the true friend of the retail merchants, advertises ordinary Canadian 3's Tomatoes at $1.25 per doz. Now, as the packers from whom he purchased these Tomatoes are "independent," i.e., outside of the "Combine," and were quite free to sell their tomatoes at any price they pleased, it is only a fair supposition, judging from the tone of this advertisement that he was able to purchase his Tomatoes away under "Combine" prices, say, for the sake of argument, at 60c. per doz., which from his advertisement he wishes you to believe is a fair price.

Subtract from his selling price $1.25 per doz., his cost price, possibly, 60c. per doz, you have his profit, viz., 65c. per doz., or something over 100 per cent. "O ye gods," just think, over 100 per cent. profit! but he is no "Mercantile Buccaneer," he is the true (?) friend of the retail merchant. He loves him better than a brother, and that is why he sells tomatoes at $1.25 per doz. when the "Combine" price to you was $1.15 per doz. and the U.S. price is, according to him, 60c. per dozen. It is quite possible, however, that he paid more than 60c. per doz., but there was no reason why he should have had to pay "Combine" prices as he bought his goods from an "Independent" packer, who was free to sell to him at any price he pleased.

A word as to the comparison between prices in the United States and in Canada. It is quite true that prices were very low in the United States last season on Corn and Tomatoes, due to an excessively large pack.

About four years ago there was a great scarcity of Corn and Tomatoes in the United States and prices ruled exceedingly high—just as prices on Corn and Tomatoes in Canada have been high owing to short packs, and in consequence a large increase in cost of packing—prices were so high in the United States that it was profitable to import Tomatoes and Corn from Canada in the face of a practically prohibitive duty of 35 per cent. and 1c. per lb. The fact of this great scarcity in the United States encouraged a great many companies and individuals to start packing, with the result that during the last three years goods were packed largely in excess of the country's power to consume; and last year hundreds of packers unable to stand the strain on their finances were forced to the wall and their goods were thrown on the market at slaughter prices, and history is likely to repeat itself in Canada. A perusal of any trade paper such as "The Trade" Baltimore, "New York Journal of Commerce," "The Canner," Chicago, will corroborate the statements as above.

This season affairs in the United States look a little better. They are only having a 50 per cent. crop of Peas and prices are stiffening in consequence. To-day's prices in the United States range from 70c. to $2.20, as compared with prices in Canada, 60c. to $1.20. In Tomatoes, even with a carry over of millions of cases prices have risen to 72½c. per doz. with prospects for 80c. very shortly (Vide N.Y. Journal of Commerce). Bear in mind these United States prices are to the Wholesale Trade, whereas the Canadian prices are to the retail trade.

It is true that Corn sold at very low prices last season in the United States, but a great deal of this cheap Corn was common Field Corn. Best quality of Maine Corn sold right along at from 90c. to $1.00 per doz F.O.B., and this Maine Corn is not a whit better than any of the Canadian Canners standard brands such as Aylmer, Little Chief, Delhi, etc. We know this for a fact as we have samples of this fancy Maine Corn in our offices and have made careful comparisons.

In many lines, gal. Apples, Cherries, etc., prices are very much higher in the United States than in Canada.

Again, the advertiser makes anot her mis-statement, through ignorance or with a desire to mislead. He states that labor and cost of materials are cheaper in Canada than in the U.S. Take the price of fresh Tomatoes: a reference to the Baltimore "Trade" of July will show that in Maryland and other large tomato centres, tomatoes have been contracted at from 15c. to 18c. per bushel, as against 25c. per bushel in Canada. This makes an extra cost to Canadian packers of at least 15c. per case, not even taking into consideration the larger number of cans per bushel in the U.S., due to slack filling.

We hope that we have succeeded in showing how deliberately misleading some advertisements are. The policy of the Canadian Canners, Limited, will continue to be to pack the very highest quality of goods at low prices, but if crops are short it is only reasonable to expect higher prices than when they are plentiful. Demand and supply regulate prices in everything and everywhere, some advertisers to the contrary notwithstanding.

Remember that practically all of our processors have had nearly a quarter of a century's experience in canning. There is nothing experimental about our plants Quality of goods is guaranteed.

Canadian Canners, Limited.

ADVICE TO YOUNG CLERKS.

(By F. Farrington in Interstate Grocer.)

ALL kinds of clerks begin well; a new broom sweeps clean. But your employer will judge you by the way you wear, not by the way you start in. Lots of good starters are poor finishers.

Be prompt. One of the first things for a man to learn if he expects to be a business man is the necessity for promptness. Tardiness may do in swell society, but it won't do in business.

There's a right way to do everything. You probably will do most things the wrong way first. When you do find out the right way, remember it.

Keep busy. As long as there is a bit of dirt in sight, you have no excuse for being idle. You have no excuse for being idle anyway. There are a thousand things to do without waiting to be told.

Don't get the notion in your head that most of the old-fashioned, fundamental rules are exploded theories, and that you have a lot of new ideas that are going to revolutionize business. Revolutions are not so easily started, and many of them end in smoke anyway.

Be a man. Now that you have started in business life, just drop out the fool boy tricks that are a nuisance to everybody but boys. Take your job seriously, but don't be gloomy and solemn.

Do little things with the same degree of care that you use in the more important things. If you have ideas, don't be afraid to suggest them to the boss, but think them over a little and weed out the nonsense first.

Find out where things are. Keep looking over the stock until you know just where to get whatever is asked for. That is one of the first ways to make yourself valuable; be able to wait on trade without keeping them waiting.

Keeping things in their places is more than necessary. It will enable the buyer to know what to buy and the seller to know what to sell. Don't leave things out of place a minute longer than is necessary.

Be affable and courteous. Be polite to the ladies and to everyone else. Don't hurry your customers. Make them feel that you have time enough to get them anything that they want and to show them goods besides.

Hand people their change or packages. Don't lay the money down somewhere in their vicinity for them to pick up.

Make your packages neat. Make them conspicuous for their neatness.

Don't you make a single sale that you are not absolutely positive you are allowed to make, and then be positive that you are right before you make it. Get into the habit of being right the first thing.

Don't be cocksure. Just make up your mind that you don't know a thing—that you probably don't even suspect anything. Few men get over the cocksure period before thirty. You might try to be an exception.

You are liable to be called to wait upon very particular people at any moment. Always appear as neat as possible to customers.

Don't wear a chip on your shoulder. A good many people will be impertinent to you, but you can't afford to resent it. Be above getting angry when customers show their ill breeding.

The proprietor wants you to draw to the store all the trade you can but that does not mean that he wants your friends to get into the habit of loafing there. Loafing is the bane of many a store. Do all you can to keep it from hurting yours.

Identify yourself with the store to the extent of keeping up the same interest in the business that you would if it were your own.

Be honest with yourself and you will be honest with everybody else. Never compromise when it is a question of honesty. Keep the difference between "yours" and "mine" firmly fixed in your mind.

Don't slouch around. Don't sit on the counters and don't act as if your backbone was rubber. Be erect and alert.

You may think that it is none of the boss's business what you do outside of store hours. You are mistaken. It is very much his business, though he probably will not say a great deal about it. The first intimation you are likely to get of his being interested will be an invitation to look for a new job.

Leave alcoholic drinks alone. A resolution to that effect admits of no possible qualification or exception.

Take pains with the children. They very soon grow up and children are most discriminating customers that come into a store. They know every time when they are treated well and they report things at home.

Your salary is small, but you aren't worth much; in fact, the boss is taking some chances in keeping you at all, and it won't be wise for you to discount your future wages. Keep down expenses and then your creditors won't be asking your employer to help them collect their bills against you.

If your boss is the right sort he will raise your wages sooner than he said he would—if you are worth the raise. Better be worth it.

When you set out to do a thing, do it! Don't be a quitter. Be thorough.

Don't hang around the door of the store, either inside or outside. Don't be a sign telling people that there's nothing doing.

Keep close watch of the advertising that the store is doing. Read it carefully and know what to expect customers so call for.

Try your own hand at ad. writing. The employe who can write ads. is always in request.

MEXICO'S NEW TARIFF.

FOLLOWING is a synopsis of the modified tariff recently enacted by Mexico, which becomes operative on and after Sept. 1. The items listed are those on which increases have been made.

The old and new rates are given, the old rates being quoted first in each instance. The gross kilo includes the entire packing or casing; the net kilo is the goods without packing or casing. The legal kilo is that prescribed in the tariff act and affected by certain regulations named in the act:

Belts, of cow-hair felt, for machinery, gross kilo, 10c., 11c.

Belts, leather and cables, machinery, gross kilo, 50c., 55c.

Butter, legal kilo, 20c., 25c.

Candles, tallow, gross kilo, 18c., 20c.

Candles, or wax tapers, legal kilo, 60c., 70c.

Cheese, all kinds, legal kilo, 12c., 15c.

Coined silver, money of Mexican mintage, in pieces of 1 peso, when imported in amounts exceeding 5 pesos, gross kilo, $10, $15.

Clocks, for towers and public edifices, unchanged, 2c.

Barley, in grain, mashed or germinating, 100 kilos, 5c. per kilo, $1.50.

Clocks, for house, legal kilo, 75c., $1.

Clocks, mechanism for, legal kilo, 60c., 70c.

Columns, steel or iron, when they have perforation or a special cut, brackets, bedplates for columns, fish plates, braces, with or without bolts, and other pieces of iron or steel for building purposes, not otherwise specified, gross kilo, 3c., 4c.

Copying apparatus, for reproducing manuscript, gross kilo, 5c., 6c.

Corn, 100 kilos, 75c., 80c.

Cotton, unmanufactured and unginned, gross kilo, 3c., $3.30.

Cotton, ginned, gross kilo, 7c., $7.70.

Cotton, carded, legal kilo, 20c., 22c.

Cotton waste, gross kilo, 2c. per kilo, $2.20.

Crackers, all kinds, gross kilo, 15c., 16c.

Electric lamps, incandescent, commutators, extinguishing devices, circuit closers, with handles, fuses, cut-outs, rosettes and safety pieces, gross kilo, 10c., 11c.

Electric lamps, arc, gross kilo, 5c., 6c.

Fish, dried, smoked or pickled, or fish products, legal kilo, 12c. 15c.

Fish, fresh, and fish products, though preserved in ice, legal kilo, 2c., 3c.

Foodstuffs, preserved, animal, legal kilo, 15c., 18c.

Fiber, vegetable, linen, ramie, and others not otherwise specified, unmanufactured or rasped, 100 gross kilos, 2c. per kilo, $2.20.

Fiber, jute, manila hemp, pita, ixtle, jeniquen, New Zealand, rasped or unmanufactured, 100 kilos, 50c., 55c.

Furniture, of ordinary wood, without cushions and without incrustations, ornaments of metal or upholstering, containing silk, legal kilo, 20c.

Furniture of fine woods, or ordinary woods with fine veneering, with cushions and without incrustations. metallic ornaments or upholstering, containing silk, legal kilo, 30c.

Furniture of fine woods, or ordinary woods with fine wood veneer, without metallic ornaments, incrustations, cushion or upholstering, containing silk, legal kilo, 35c.

Furniture of fine woods, or ordinary wood, with fine wood veneer, with cushions, and without incrustations, metallic ornaments, or upholstering containing silk, legal kilo, 45c.

Furniture, wooden, of all kinds, gilded or without incrustations or ornaments, other than precious metals, or with upholstering containing silk, legal kilo, 70c.

Geldings, head, $40. $45.

Girders, iron or steel, not having perforations, nor special cut, gross kilo, 2c., 3c.

Hogs and sucking pigs, 100 kilos, 5c., 6c. When imported in cages the weight of cages will be computed.

Honey, gross kilo, 5c., 6c.

Hoops, iron and clasps for fastening packages, gross kilo, 1c., 2½c.

Meat, fresh, of all kinds, net kilo, 8c., 10c.

Meat, dried, salted, smoked, or pickled fish, or fish products, legal kilo, 12c., 15c.

Machines of all kinds for industry, agriculture, mining and the arts, not

specified, and their loose parts, or repair pieces, 100 kilos, $1.50, $1.65.

Oats, in grain, 100 kilos, $1, $1.50.

Oil, impure mineral, per net 100 kilos, 3c. net kilo, $3.30.

Oil, refined, mineral, benzine, paraffin and mineral wax, legal kilo, 8c., 9c.

Rails, iron or steel, when the weight of the linear meter does not exceed 10 kilograms, gross kilo, 2c.; rails, iron or steel, when the linear meter does not exceed 10 kilograms, and switches, turtles, ties, frogs, spikes and fish plates, for laying rails, gross kilo, 2c. At present rails pay 1c. gross kilo when the linear meter weighs more than 12 kilos, and are free when the linear meter does not weigh more than 12 kilos.

Silk, artificial, unmanufactured, net kilo, 55c.

Sacks of jute, pita, ixtle, jeniquen or hemp, specified in section 382, gross kilo, 11c; 12c.

Snuff, legal kilo, $3, $3.30.

Steel, in bars, of various shapes, 100 gross kilos, 5c. kilo, $5.50.

Tobacco, chewing, legal kilo, $1.10.

Tobacco, Virginia, unmanufactured, net kilo, 50c. gross kilo, 55c.

Tobacco, unmanufactured, not otherwise specified, filling, gross kilo, 80c.

Tobacco, wrappers, gross kilo, $2.50.

Tobacco, sifted or cut, for cigarettes, legal kilo, $1.50, $1.70.

Tobacco, manufactured into cigarettes, legal kilo, $2, $2.20.

Tobacco, manufactured into cigars, legal kilo, $7, $7.70.

Tea, legal net kilo, 50c., 55c.

Toys, automatic, moved by cord, steam or electricity, legal kilo, 60c., 80c.

Watches, repeating, silver or other material, except gold, or having parts of gold or gold plate, each, $6, $6.50.

Watches, non-repeating, gold or gold plated, even though set with precious stones, each, $7, $8.

Watches, repeating, gold or gold plated, set with precious stones, each, $14, $16.

Watches, mechanism, for non-repeating, each, $1, $1.25.

Watches, mechanism, for repeating, each $5, $6.

Watches, non-repeating, of silver or other non-metallic substance, when inlaid with gold or gold plate, each, $2, $2.50.

Watches, repeating, of silver or other substance, except gold, each, $1, $1.25.

Wax tapers, gross kilo, 60c., 70c.

Wire, of copper, brass, bronze or white metal, lined with any substance, gross kilo, 5c., 10c.

Wire, naked, of copper, brass or white metal, not exceeding 2 millimeters in diameter, gross kilo, 8c., 10c.

Wire, naked, of copper, brass, bronze or white metal, exceeding 2 millimeters in diameter, gross kilo, 5c., 6c.

Wire, iron or steel, more than 1 millimeter in diameter, 100 gross kilos, 5c. a kilo, $6.50.

Wire, iron or steel, 1 millimeter or less in diameter, gross kilo, 8c., 9c.

Wire for fences, 100 gross kilos, $2.50.

Apparatus for the extinction of fires, free.

Scientific instruments, free.

Live animals, not otherwise specified, free.

Foreign goods will only be subject, on their importation, to the foregoing rates plus the tax of 1½ or 2 per cent. collected by the custom houses in behalf of the municipalities, in accordance with the provisions of article 7 of the general custom house ordinance, and in given cases the loading and unloading dues instituted by decree of July 1, 1898. In consequence the decree of November 25, 1902, which laid down the present basis for the assessment and collection of the duties incidental to the importation of foreign merchandise; article 106 of the law of April 25, 1893, and article 4 of the law of May 4, 1895, which, respectively, created a stamp tax on foreign playing cards and foreign alcoholic and fermented beverages, are abrogated.

Article 3 of the decree of February 23, 1897, which reduced by 50 per cent. the import duties on iron piping intended to be used for city water supply systems, and the provisions of all laws, circulars and other legal enactments contrary to the terms of the present decree, are repealed, except the provision of the law of March 25, 1905, which granted certain franchises to mining, and the provisions of the law of May 30, 1905, which exempted from payment of duties such foreign articles as being included among those designated by the executive are imported into the territory of Quintana Roo for consumption therein, which provisions are to remain in force for the time fixed by the laws mentioned.

WILL CHANGE FISCAL YEAR.

The Government have decided to change the fiscal year of the Dominion, so that instead of the Federal accounts, trade statistics, etc., being calculated each year up to the end of June, they will be made up at the end of March. The general opinion is that the beginning of Spring is a better time to open the fiscal year than the present date, especially from the point of view of trade returns. The change to the first of April will allow of the Department's reports being printed in time for Parliament to meet in October or November, beginning with 1906.

COMPANIES INCORPORATED.

The Stewart Co., Limited, Toronto, share capital $100,000; purpose, to take over the business of the Stewart Co., and A. J. Stewart, and to manufacture and deal in confectionery, etc. The directors are: L. J. Applegath, A. J. Stewart, and W. N. Ferguson, all of Toronto.

The Cleveland Seed Co., of New York State, have been granted the right to do business in Ontario to the extent of $40,000. O. L. Daily, of Picton, has been appointed attorney.

CANADIAN EXPORTS.

Canada's exports to Great Britain for the month of July are as follows:

Cattle	18,205	£306,126
Sheep and lambs	944	1,441
Wheat, cwt.	663,230	239,621
Wheat, meal and flour cwt.	77,300	35,825
Peas, cwt.	4,820	1,632
Bacon, cwt.	168,000	379,420
Hams, cwt.	57,065	137,435
Butter, cwt.	62,575	296,700
Cheese, cwt.	299,263	714,321
Horses	57	2,340

REVIVAL OF SUGAR INDUSTRY.

A report from G. E. Burke, Canadian agent in Jamaica, states that there is a revival of the sugar industry in the island. Hundreds of small cane mills are being imported from the United States. Mr. Burke urges Canadian merchants to get after this business. He also recommends box shook manufacturers in Canada to get a move on to secure the control of the market for shooks for orange and pineapple boxes.

The assets of the Ritchie-Hearne Co., Limited, Brampton, have been sold to Mr. Ritchie, of Strathcona, N.W.T., for $2,000.

L. A. PRICE, Bordeaux, France.

EX. SS. MANCHESTER SHIPPER. Now in our Port.

100 Cases "Mushrooms"
100 " "French Peas" } Tins and Glass
100 " Fancy "Assorted Goods"

SEE OUR PRICES.
ALWAYS INTERESTING.
QUICK SHIPPERS.

L. CHAPUT, FILS & CIE, Wholesale Grocers and Importers of Teas, Wines and Liquors.

Agents, - - MONTREAL.

PERSONAL MENTION.

Mr. P. Emond, of Emond & Cote, cheese and butter exporters, Quebec, is dead.

Mr. F. D. Cockburn, Montreal, is looking after the Comfort Soap wants of the Ottawa grocery trade this week.

Mr. Fred. Sloan spent the week end at the Windermere with his brother Bert., who has been there for the last ten days.

Mr. Frank Matthews, of Geo. Matthews Co., Limited, Ottawa, Peterboro and Brantford, is at present in Europe vacation at Old Orchard Beach. Mr. Henry, of same firm's traveling staff, has returned to work after an enjoyable outing.

Mr. A. G. Widmer, representing Gorman, Eckert Co., London, in Eastern Ontario, is in Ottawa this week. To The Grocer he stated that business was good, and mentioned especially the popularity of his various lines of olives.

Mr. Frank Sloan returned Thursday from a two weeks' well-earned vacation at Windermere, Muskoka, where he acquired a healthy tan cruising about in his dinghy. It is also whispered that he to the Master Bakers' convention. Mr. Davey, who is Berlin's most prominent baker, certainly knows flour, and has the taking way of the successful salesman.

Mr. Frank Adams, of Comfort Soap office, Montreal, has joined the benedicts. The wedding, which was a quiet one on account of recent death in Mr. Adams' family, was held at the residence of the bride's parents, Mr. Chas. E. Thompson, Brighton, Ont. Success is what The Grocer wishes Mr. and Mrs. Adams.

Mr. F. A. Crowther, traveling representative of Canadian Canners, Limited,

ONE OF WESTERN CANADA'S MOST UP-TO-DATE STORES.

looking after the growing trade of his firm.

Mr. W. Laurence, for several years with A. F. Ross & Co., grocers, Truro, N.S., has joined the traveling staff of Bryant & McDonald, tea merchants, Halifax.

Mr. John Turnbull, manager the Nasmith Co., Limited, Toronto, is in Ottawa this week attending the convention of Canadian Association of Master Bakers.

Mr. H. W. Smyth, of Rose & Laflamme's staff, is taking a few weeks'

was implicated in perpetrating a minstrel show.

Mr. Albert N. Reay, late Canadian salesmanager of the Force Food Co., has associated himself with the Peterboro Cereal Co., Peterboro, and will look after the interests of Canada Flakes in Quebec and the Maritime Provinces. Mr. Reay is a hustler and will undoubtedly make things go.

Mr. J. W. Davey, representative of the Lake Huron & Goderich Milling Co., Goderich, in Western Ontario, is paying a visit to Ottawa this week as delegate

was met by The Grocer in Ottawa this week. Mr. Crowther is on his way home after a three months' tour of Quebec and the Maritime Provinces, and reports a very successful trip. His territory is the Dominion of Canada, and he pays special attention to the special lines put up by his company.

Miss May Smith (of Nicholson & Brock, of Toronto) recently visited Cayuga as the guest of Mr. and Mrs. D. T. Williamson, who are visiting their parents on Capital Hill.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, August 3rd, 1905.

WITH the most cheering crop reports in years from all parts of the wheat belt, the western wholesale and retail trade are disposed to be very optimistic. It is hoped that with the aid of a bumper crop and good prices it will be possible to relieve the credit burden very materially, and there is a strong impression abroad that the wholesale houses will make a determined and concerted effort this Fall to bring collections up to date. This will provide a good excuse for the retailers to insist on the payment of all their accounts, and, in fact, will make it necessary for them to do so.

Business this week continues very brisk, many lines of hot weather goods, such as lime juice and canned goods for picnics, being in exceptionally brisk demand. Sugar is still maintained at the same figure as for some weeks back, but the trade will be well advanced in buying only for their immediate requirements, as further declines seem likely as soon as the heavy preserving demand is over. In foreign dried fruits the market is still very steady. The early expectations of cheap apricots are not to be realized, as apparently the crop was not so large as at first reported. Prunes are also firmer, and the advances noted last issue are being well maintained. The new season currants will be quoted at a sharp advance on last year's prices.

Sugar—Prices are still unchanged by the refineries, although prices in New York have declined. It is evident that the price here is being maintained during the season of heavy demand for canning purposes and shrewd judges of the market predict an early decline. In the meantime the trade are experiencing the heaviest demand in years. We quote:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—There are no new features of particular interest in the canned goods market since last week. As noted in last issue, the new season canned strawberries are on the market, and are proving extra fine quality. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 28
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2's, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No. 2), Sweet Wrinkle, 2's		1 85
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" Rivers Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, " "		3 75
" cohoes, " "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
" " " 10 to 25 cases		6 10
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25

Picnic Supplies List—Selling briskly during the hot season. We quote:

Boneless chicken, 1lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. "	2 65
Lobsters (new), ¼-lb. flats, per 8-doz. case	16 25
" " ½ lb. talls, per ¼-doz. case	10 35
" " 1-lb. talls, " "	14 50

Lime Juice—The hot weather has stimulated the demand, and lime juice is selling briskly. We quote:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 80	7 00
Local brands, pints. "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal		0 65

Salad Dressings—There is a brisk hot weather demand at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Prices are quoted as follows:

Worcestershire, Lea & Perrins'	½ pints, per doz		$3 65
" "	pints, "		6 00
" Whitc's	½ pints "		0 90
" Patterson's	½ pints "		0 90
" "	pints "		1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Bachhouse), per doz			1 90

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets, is now quoted at 8 1-4c. a slight reduction.

Spices—The market is fairly active, as there is a good demand for the pickling season. We quote as follows:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb	0 20
" white, " 5 " "	0 28 0 30
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 21 0 22
Cloves, in 5 lb. boxes, per lb	0 19 0 25
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 14
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70

Whole Spices—

Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—Quoted still at last week's prices, which were:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03¼

Pot and Pearl Barley—Quoted as last week at following prices:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—Quoted at following steady prices:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03¾
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ "		0 33
" 5 gal. kets, each		2 25

Coffee—Green Rio is now selling generally at 10 1-4c. per lb. We quote prices as follows:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 13 0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb tins, per lb	0 23
" " " 1-lb " "	0 24

Cocoa—Prices are quoted locally as follows:

Epps' ½ lb package, per lb	0 33
Frys' ½ lb " Homeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homeopathic, ½'s	0 26
Van Houten's, ½'s, per doz	2 75
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—Local houses are quoting following prices:

Baker's unsweetened, per lb	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " "	0 22½

Jam—Prices continue as quoted last week.

C & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—The second shipments of new season apricots are now on the market and as was noted last week, the price is higher than was expected a month ago. It seems that the crop is not so large as was at first expected. New season currants will be

Valid Reasons, Respectfully submitted to the Wholesale Grocery Trade, the Retail Grocery Trade and the "Consuming" Public why it is to their advantage and interest to patronize and use the Canned Goods packed by the Canadian Canners, Limited.

To the Wholesale Grocery Trade.

BECAUSE :—

Ours are the best goods on the market.

You have thirty-five chances to one of getting your orders filled in case of a short crop.

We try to arrange so that all dealers handling our goods make a sure, legitimate profit.

When we give a high price we give a high price only when necessary.

When we give a low price we give a low price, and stand to it.

Our prices this season are a conundrum that will keep some people thinking about them, "and wondering."

All the large, up-to-date, progressive, Best Wholesale Houses in the Dominion handle our goods.

To the Retail Grocery Trade.

BECAUSE :—

You cannot afford to do without them.

The Consumers want them.

They are the best quality.

They are the best sellers.

Prices are always right, and money makers to dealers.

Our No. 1 Grade, with their Embossed Labels, are beauties. Peerless ones at that, and include such choice brands as AYLMER, LOG CABIN, LITTLE CHIEF, BOWLBY and AUTO.

Group No. 2 comprises the finest goods packed in Canada, under the following brands, viz :—LYNN VALLEY, MAPLE LEAF, KENT, LION, THISTLE and GRAND RIVER, etc.

TO THE CONSUMING PUBLIC.

BECAUSE :—

They are the best goods, packed on Sanitary lines, are always pure and free from adulteration. The Vegetables and Fruits are of the choicest varieties, many of them are varieties grown in our own Fields and Orchards, from Seeds of the choicest varieties grown specially for us, gathered when they are at their best, and immediately prepared by Experts in the most cleanly and scientific manner, more so than it is possible to do in the best regulated private kitchen, and every package is covered by the Guarantee of our own name.

Don't be deceived by specious statements or advertisements from those that would wish you to believe that they are our Competitors. They are not. They are not in the race with us—for this year at any rate. We will try and keep you posted in good time as to next year.

The whole community is with us; Consumers, Retail Merchants, and Wholesale Merchants. This is profitable to them, and very satisfactory to

THE CANADIAN CANNERS, Limited. Head Office : HAMILTON, ONT.

higher than last year, according to recent advices from Greece. Prunes are advancing steadily, and they are held firmly at the advances noted last week. We quote:

Valencia raisins, Trenor's, f.o.s., No. 1 grade	1 90
" " " No. 2 grade	1 80
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¼-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
	0 04½
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 05½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" silver "	0 05½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 05½
Hallowee dates, new per lb	0 03½ 0 04
Figs, cooking in bags, per lb	0 11½
Apricots, choice, in 25-lb. boxes, per lb	
Apricots, choice (August delivery), in 25-lb. boxes, per lb	0 10½
Apricots, standard (August delivery), in 25-lb. boxes, per lb	0 10
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Teas—Ceylon teas are quoted lower in bulk. Local prices are as follows:

Congous, M. 12, half chests, per lb	0 12
" cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—Prices continue as quoted last week:

Lake Superior trout	0 10
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 14
B.C. salmon "	0 14
Halibut "	0 11
White fish (L. Winnipeg), per lb	0 06
Pickerel	0 05½
Jackfish	0 04
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " 20-1's "	0 09
"Bluenose" " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40

Evaporated Apples—Prices are maintained generally at the advance noted last week. We quote again as follows:

Evaporated apples (choice), 50-lb. case	0 08
" " (fancy) "	0 08½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—Some additions are made to our list below. Prices are quoted locally as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 85
" " " No. 1, "		9 50
" " " No. 2, "		
" " fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—The higher prices of oatmeal and cornmeal quoted first last week are being generally maintained. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 30
40-lb. " "	2 35
20-lb. " "	2 40
8-lb. " "	2 70
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Eggs—Prices are advancing sharply, and they are apt to go still higher. Produce houses are paying from 18c. to 20c. per dozen for strictly fresh eggs, delivered in Winnipeg.

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Dairy Produce and Provisions.

Creamery Butter—Jobbing, commission and produce houses are selling creamery butter to the retail grocery trade at following prices:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—The market is full of store butter of not very good quality owing to the hot weather. Produce houses are paying a wide range of prices, according to the quality of the butter offered. For No. 1 dairy in good condition, they are paying from 14c. to 15c. per lb., delivered in Winnipeg; for No. 2 dairy, the range of prices is from 10c. to 12c. per lb., delivered in Winnipeg.

Cheese—Prices are now quoted as follows:

Finest Ontario, large	0 11½
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11½

Lard—We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—Prices are unchanged from last week. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Green Fruits and Vegetables.

Green Fruits—Local houses are now quoting blueberries f.o.b. Kenora (Rat Portage) at 10c. per lb. A shipment of American Duchess apples is now on the market and price is quoted below. Lemons and oranges are soaring. We quote:

Blueberries, express from Kenora, per lb	0 10
California Bartlett pears, per case	4 00
" peaches, per case	1 50
" Wickson plums, per case	1 65
Washington peaars	3 00
" Italian plums (blue), per case	1 50
American Duchess apples, per bbl	7 00
Late Valencia oranges, 120's	4 75
" 150's	5 25
" 170's to 250's	6 00
Fancy Cal. lemons, 300's and 360's	8 00
10c. off in 6-case lots.	
Bananas, fancy limons, per bunch	2 75 3 25
Pineapples, per doz	2 50
Watermelons, per doz	6 00

Vegetables—Some new prices will be noted below. We quote:

Parsley	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	1 50

N. S. Markets.

Halifax, N.S., Aug. 7, 1905.

TRADE continues fair, and as satisfactory as can be expected. Prices show little change since last week. Collections continue about same. The sugar market here is very firm. The advance of 10c. a hundred pounds in New York of all grades of refined sugar during the week has not yet been put into effect on the local market. The produce markets are very active. There is a good supply of all farm products on the market, and prices are fairly reasonable. Mostly all the produce marketed during the week was native grown, and in consequence the importations from Boston are slackening off.

The season for strawberries is over, and the crop turned out much better than was expected. During the week some very fine stock grown in Colchester was placed on the market, and fetched from 18 to 20c. per box. The berries were unusually large and of fine flavor. The growers of these berries annually time their fruit for market, keeping back the choicest fruit until after the heavy shipments are over, and then they can command the market and name their own price. Very few New Brunswick berries have been sold in Nova Scotia this year.

Butter is again attracting attention on the local market. The market at the present time is very firm. Receipts are limited. This is due principally to hay making. The farmers in the butter-making centres are now busily engaged

Streaking Blue will Never Do——

"BLUEOL" is the only "Never-streak" Blue on the market. Ask your customers what this means to them. If you do not know the brand, ask your jobber. If he doesn't sell it, write us direct. It will pay you and secure you the thanks of your customers. Please them and they will appreciate it with their trade.

J. M. DOUGLAS & CO., - MONTREAL

in haying, and they give but little attention to butter, consequently the supply is falling off. Fine crops of hay have been harvested all over the province, the best for years. Creamery prints are quoted at 22c., boxes at 21 to 22c. and dairy 18 to 19c.

Cheese is about the same. Eggs are firm, both locally and on the island. The receipts are only a fair average.

Potatoes, new, are very high, but by the week's end the price is expected to drop. Native-grown potatoes are now coming in more freely, and of much better quality. The market is about free of old stock.

The crop of raspberries is a complete failure, owing to the dry weather of the past few weeks, and the cherry crop is also short. Gooseberries are selling at 7c. per quart, and the first blueberries of the season were marketed on Saturday, selling at 12c. per quart.

Fish—The exports of fish are only fair. Prices quoted last week are unchanged. Only light stocks are held here.

Oranges are very good. Good fruit is scarce. Retail dealers are asking from 40 to 60c. per dozen for good fruit.

The Amherst, N.S., Co-operative Society expects to have its grocery store open for business by the first of September. Stock sheets are now being circulated through the town, so that all workingmen who have not yet subscribed to the capital stock will have an opportunity of doing so.

The receipts of molasses here during the week were very heavy. The brigantеen Maggie Bell, from Barbadoes, landed 245 puncheons, 63 tierces, and 40 barrels; the briganteen Sceptre, from Antigna, 234 puncheons, 43 hogsheads, and 46 barrels; and the schooner Narka, from Porto Rico, via Lunenburg, 313 puncheons, 48 tierces, and 47 barrels.

N. B. Markets.

St. John, N.B., Aug. 9, 1905.

THERE is just fair business. One unfortunate circumstance is the shortage in logs. Owing to the light freshet this Spring a very large quantity was hung up at the head waters of the rivers. This will mean that the mills will shut down early, which will affect many people and many lines of trade. It must mean considerable to American shippers of anthracite coal. Very many, for all purposes, will use nothing but Scotch coal. It is certainly satisfactory coal, and has meant a service all the year round by the Donaldson line steamers between Glasgow and St. John. This coal was not known here before the strike. The American coal is, perhaps, never likely to regain its old position.

In grocery markets there is little of particular interest. Rice is firmly held. Spices show little change. Pepper is firmer. Fish keep at extreme figures.

Oil—In burning oil as the season changes there is increased consumptive demand; the change yet is slight. The Winter business has been quite largely booked. In lubricating oils sales begin to fall off somewhat. Paint oils are unchanged. Linseed is low but firm. Turpentine is high. In cod oil receipts are light; prices, however, are quite low.

Salt—A further cargo of some nine thousand bags of Liverpool coarse salt is about due. Prices are firmly held at slightly higher figures. Prices ex steamer are always lower than ex store; buyers should remember this. In Liverpool factory filled sales are not large. Canadian fine has a good, steady demand. There is a steady increase in the sale of 5 and 10 lb. bags in bbls.

Canned Goods—Spot tomatoes are again advanced;stocks are very light. Corn is very firm. In peas, new goods are here, and prices are much lower than they have been. Our trade carried over quite a few. Fruits have but a fair sale. Strawberries very firm. Salmon a light stock. Meats unchanged. Lobsters extremely high. Scallops are high. Clams unchanged. Oysters firm. It is reported the pack of sardines is likely to be smaller than was expected. Haddies and kippers will be limited supply.

Green Fruit—Oranges are very scarce. Lemons hold at full prices; there is a fair sale. Bananas have continued large demand. Melons keep quite high; sale is light. It is a very unsatisfactory line here. In California pears stock is good; full prices asked. Plums are very fine; prices unchanged. Peaches are firm. Very fair apples now received; price quite high. It is getting late for berries except blueberries.

Dried Fruit—Spot business is not large. Loose muscatels are scarce and hard to get; prices are quite high. There is a fair stock of seeded. New seeded will cost higher than last year. New Valencias while quoted low, are firmer; the prospect is for free sales. There

TODHUNTER'S

EXCELSIOR

Sure to please your customers. **COFFEE**

Blended by

TODHUNTER, MITCHELL & CO., TORONTO

will be more carried over; market was never better cleaned up. California prunes, peaches and apricots are very firmly held, all have been advanced since opening prices were named. Freshly seeded have also been advanced. Currants, spot goods are higher; the outlook is prices will rule higher than for some years. Dates, figs and peels unchanged. Evaporated rather higher. Valencia onions are freely offered; stock good and prices low.

Sugar—While prices are unchanged, the market is rather weak. Stocks are quite light, in some lines very small. Dealers only buying from hand to mouth.

Molasses—Prices are unchanged, being well maintained. In Barbadoes the stock of choice is small. There is a fair supply of fancy and quite a range in price. In Porto Rico, stock quite large; there is not as large a range in price.

Fish—Supply of fresh fish is very light. Salmon season about over. We should have some shad, but they are not to hand. Dry codfish are still at extreme figures and price quite firm. Pickled herring come to hand more freely, but are still high. Smoked herring have been slightly advanced; stocks are not large. This has been an off year for all fish except salmon and gaspereaux.

Flour, Feed and Meal—In flour there is little change. Ontarios tend easier. For a long time they were quoted quite near Manitobas, but for some weeks past have been dropping off. White oats and oatmeal are unchanged; it is thought prices will be lower. Demand is light. Cornmeal is firm at full figures. Beans are dull; there is a range in price. It seems difficult to get a definite idea.

B. C. Markets.

Vancouver, Aug. 3, 1905.

THE Customs revenue of the port of Vancouver shows a healthy increase of $34,563 for July, 1905, compared with July, 1904. The figures are: Duties, $163,698.69; other revenues, $992.43; total, $164,691.12.

Oddly, however, the total value of exports for July, 1905, from the port of Vancouver is but $231,362, while for the same month last year the exports were valued at $420,021. This decrease is not to be taken as an alarming feature, however, seeing that the total exports for the year to date show an increase over the same period of last year. It is likely also that the exports for August will greatly exceed those of August last year. The one item of lumber would account for a large part of the discrepancy as lumber charters were very dull in July.

* * *

Northern shipments have become extremely quiet, though there are still almost two weeks of the lower commodity rates of freight on the White Pass line to run. For a time there was a flurry, but it was soon over. On the other hand, it is known that very large quantities of supplies usually shipped in at this season have not come forward, so that some rush shipments late in the season are bound to come, and some of them are also equally bound to be caught in the freeze-up.

* * *

Following on the enterprise of the Great Northern in tapping the Similkameen from the south, and of the C. P. R., which has begun construction on the Spence's Bridge, Nicola branch from the main line to Nicola Lake, the owners of the charter of the Midway-Vernon Railway have become active. The well-known railway contractors, McLean Bros., have undertaken a contract to build this line, which will give railway communication to the northern part of the boundary district and furnish a close link between the rich mining camps of that section, and the equally fertile valleys of the Okanagan district. The route of the projected line is on the east side of the lake, and while it will tap Penticton at the south end of the lake, it will not cover much of the same country as that which will be traversed by the new Hill railway branch. Work is to begin at once and keep up till the line is completed, which will be a year or more. At present the road is said to be independent of both C.P.R. and Great Northern influence.

In local markets, not very much of note is transpiring. It is far from a dull season, but the movement of staples is at a minimum at this time of year. Fruit is the most active line, and in that there is abundant supply of many varieties. In groceries, staples remain unchanged and in produce the only remark is in cheese, which is somewhat stiffer in price in sympathy with a rise in Eastern Canada. Lard is also quoted a trifle higher.

* * *

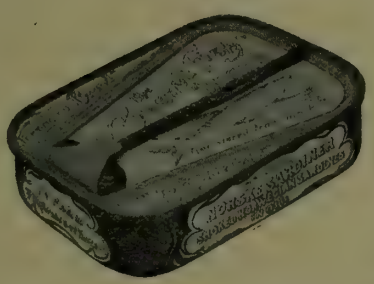
In fruits, local production is now showing early varieties of apples, the yellow transparent being most prominent. It is now well developed and in liberal supply for the season; $1 per box is the ruling price. A few California apples are on the market at $2 to $2.50 per box, and pears are also freely offering at about the same prices. Apricots are in good supply now at $1 per crate. Plums are still coming from the south,

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. ***He Knows*** he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tin

TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR GROCERY WRAPPING

Strong, Stiff. ***Will not Break or Crack.***

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with a sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the argest concerns are subscribers, and we should like to place our proposition before you. For further nformation write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

AFTER SIXTY YEARS

A New Form of

COX'S CELATINE Is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
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J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal

Quality—THE BEST
Price —RIGHT
Profit —GOOD

Satisfies Consumers
Brings Repeat Orders

Such is

EAGLE BAKING POWDER

J. H. MAIDEN, Agent
MONTREAL

the local crop being later. Raspberries are going out rapidly. The tame blackberry of the large variety, at $1.75 to $2 per crate, is taking the place of its red brother. A few, very few, late cherries offered at New Westminster market last week at $2 per crate of 20 lbs.

Lemons have run away up to $6 and $7 per crate, and the stock is apparently very small. Oranges are also quoted higher, but demand is at its lowest for this fruit. Canteloupes are plentiful on the market at low prices. Pineapples, recently arriped from Honolulu by the Australian steamer Manuka, are selling at high prices.

Peaches are in high supply from California. The price is now quoted at $1 and $1.25 per crate. The Okanagan peaches are now being shipped to the Northwest, where the bulk of the crop finds a market. Local supplies of the California varieties are plentiful and cheap enough for preserving.

* * *

In produce, butter still offers freely from local sources, and the price shows no inclination to surpass former quotations. Eggs are somewhat scarce again, the price retail for strictly fresh being 35c. per doz. The importations of case stock from the east are small for the season.

* * *

Vegetables, including cucumbers, are in plentiful supply, and the demand is very brisk. New potatoes sell now by the sack, and at prices ranging around $1 for the 100-lb. sack. Green cucumbers bring fairly good prices, and run about 40c. per dozen. Green peas bring 5c. per lb. New cauliflowers sell at 50c. per doz., while cabbages bring varying prices according to their stage of development. String beans of local growth are now in the market for the first time this season.

* * *

In flour, no change of price is marked, despite the flurried condition of the Manitoba wheat market, on which British Columbia is dependent for its flour. Wheat for feeding purposes is now $2 per ton less, being quoted from $30 to $36 per ton. Oats are selling at $32 per ton. New oats are not yet, of course, on the market. New hay is, and the crop is plentiful and of good quality this year. The price is about $12 per ton.

The Colborne creamery and butter factory at Colborne, Ont., was destroyed by fire on Aug. 7. Loss $3,500, partly covered by insurance.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery, wholesale or retail; had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [33]

AGENCY WANTED.

WINNIPEG wholesale grocery broker desires an agency for Dried and Evaporated Apples, Peas, Beans and any other lines handled by wholesale grocers; highest references. Box 263, CANADIAN GROCER, Toronto. [32]

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

TO LET.

WAREHOUSE in Calgary, newly built, wired for electric light and with railroad siding facilities; basement, 44′ x 32′; ground floor, 44′ x 32½′; first floor, 73′ x 48′; with or without heat as tenant desires, also elevator if required. Apply to Wm. Head, P.O. Box 104, Calgary, Alta. [33]

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

POULTRY, FISH

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped

ADDRESS—Mail P. O. Box 781, WINNIPEG, Man.

Quaker Canned Beans

We are now packing this line and already have up several thousand cases, with every prospect of packing quantity enough for all requirements. The same weather conditions are prevailing as during pea-packing which is maturing the best pack of beans in quality that we ever packed. Beans, if in fine condition, are one of the finest canned articles produced ; whereas, if canned when stringy and tough, they are about the poorest article in the whole canned goods list. This is the reason we have always given special attention to this line, buying the finest seed procurable and having seedsmen constantly in touch with the growers, ordering them from farm to factory when they are in perfect condition and on arrival getting them into cans as quickly as possible, with the proper processing necessary to produce a high-class article

Four years ago we packed two thousand cases beans. This year the pack will be from twelve to fifteen thousand cases, and as it is all sold it shows that it is not a speculative pack, but one that is demanded by the Trade through the past reputation of Quaker Canned Beans.

(To be continued).

THE PACKERS OF QUAKER CANNED GOODS.

FINANCE

THE affairs of the Equitable Life Insurance Co. have stirred up public interest in more ways than one.

In the first place, the manipulation of funds by the officers for the financing of questionable private schemes has come as a shock to the large number of policy-holders. Where the companies founded and owned banks, and where colossal organizations for promoting companies were started, the possibility of an incentive to private use of trust funds was great. The investment of the funds of a life insurance company should be in the safest place possible. Policy-holders, while they figure on getting some accrued profits on their payments, nevertheless go in primarily and almost exclusively, not for an investment, but for a protection in case of death. It is of small importance to them that a little higher per cent. of profit can be made if a greater risk is taken. The all-important thing with them is to be assured that on their death a certain minimum sum will be paid to their beneficiaries. That assurance is what the insurance company is bound to give. Yet, when the officers of a company like the Equitable indulge in wholesale stock jobbing, exploiting in such enterprises as the whisky trust, and so on, what certainty can any man have that the amount of his policy will be forthcoming? The exposure of the methods of high finance which have been going on for some months will do much to clear the atmosphere and compel the companies to travel the road of honesty and fair dealing with their members.

* * *

The second point which has come up for consideration is the whole question of mutualization. A mutual company is one in which the members share in the profits. Hitherto these profits have been allotted at the end of twenty years or when the policy fell due. "Why," it is asked, "are not these profits divided each year as they would be in any other money-making company?" That such a system is feasible is shown by the new policy now being issued by the Equitable, by which the profits are divided every five years. If all policy-holders are members of the company, as is claimed when the policy is being written, then why should they not get the benefit of the investments? The final distribution is undoubtedly small compared with the total amount which has been made through the investments and speculations with the company funds. Such questions as these will press for settlement in the near future.

* * *

The convention of the Accident Insurance Underwriters of America was held in July at the Royal Muskoka, Ontario. A large number of companies were represented. Many questions of importance to the insurance world were taken up and discussed. The address of President Lott was optimistic, but outlined several matters which needed reform. The work of the association for the coming year will be devoted largely to putting the business of accident insurance on a scientific basis.

* * *

Consequent on the death of Dr. James Thorburn, vice-president and medical director of the North American Life Assurance Co., the directors elected Sir William R. Meredith, K.C., as first vice-president, E. Gurney as second vice-president, and James Kerr Osborne as chairman of the executive committee. Michael J. Haney was elected a director, as also John N. Lake, and Dr. James D. Thorburn, the last named being appointed medical director to succeed his late father. On joining the directorate of the company, John N. Lake resigned the position of auditor, which he had occupied for a number of years, and the directors thereupon appointed H. D. Lockhart Gordon and John H. Young, chartered accountants, as auditors of the company.

NOTES ON THE HOLIDAY.

Last Fall an Englishwoman of letters was staying, as the guest of an elderly lady, at a country house in Western Massachusetts. While they were driving one afternoon they had the misfortune to meet the omnipresent automobile at a sharp turn of the road. The horses, being spirited, shied, dashing the carriage against a tree and throwing its occupants out onto the road.

The Englishwoman picked herself up uninjured, but was horrified to see her aged hostess lying on the ground unconscious. Running to a nearby farm house, she knocked for some time before she finally succeeded in bringing a sun-bonneted woman to the door.

"A lady has been hurt—thrown from a carriage. She is lying down there in the road. Can you give me some whisky for her?" cried the visitor in breathless anxiety.

"Well, no, we don't never keep no whisky," said the native-born after some deliberation. "Would the lady like a piece o' pie?"

* * *

Benedict is a New Haven man who has been eight times the father of a bouncing bounder. In the outskirts of the university city is a little town among the hills named Prospect, and last year four of the children were sent there for the Summer.

One day Benedict and his wife entertained at dinner a new acquaintance, Professor B. The Professor is a bachelor, and, like many scholarly men, rather ill at ease in society.

"What a fine little family of children you have," he began with an admiring glance at the four stay-at-homes.

"Yes, indeed," replied Benedict proudly, "and we have four more in Prospect."

The Professor blushed his astonishment.

* * *

Two recruit militiamen were refreshing themselves with a bottle of pop and "wads" at the Range Bar, Hythe, after firing their first rounds on the range.

"Say Bill," said the first militiaman, "doesn't the blessed rifle kick?"

"Kick! Yus not 'arf," replied the other militiaman.

"And that only at 200 yards, cocky; how will she kick when we get back to the 600 and 800 yards!"

"Lor blime!"

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $1,500,000.00
Assets, over - - 3,300,000.00
Annual Income - 3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

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GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
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ACCOUNTS SOLICITED

Drafts Bought and Sold.
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Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

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HEAD OFFICE, - TORONTO, CANADA.

System

is essential in the management of an up-to-date store. Profits must be guarded and clerks made accurate. A National Cash Register accurately records every transaction where money is handled between customer and clerk. A detail-strip prints the amount and kind of transaction, whether

CASH SALES
CREDIT SALES
MONEY RECEIVED ON ACCOUNT
MONEY PAID OUT
MONEY CHANGED

together with the clerk's initial. This detail-strip may be spaced so as to show the amount of business transacted during any period in the day. Have our representative call and explain our system to you.

NATIONAL CASH REGISTER COMPANY
DAYTON OHIO

Verdelli Lemons

Our new stock is giving great satisfaction. During August the demand will be heavy, but our supply is sufficient to fill all orders.

Oranges

We have only a limited supply of late Valencias left.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Full lines of Bananas and California Fruits.

We are headquarters for all Domestic Fruits.

Phone Main 520. **WHY!** 63 Front East.

It's only reasonable that it will pay you to have me take care of your orders — I have the whole Toronto market to select from.

TOM SMITH,

Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

GROWING FRUIT CROPS.

LATEST reports on the growing fruit crops of Canada indicate that apples will be a light crop, probably about 50 per cent. of last year's yield. It must not be forgotten, however, that the general scarcity will prevent any waste such as has been common for the last two years. Sales are being made at $1 to $1.25 for No. 1s and 2s on the trees. Barrels are lower in price than last year, running from 25c. in Nova Scotia to 30c. and 35c. in Ontario, but where proper arrangements have not been made early in the season prices are likely to go higher than this.

Pears will be a very light crop, scarcely enough for the local market. Blight has worked sad havoc in many orchards this year.

Plums—"Drop" and plum rot have lessened the prospect for plums to such an extent that they can be rated for a light to medium crop. The Lombard, barring rot, appears to be the only plum that stands out prominently with a fairly good yield.

Peaches show a light crop in the Essex and Kent district; a medium crop on bearing trees in the Niagara district. The market will not be overloaded.

Sweet cherries have rotted badly; sour cherries have been a medium crop, though badly infested in many cases with fruit worm. Small fruits have been a medium crop, realizing good prices.

Reports from Great Britain and the continent would indicate a light to medium crop. Reports from twenty of the largest apple-growing American States show seventeen states having a light or poor apple crop, some a failure; three, Wisconsin, Kansas and Oklahama, report the crop promising or good.

Careful estimates by correspondents place the exports from the Annapolis Valley at 200,000 barrels. The apple crop in British Columbia is below the average, but a considerable increase in the acreage will make the exports into the Northwest Territories somewhat larger than last year.

* * *

Great Britain's banana trade is increasing by leaps and bounds. Four years ago the consumption was 2,000,000 bunches. Last year 5,000,000 bunches were imported and it is estimated that this year, owing to improved transportation facilities, another million will have to be added to these figures.

The growth of the banana trade within the past five years no doubt results from the opening of new sources of supply in Jamaica, Costa Rica, and elsewhere. In the Canary Islands the value of land has increased almost incredibly. One piece of land, says an authority on the subject, was valued some years ago at 300 pesetas (a peseta being equal to about 7d English money), and now it would fetch at least 30,000 pesetas. In the parts known as the banana districts, where the bananas extend for miles, and wherever the eye rests, the land could not be bought for less than £1,000 per acre.

* * *

W. A. MacKinnon, Canadian commercial agent to Bristol, Eng., in his latest report directs the attention of the exporters to the demand for Canadian cider in Great Britain.

Two difficulties are mentioned by a local importer. The first arises in connection with the making of the cider, which is sometimes all that could be desired, but at others shows the lack of sufficient fermentation to eliminate the saccharine matter.

The second difficulty is perhaps more serious, since it is claimed that freight rates from Ontario points to Bristol are prohibitively high, as compared with similar rates from New York City. It appears that New York State makers quote f.o.b. New York City paying the rail charges to that port. An importer writes that "the freight paid per barrel amounts to six shillings and eight pence (from Ontario,) as against three shillings per barrel from New York City." It is important that quotations should be in the hands of the importers not later than mid-December, and earlier if possible.

* * *

The Ontario Flower, Fruit and Honey Show will be held this year during the week of Nov. 13-18 in Massey Hall, Toronto.

* * *

The committee appointed by Lord Onslow to inquire into the present condition of fruit culture in Great Britain have reported in favor of the establishment of a special sub-department to deal with matters connected with the fruit industry. They recommend that the sub-department be constituted of two branches (a) a bureau of information, and (b) an experimental fruit farm.

* * *

A. McNeill, chief of the Fruit Division, Ottawa, reports an enormous loss to Canadian fruit growers every year owing to their neglect to pick fruit in a proper state of ripeness to suit the distance of transportation. Failure to cool the fruit on the farm, to ship in cold storage and to assort fruits in uniform sizes and packages is also a source of loss to Canadian fruit growers. During the present season Winnipeg merchants have in several instances refused to take Canadian fruit, preferring the American because it is better packed.

* * *

With a view to increasing the consumption of seeded raisins the Fresno Chamber of Commerce has had an analysis made of the food value of raisins. The following is the report of F. E. Twining, who was engaged to make the analysis:

"Analysis of seeded raisins. The samples were obtained from three one-pound packages as prepared for the market: Carbohydrates (sugars), 63.2 per cent.; protein, 4.8 per cent.; fiber,

.67 per cent.; fat, .6 per cent.; water, 27.58 per cent.; ash, 3.15 per cent.

"One pound of seeded raisins represents a food value equal to each of the following: Six pounds of apples; five pounds of bananas; one and one-fifth pounds of potatoes; one pound of bread; two pounds of milk; one and three-fourths pounds of fish, edible portion; seven-eighths pound of eggs; threefifths pound of beef. The chief medicinal value of raisins is in their laxative effect."

ONTARIO MARKETS.

Green Fruit.

Toronto, August 11, 1905.

THE item of chief interest in green fruit circles this week is the arrival of local plums and peaches on the market which are selling at 50c. and from 35 to 50c. per basket. As yet the quality is not particularly desirable and receipts will not be liberal until next week. The banana market is strong and it is impossible to obtain sufficient supplies to meet the requirements of the trade as yet. A decline in prices may be looked for in the near future. The late Valencia orange season is pretty nearly at an end and the Jamaica season will open up about Sept. 1. California fruit is scarce and extremely high in price. California pears are quoted this week at from $3.25 to $3.75 per box. Huckleberries are easier in price as well as raspberries. We quote:

Oranges, late Valencias, per box	5 50	6 00
Lemons, Verdilli	....	5 50
Lemons, California, per box	5 00	5 50
Bananas, large bunches, crated	2 00	2 20
Bananas, 8's, per bunch, crated	1 40	1 75
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 25	1 40
" domestic, per basket	0 35	0 50
Pears, California, per box	3 25	3 75
Plums, " per crate	1 75	2 00
" domestic, per basket	....	0 50
Cantaloupes, Rockafords, per crate	8 00	10 00
" Indiana gems, per basket	0 75	1 00
Watermelons, each	0 30	0 40
Gooseberries, per basket	0 75	0 85
Red raspberries, per box	0 08	0 09
Black " "	0 09	0 10
Huckleberries, per basket	1 00	1 15
Red currants "	0 60	0 85
Apples, new, per basket	0 35	0 50

Vegetables.

The market in vegetables is maintaining itself, and demand continues steadily upward. The slight advance noted in new potatoes, owing to temporary scarcity, has righted itself, and a firm price is now quoted of 50c. Cauliflowers have steadied themselves somewhat, and quotations range from 75c. to $1. Tomatoes are now well on the market at a steady price of 30c. to 40c. Jersey tomatoes have been crossed from our list. Green corn has also evened down to a steady 15c. Parsnips have arrived and are quoted at 40c. per doz, and are making an inviting market. We are also adding to our current quotation squash at $1.50 per doz., leeks at 50c. per doz., and a new variety of vegetable known as kohl-rabi, on the market this season for the first time.

New potatoes, per bush	....	0 50
Onions, per doz. bunches	....	0 15
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, Canadian, per doz	....	0 40
Cauliflowers, domestic	0 75	1 00
Tomatoes, domestic, per basket	0 30	0 40
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 20
Cucumbers, per basket	0 25	0 35
" large, per doz	....	1 00
Outdoor lettuce, per doz. bunches	....	0 20

Local Fruits

are arriving more plentifully this week. Some Canadian Peaches and Plums have appeared on the market and are selling reasonable. Tomatoes took a drop last week, sold as low as 25c. basket. We have for this week's shipping several cars.

Peaches, Pears, Plums, Californias, Watermelons, Cantaloupes, Fancy Late Valencia Oranges, Lemons,

WHITE & CO., LIMITED

HAMILTON Phone 1115 — **TORONTO** Phone Main 4106

St. Nicholas

Seasonable Fruits.

GET OUR PRICES AND TRY OUR SERVICE. WE ARE EQUIPPED TO HANDLE YOUR TRADE SATISFACTORILY TO YOU.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

ANOTHER CARLOAD OF FANCY **NEW LEMONS** JUST ARRIVED

We can handle your Butter, Eggs and Poultry to advantage.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

RASPBERRIES

Best Berries. Cheapest Price.

THIMBLE BERRIES

Large firm fruit of excellent quality. Prices proportionate. I am now prepared to supply the trade with these berries through the following representatives: Toronto, The Eby, Blain Co., Limited; City of Montreal and Province of Quebec, Wm. H. Dunn; Winnipeg and the Northwest, Mason & Hickey, 108 Princess St., Winnipeg. Don't forget the **E. D. S.** Brand of Preserves. Better have a trial order. They sell every time.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

FOR JULY'S HOT WATEHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN" BRAND TOMATOES

Ripe and smooth, with a guarantee in every basket. Prices and shipments to suit you. Write or wire about these, or any seasonable fruit.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

WE HANDLE THE FINEST LINE OF

TURKISH DELIGHT

IN CANADA.

JOBBING AND RETAIL TRADE SUPPLIED. WRITE FOR PRICES AND FREE SAMPLES.

H. W. HUNT & CO., 34 Church St., - - TORONTO, ONT.

Waxed beans, per basket	0 25
Water Cress, per doz.	0 25
Parsley, " "	0 20
Mint, per doz bunches	0 20
Sage, per doz.	0 20
Savoury, per doz	0 20
Rhubarb, per doz. bunches.	0 20
Green peppers, per basket	1 00
Kalamazoo celery, per doz	0 40 0 50
Canadian celery, per dozen	0 35
Egg plants, per dozen	1 00
Vegetable marrows, per dozen	0 75
Green corn, per doz.	0 15
Parsnips, per doz.	0 40
Squash, "	1 50
Leeks, "	0 50
Kohl-Rabi, per doz.	0 50

QUEBEC MARKETS.

Green Fruit.

Montreal, Aug. 9, 1905.

FRUITS continue to be in fair demand but the trade lacks in activity, according to some dealers.

Two cars of California pears arrived on Mondav and were sold as follows: No. 1 stock, from $3.25 to $3.35; No. 2 stock, $2.40 to $2.60. Two cars of peaches found buyers at from $1.25 to $1.35 per box. A few California plums sold at $2.00 to $2.20, these high prices being on account of their scarcity.

The demand has dropped for bananas, owing to prices being too high in proportion to other fruit. However, it is expected that within ten days the price will drop 25c. to 30c. lower per bunch.

Lemons continue very high and firm and of course quite scarce on the local market. Pineapples enjoy a fair demand at quotations but stocks of them are very very light.

Pears, boxes	3 00 3 50
Plums, crate	1 75 2 25
Peaches, box	1 25 1 50
Apricots, crate	1 25 1 40
Apples, bbl.	3 00
Dates, per lb.	0 04½
California cherries, box	3 00
Bananas	1 75 2 15
Cocoanuts, per bag of 100	3 00 3 25
Pineapples, 24 to case	5 50
" 30 to case	4 75
Jamaica grape fruit, per box	5 00 5 50
Florida grape fruit, per box	5 00
California navel oranges, per box	4 75 5 50
New Messina lemons 300's	6 00
" 360's	5 00
Apples Winter varieties	4 00 7 00
Sweet potatoes, per bbl.	6 00
Tomatoes, Floridas, crate	2 75
Strawberries	0 10 0 12
Canteloupes, per crate	6 00
Watermelons, each	0 30 0 35
Raspberries	0 10 0 12
Blueberries, per box	0 80

Vegetables—The demand for vegetables is only moderate and trade generally is slack. The local stocks are very large on account of great receipts and slow sales. Home grown products arrive continually in large lots and tomatoes, specially, have arrived in such abundance that they dropped from $1 per box on Friday to 35c. on Monday. New potatoes are also in fair lots, but old ones have almost entirely disappeared. Prices are as follows:

Canadian celery, per doz.	0 25 0 40
Bermuda onions, per box	1 50
Green and wax beans, per bag	0 20 0 40
Bunch lettuce, per doz. bunches	0 50
Canadian radishes, per doz. bunches	0 05
Mint, per doz. bunches	0 10
Parsley, " "	0 35 0 75
Sage, per doz.	1 00
Savory, per doz	1 00
Beets, new, per doz.	0 12 0 15
Egg plant, per dozen	2 00
Green onions, per doz.	0 10 0 15
Egyptian onions, per lb.	0 02
Yellow onions, in 80-lb. bags, per bag	2 50
Green house water cress, per doz.	0 50
Waxed beans, per bag	0 40 0 60
Cauliflowers, home grown, per doz.	2 50
Green peppers, per basket	0 75
Cranberries, per bbl	10 00
New potatoes, bag	0 55 0 60
Montreal cucumbers, barrel	0 75 1 0
Home grown cabbage, pe 100	1 25 2 20
Tomatoes	0 35 0 75

PICKLING SPICE

The approach of the Pickling Season warrants your getting in the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P.DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers?**
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

DRIED FRUITS

NUTS ETC. ETC.

Ask for our prices before placing orders.

D. RATTRAY & SONS

COMMISSION MERCHANTS

QUEBEC **Montreal** **OTTAWA**

Fresh and Cured Fish

THE SALMON SITUATION.

(Special Correspondence.)

Vancouver, August 3, 1905.

BRIEF, but heavy, has been the history of the sockeye run of 1905. Already there are indications that the bulk of the run is over, for the percentage of humpbacks, the coarser fish which follows right after the sockeye run, is very large. Of little commercial value, and hardly ranked as a salmon at all in the minds of western people, the humpback is the almost certain precursor of the end of the sockeye run. They begin to be taken in the nets towards the end of the sockeye run, and as they increase in numbers the sockeyes dwindle till they disappear.

Though not valuable, or attractive as a food article to the taste of westerners, the humpback is not to be despised. In Japan the humpback is readily bought, and for several seasons a number of British Columbia canneries have been putting up all they could catch of the ugly cross salmon. The market in Japan has been exceedingly lively since the war, and the demand is likely to grow now that the fish is well established. This year it is likely that a number of canneries will again put up humpbacks, as the sockeye pack has been so short that, despite working day and night the cans made ready are not all filled. That is presuming always that the end of the sockeye run is now in sight.

* * *

During the sockeye run the daily catches of fish have been large, both by individual fishermen with drift nets, and by the traps on Vancouver Island, and south of the international boundary. For one brief rush it was even said that the traps were taking more fish than the canneries could take care of before they spoiled. In this the trap owners of Puget Sound were said to be the chief offenders, but they strenuously deny the accusation.

* * *

Catches per boat have been averaging as high as 250 and 300 fish, while over 600 have more than once been reported for "high boat" in one night. This, at prevailing prices up to July 31,—12½c. per fish—would give the lucky fisherman and his partner a handsome return. The price was lowered according to agreement to 10c. per fish, dating from August 1.

* * *

The effectiveness of traps is amply demonstrated by the enormous catches of 40,000 and 50,000 fish, and even in some cases 60,000 for a single day. That the traps on Vancouver Island have to a certain extent checkmated those of the Puget Sound canners, is an argument in their favor, even with those who do not favor traps, and it must be admitted that they are in the majority, though most of the leading companies in the province have now traps or trap sites, and the new order has apparently become established permanently.

The total pack is hardly even estimated yet, as the work of packing is still in progress. Even in the north, where the season begins earlier than on the Fraser River, the pack cannot be given in detail, though it is known to be large. The canneries there are still working.

* * *

Halibut fishing is at its quietest at the present season. The vessels of the New England Fish Co. are now the principal ones on the banks, and both the Kingfisher and New England are in commission, the latter having been in the shipyard for some weeks being overhauled. Last month but two cargoes, both from the Kingfisher, were landed at this port.

* * *

The Western Canadian Fish Co., with wharves, warehouses and drying plant at Barnet, offer their business for sale, including the right to use the Whitman process of curing, which has been so successfully applied to halibut. Lack of capital to keep pace with the expansion of the business is the reason for selling. The company's schooner, Blakeley, is now in Behring Sea, or on her way home, with a cargo of cod.

FALSE LABELS ON SALMON.

IN his latest report to the Department of Trade and Commerce, P. B. MacNamara directs the attention of British Columbia salmon canners to the fact that considerable faking in labels of canned salmon is being practised by unscrupulous dealers in Great Britain. A large percentage of British Columbia salmon reaches the British market without labels. A large dealer buys say 10,000 cases of a most reliable canning and 10,000 cases of inferior quality and of Alaska fish. He gets authority to have printed for him the necessary labels of the best quality. Instead of affixing these labels to the latter grade he places them upon the lower grade and on the fine quality puts a fancy brand of his own. The words "packed by" are carefully eliminated from the fraudulent label, and all else remains except the quality of the contents.

The price of Alaska salmon is in the neighborhood of eighteen shillings, or $4.37, per case, whilst British Columbia in tall tins realizes twenty-five shillings, or $6.07 per case. This difference excites the cupidity of the fakir to practise his nefarious trade by substituting labels of a well-known British Columbia canning factory. Alaska salmon is thrust upon the dealers, and the lesser price asked than for genuine British Columbia, though leaving a large margin to the substitutor, helps its sale, but when the consumer tries it a few times, and finds it hard and not such as he used to get, he discontinues the use of canned salmon. Mr. MacNamara suggests as a remedy that all tins be branded with the initials of the canner.

A NEW LINE OF FISH.

It is reported that an enterprising firm have been getting up a special line of fish of the "kippered" variety to still further add to the delicacies of table and form a good appetizer at the commencement of a course meal, similar to the salted "rows" common with continental epicures.

FISH GOSSIP.

The United States Secretary of State is in St. John's, Newfoundland, this week, holding a conference with the Colonial Ministry on the Bond-Hay treaty. It is thought that certain regulations of the Bait Act will not be enforced, and that Newfoundland will be granted the advantage of the American fish markets.

MONTREAL RETAIL GROCERS MEET.

The monthly meeting of the Montreal Retail Grocers Association was held as usual at 88 St. Denis street on Thursday, August 3. The event of the day was the award of prizes to the winners of the different games and contests gone through at the Cornwall picnic. The prizes were for the most beautiful and expensive.

After the distribution, the president, P. Daoust, concluded to adjourn the meeting, but the treasurer, P. Bruneau, rose up and told the members of the association that he was glad to hear Mr. P. Daoust had decided to propose himself as candidate in the coming municipal elections. Mr. Bruneau also added that he was confident all the grocers would help Mr. Daoust. This news was received with applause.

On Mr. J. A. Beaudry's advice, the meeting handed a vote of thanks to all the friendly newspapers, including The Canadian Grocer, and then adjourned.

SMALL APPLE CROP.

In the course of an interview with The Grocer this week, E. J. McIntyre, of Niagara, Ont., comments on the Ontario fruit situation as follows:

"The fruit crop of Ontario will not be an abundant one this year. The high prices that have prevailed for strawberries, raspberries, currants and cherries, indicate that the supply of earlier fruits has not equalled the demand, nor is the prospect much better for the fruits that have yet to be marketed. The yield of plums and pears is irregular, the Japanese varieties alone showing a full crop. But the yield of peaches and grapes will do much to save the situation. Wherever peaches are grown, they are abundant and of good quality, and grapes are comparatively free this year from the fungus diseases that frequently prove so destructive.

"Apples are reported to be plentiful and of good quality in the apple districts east of Toronto. West and north they are scattered and inferior; while in the Niagara District they are almost a complete failure. Upon the whole, the apple crop will be less than an average one."

"ACADIA" BRAND

STRICTLY BONELESS

PREPARED CODFISH

is always a good asset in a grocer's stock, for it is a food product that keeps well and being done up in convenient packages is not wasted. It is packed in 2-lb. non-porous wooden boxes, 1 dozen to the crate, and 1 lb. tablets, 20 lbs. to case.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N.S.

SEASON OF 1905

"CLOVER LEAF"

BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW"

BRAND

RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,
153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The Consumption of

CHOCOLATES

in Canada is increasing at a wonderful rate.

MOTT'S

"Diamond"

and

"Elite"

brands are responsible to a large extent for this. Their merit has won them favor everywhere—Are you selling them?

For Sale by all Jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

THE BEST

Trade in your town goes where the BEST goods are sold. . . .

STEWART'S

Chocolates and Confectionery

ARE THE BEST

Your customers want pure, wholesome sweets.
It will pay you to sell them what they want.

STEWART'S CHOCOLATES
MAKE CUSTOMERS

THE
STEWART COMPANY
TORONTO

General Groceries, Provisions, Spices, Teas, Coffees, Etc.

STATIONERY DEPARTMENT

We carry one of the best assorted stocks in school supplies, such as Scribblers, Exercise Books, Pencils, Pens, School Bags, Pencil Boxes. It will pay the general store-keeper to buy these articles from us. They need not order in large quantity, our prices are low, no heavy expense to carry the line.

SMALLWARES

of all kinds, we are always adding new lines, and prices lead. We import them all from manufacturers direct.

PATENT MEDICINES

all well known preparations at lowest prices.

We Are Reliable

S. J. MAJOR, LIMITED

Wholesale Grocers and Wine Merchants, - OTTAWA

P.S.—We take produce at current prices in exchange.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

FOURTH ANNUAL CONVENTION CANADIAN ASSOCIATION OF MASTER BAKERS.

FOURTH annual convention of the Canadian Association of Master Bakers was held in the City of Ottawa on August 8. About 150 members from all parts of the Dominion attended, Vancouver to Halifax being among the cities represented.

The business meetings were held in the Council Chamber, City Hall, under the presidency of Mr. A. A. Lees, Hamilton, Ont., president, and Mr. James Acton, secretary. The headquarters of the officers and committees were at the Grand Union Hotel, and Host Paisley and his staff made all comfortable. Promptly at 10.30 o'clock the members assembled in the Council Chamber, where addresses of welcome were presented by Mayor Ellis and Alderman Black, chairman of the finance committee. After suitable replies by President Lees and ex-Alderman Parnell, of London, Ont., the secretary's, treasurer's and executive committee's reports were read and passed on.

Following this an address by Prof. Harcourt, Ontario Agricultural College, Guelph, on "Flour," was delivered, and a discussion followed in which Mr. John Turnbull manager Nasmith Co., Limited, Toronto; Mr. Harrison, Woodstock, and Mr. J. S. Spink, of the Geo. Weston Co., Toronto, took part.

Mr. Geo. Weston's address on "The Open Shop" was a well-delivered and forcibly interesting one. Mr. Z. Hilton, of Hamilton, followed with an address on "Costs in Breadmaking in the Small Bakery."

After an adjournment for luncheon the members and their friends re-assembled at City Hall, and marched to the Parliament Buildings at 2 o'clock, which, though the session was closed, was placed open for the visitors. At 3 o'clock cars were taken for Rockliffe Ranges, and a halt made on the return trip at the Royal Shanty for refreshments. This was a most interesting affair, and the bakers saw an exhibition of breadmaking and bean cooking as conducted in the lumber camps. Photos of the delegates were taken, which no doubt will be treasured as interesting souvenirs of the trip and visit. After refreshments had been served and the guests had rested, cars were taken for Britannia Bay where a vaudeville entertainment was provided in the handsome pavilion of that lovely Summer resort.

On Wednesday, Aug. 9, reports of special committees, election of officers, and addresses by Mr. A. McGill, of the Inland Revenue Department, Mr. A. W. Carrick, Mr. A. M. Ewing, etc., were gone through with, also a drive to Experimental Farm; Chaudire Falls; Paper and Match Mills, Hull; and a ride on trolley to Aylmer Park, with dinner at Hotel Victoria, winding up with dancing.

On Thursday, Aug. 10, at 7 o'clock a.m., the entire delegates were taken by special C.P.R. train to Montreal as guests of the Ogilvie Milling Co., Limited. To President Thompson, of the Ogilvie Co., the delegates are indebted for the courtesy and pleasure of this Montreal trip. A luncheon at the Windsor, with trolley ride around the city, was included in the entertainment provided by Mr. Thompson.

Altogether, in numbers of attendance and interest taken, this is the banner convention of the C.A.M.B., and the enthusiasm and interest displayed by all augurs well for future successful gatherings.

President Lees, Secretary Acton, Treasurer Weston, and the executive officers, Messrs. A. W. Carrick, A. M. Ewing, John Turnbull and G. Whittaker, as well as that energetic and popular dough raiser, H. E. Trent, of Fleischman's Yeast, were most solicitous and active in seeing that everything was well and properly done.

The officers of the Ottawa Master Bakers' Association, G. W. Shouldis, president; B. Slinn, vice-president; R. E. Jamieson, treasurer, and J. B. Borthwick, secretary, did noble work in looking after their guests. As a hustler, President Shouldis' record will be hard to beat.

Mark Bredin was here, there and all over, and his pleasant face and hearty handshake is familiar to everybody in the baking line.

According to J. S. Larke, Canadian commercial agent, blight is reported to have ruined the potato crop in the North Island of New Zealand, and should the disease spread to the South Islands the production will not meet the home demand. It is probable there may be a market for British Columbia, as Australia is not likely to have much of a surplus for some months.

CLEAR SAILING

IS WHAT SOME GROCERS STYLE MERCHANDISING

IF

Perfection Cream Sodas

had not the selling force grocers could not afford to carry them. The fact that so many grocers carry them is proof positive of **"Perfection's"** "standing in" with the public. No magic about that. Simply proper biscuit-making on our part. That's all we claim—and your consideration.

3-LB CARDS OR TINS

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

WALL PAPER

EDUCATION IN HOUSE FURNISHING.

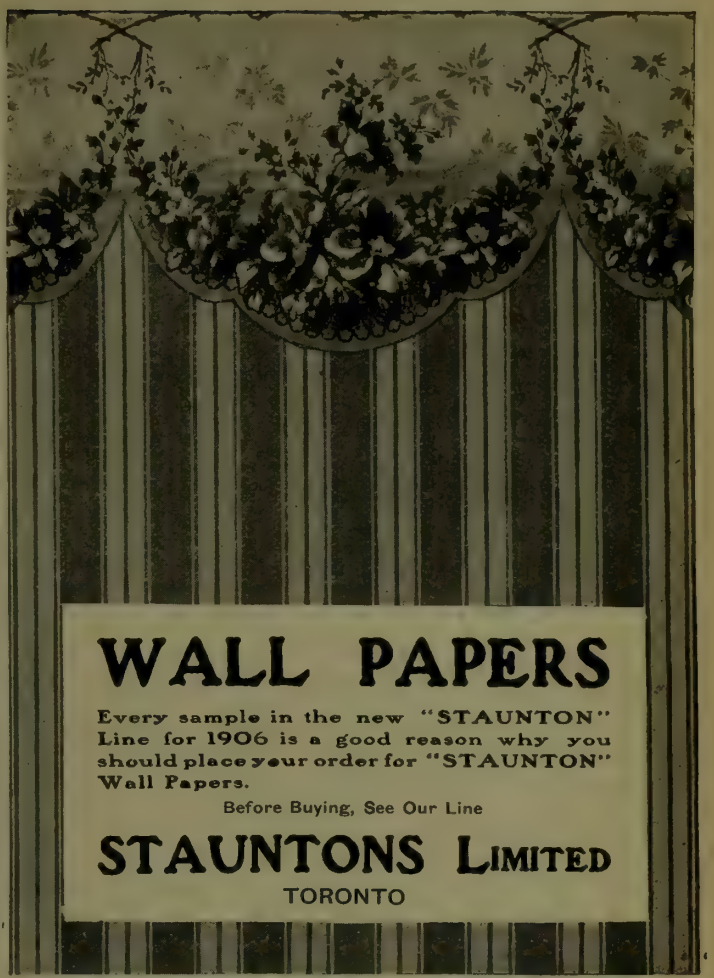
INTERIOR decoration has within the last few months come in for a large share of attention from papers and magazines. The following extract from an American daily shows to what an extent public taste is being educated to new ideas and fine effects. The house furnishing man should not be behind the newspapers in exploiting artistic ideas:

There was once a time when matting meant a covering for the floor consisting of an unbroken succession of dark and white squares that made the floor look like a gigantic checkerboard. It was heavy and stiff and shiny, was fastened down with big double clamp tacks and bulged in nice little hillocks at stated intervals; it had a "best room" smell, strongly suggestive of horsehair furniture and big four post beds, and was always associated with long, hot Summer afternoons. Time and fashion, assisted by the Japanese, have wrought such changes that nowadays matting is one of the most satisfactory and artistic of household furnishings. The old checkerboard patterns are still to be seen and are preferred by some people, but the materials are much finer in texture and more easily handled than the old fashioned kind; the regular Japanese matting, however, is really a thing of beauty, and besides being used as a covering for floors, is put to other uses not dreamed of by the methodical housekeepers of the good old times, who put down their strips of shiny squares in May and took them up in September or October.

Japanese matting is soft and pliable, and when the strips are sewn together, as they always should be, the matting may be laid as smoothly as a carpet. For Summer use particularly there is nothing more satisfactory than this typical product of the Orient, with its light background and the big vague looking flowers done in indefinite pinks and blues and rehs, with probably only one design to the yard, thus giving an effect of space and naturally of coolness, and harmonizing well with rugs of any description. For carrying out a Japanese effect the matting is used to cover walls. It is tacked on at the top and bottom and between the widths are run strips of a contrasting color covering the seams and giving the appearance of panels. Owing to its flexibility this matting is also largely used in upholstering Summer furniture; settees and settles, porch chairs and other pieces of semi-outdoor furniture are made very attractive when covered with it.

There are many varieties of jute rugs for use in camps and bungalows and on piazzas in rather vivid shades of red and green. These are heavy and coarse and effective. The rugs made of Japanese matting, or rather the pieces of matting having completed designs similar to those on rugs, do not seem to be in very great favor now, at least, there are very few varieties to be found in the shops, but pieces of the regular stock cut the desired lengths and fringed make rugs that are equally as useful if not quite so attractive.

Another decorative fabric for which there is a growing demand and for which we are indebted to the Japanese is the grass cloth used for covering walls. This comes in all the standard colors, and is a yard wide. The general effect when on the wall is very much that of burlap, except that it is of finer weave and has almost a glossy appearance. It is made of Chinese grass, which is woven in the same manner as a loose-weave cloth or woolen goods, then a very thin coating of rice paper is pasted with infinite care on the back of the cloth to give it body, and also to make it possible to attach it to a wall, the grass cloth itself being of such a fibre that it will not hold paste.


WALL PAPERS
Every sample in the new "STAUNTON" Line for 1906 is a good reason why you should place your order for "STAUNTON" Wall Papers.
Before Buying, See Our Line
STAUNTONS LIMITED
TORONTO

But there are other wall and floor coverings that are not essentially Japanese, though equally as beautiful. An exquisite new wall paper is called English chintz. Over a white background, which, by the way, is glazed until it is very shinny, there is scattered a most fascinating collection of old-fashioned flowers, dahlias and hollyhocks and asters in a marvelous variety of colors, but so well chosen and so effectively arranged that it makes one think not of a kaleidoscope, but of all the interesting things one has ever read about old-fashioned gardens. More bizarre and showy is a new French paper in a rose design; the background is almost invisible through the masses of most natural looking green leaves, but the few comparatively small white spots that remain give a suggestion of perspective that is remarkable, and one has a feeling that on the other side of those leaves space extends indefinitely. The roses on this unusual pattern are few and far between, and one that dropped almost to pieces adds to the originality of the design.

A MID-YEAR CALENDAR.

Stauntons Limited have opened the second half of the year by issuing to the trade a very handsome calendar running from July, 1905, to July, 1906. This kind reminder will be much appreciated by the recipients. The pages contain some telling advertising for the Staunton line of wall papers. Like all the literature of this firm, it is gotten up in fine style. The coloring is brilliant and striking and is altogether a decidedly good piece of work.

Food Facts

ORANGE MEAT

is the favorite breakfast food.
It is the quintessence of the best wheat.
It is scientifically made.
It is wholesome.
It is put up in mercerized bags to ensure absolute cleanliness and freshness.
It is sold on a more even basis than any other breakfast food.
It offers the grocer the most profit.
It offers the people the best weight.
It is never cut in price.
The output of

ORANGE MEAT

has been doubled in less than two years. Tangible evidence, this, of its popularity. We will tell you "why" from a Tommy Atkins standpoint. Watch for the next copy of THE GROCER.

The Frontenac Cereal Co., Limited

KINGSTON, ONT.

Flour and Cereal Foods

CROP REPORTS.

LATEST reports on the growing grain crops throughout Ontario indicate an exceptionally heavy crop of oats, if harvesting is not intefered with by rain; some oats have already been harvested. The acreage of Fall wheat has been decreased in most places, with an increased yield and quality very good. Some points report a little rust. Acreage of Spring wheat average with yield and quality good; also a little rust reported. Acreage and yield of barley much over last year and quality above average all over Ontario. Acreage of peas small, but prospects for a heavy yield. Quality will be good and no bugs. Corn sections report much below an average crop owing to recent wet weather. The hay crop is the heaviest in 15 years. Acreage and yield of rye small, but above the average in quality.

The crop report issued last week by the Canadian Pacific Railway leaves little room for doubt of the outcome of this season's harvest. From every section of the wheat belt in the Canadian West are reported the most encouraging opinions of the prospective yield. The wheat has reached the stage where an estimate of the yield can be made without the danger of exaggerating, and the opinion is almost unanimous that there will be twenty-five bushels of wheat harvested from each acre that is under that grain this season. This will mean that there is easily 100,000,000 bushels of wheat in the Northwest.

Cutting will be general in two weeks.

IRREGULAR SHIPMENTS.

P. B. BALL, Canadian commercial agent to Birmingham, Eng., reports that there is more or less dissatisfaction among importers of Canadian products in Great Britain, such as flour and oatmeal dealers, because shipments from Canada do not arrive more regularly. When all the ports are open, there is little reason for complaint. When navigation is getting under way in the Spring, however, things run anything but smooth. In their anxiety to make contracts to ship via Montreal, railroad agents enter into large contracts. One lot of goods may be shipped at once, and probably reach its destination in a month. But very often it happens that there is a rush of goods when a shipment from Canada may not be delivered in Great Britain under three months.

The matter is not so bad from the shipper's standpoint as it is from the purchaser's, as all goods are sold at 30 or 60 days' draft against bill of lading. When the Canadian shipper despatches his goods from say London, Toronto, or some smaller town, he gets a receipt from the station agent, and this is attached to his draft, which he sends through to the purchaser in Great Britain. It is paid at maturity, but very often it is from 30 to 60 days after before the goods arrive, thus causing a good deal of irritation.

In trying to find out the cause of these irregularities, it seems that the first goods arriving are put into the warehouses, and if the ship is filled by later arrivals, the goods first received remain behind, and new goods coming in continually may be packed on top of them, instead of there being a routine method of "first come, first served."

GRAIN BLOCKADE.

It is rumored that there may be a big grain blockade next month in the Canadian Northwest. Campbell, McLean & Co., Winnipeg, advise that frost threatened on July 31, and that Aug. 15 and 30 are the next critical periods. If these are passed the crop will be safe. It will be four weeks yet before the Northwest crops will be absolutely safe from frost and rust, although conditions on the whole are favorable.

PROMISING MARKET.

In his regular report to the Department of Trade and Commerce, Ottawa, Mr. Kittson says there is a market for $40,000,000 yearly in foodstuffs in South Africa. It is one of the largest markets in the world, and, considering the size of the population, it is not rivalled by Great Britain as a market for foodstuffs. Britain takes £5 per head, while South Africa buys from £8 to £10 per head. Not including the importations by Delagoa Bay and Biera, there was imported last year to South Africa foodstuffs valued at £8,355,300.

CEREAL NEWS.

Imports of Canadian wheat into the United States during the fiscal year 1904 amounted to 3,300,000 bushels.

It is reported that a combine of the independent cracker backers of Canada and the United States is in process of formation.

Letters patent of incorporation have been issued to the Anchor Cereal Co. The capital stock is placed at $150,000, and Winnipeg will be the chief place of business. Oak Lake parties are at the head of the company.

The wholesale warehouses of the Lake of the Woods Milling Co., on St. Denis street, Montreal, were damaged by fire to the extent of $200,000 on Aug. 8.

An elevator and warehouse belonging to the Brant Milling Co., Brantford, was destroyed by fire on Aug. 6.

It is reported that upwards of 1,000,000 bushels of Winter wheat from Southern Alberta will be shipped westward this season to be ground in British Columbia mills, initiating the policy of making Vancouver a great milling centre from which supplies of flour for the Orient may be shipped.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO CULTURE IN ITALY.

AN important change in connection with tobacco growing in Italy is contemplated, and if carried out will create a considerable opening for capital and enterprise. A few years ago the tobacco department conceded to certain firms the privilege of growing, drying, and packing Oriental qualities of tobacco for export in given areas near Tricase; the consequence was the immediate formation of groups of landowners who petitioned the Government to be allowed to do the same, not only for export, but also for home consumption. These groups have become numerous, and a committee sat in Rome recently, composed of the directors and technical advisers of the various Government tobacco establishments throughout the country, to discuss the question of allowing the entire preparation of tobaccos to be carried out by landowners, who would deliver the leaf ready for the manufactory at a given price.

TOBACCO ASHES AS AN ASSET.

As everybody knows, the ash left on burning tobacco is considerable. A ton of tobacco leaf would yield four hundred weights of ash, which represents valuable mineral constituents withdrawn from the soil which have to be replaced by abundant manuring.

On the face of it there would seem to be a fortune in store for that individual who could devise a successful means for the collection of tobacco ash, and it is a great pity that so much valuable material should forever be lost to the soil without any attempt at direct restoration being made.

NEW MEXICAN TARIFF.

The following are the tobacco schedules of the new Mexican tariff recently promulgated:

"Chewing tobacco, per legal kilo, $1.10; unmanufactured Virginia tobacco per net kilo, (50 cents gross kilo) 55 cents; unmanufactured tobacco, not otherwise specified, filling per gross kilo, $2.50; sifted or cut tobacco for cigarettes, per legal kilo, $1.70; tobacco manufactured into cigars, per legal kilo, $7.70; tobacco manufactured into cigarettes, per legal kilo, $2.20."

NEWS OF THE TRADE.

An Associated Press dispatch from Christiania, Norway, states that the Storthing has imposed an additional duty of 10 per cent on imported stemmed leaf and plug tobacco.

DO POSTERS PAY?

THE tenth annual report of the American Scenic and Historic Preservation Society contains some interesting facts about the effectiveness of the outdoor advertising that does so much to mar the beauty of cities and countryside throughout the North American continent.

The scenic society sent letters to fourteen of the largest advertisers in the United States, who are credited with spending from $200,000 to $1,000,000 a year, asking them about their expenditures, the proportion spent on outdoor or poster advertising, their views as to its usefulness, and other questions along that line. The answers are highly encouraging to those who hope to live to see the day when fields and rocks and city facades will no longer be disfigured with garish notices of pills and powders. One firm, which spends from $350,000 to $500,000 a year on advertising, devotes only about 5 per cent. of this sum to outdorr advertising, and does not regard it as a favorable medium. Another firm has spent from a few hundred to several thousand dollars out of an advertising budget of $500,000 on street car and other posters, but has been disappointed in the results, and has discontinued that method. A company whose annual advertising bills amount to $800,000, reports: "Outdoor advertising is not profitable, compared with other forms unless we want to impress the name of an article on the people's minds." For that purpose the company believes a small percentage of its expenditure is useful. Officers of a company advertising to about the same extent, report that they have spent a great deal on outdoor advertising and "think some of it has paid." A company which devotes nearly $1,000,000 a year to advertising, spends nothing out of doors in the United States or Canada, but from one-third to one-half of its allotment for Cuba in that fashion, on the theory that the people there are largely illiterate, and can be reached in no other way. The general manager of a large concern reports that after experiment he has stopped outdoor advertising, and adds: "Perhaps in some new country, or with a new product, it might be profitable, but I would rather doubt it.

All this would seem to indicate that the poster inundation is likely to subside. As a new and striking bid for publicity, it naturally had great vogue, but, now that solid business men are counting the results, and finding them unsatisfactory, we may hope to see the nuisance largely abated. If sound commercial reasons supported the posters, the fight to restrict their ugliness would be most arduous; but if commerce and beauty work side by side there is good reason to hope for a gradual clearing away of these excrescences upon the landscape.—N. Y. Tribune.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Creeping Up

Every day my cigars are getting closer to you. Scarcely find a grocer now who doesn't carry them or who is not just going to commence carrying them. The **PEBBLE** and **PHARAOH** are too good to let go by—at least nine out of every ten grocers think so. Pretty good percentage, isn't it? Look at my terms.

I will take back, at end of three months, at invoice price, all of your stock unsold. You don't risk one cent, even if you never sell one cigar.

Let me send you 1,000 assorted, and see for yourself what business there is in your store when you feel for it. **PEBBLE**, 5c.; **PHARAOH**, 10c.

J. BRUCE PAYNE, LIMITED, Makers, GRANBY, Que.

Perhaps You Often Wonder

why we say so much about the excellencies of **T. & B.** when you yourself know this famous tobacco so well—so well that you never allow your supply to run down. Our talks are not for you, Wise Grocer, but for your neighbor-merchant at the next corner, who is missing business by continually "putting off." Doesn't know whether or not he will start keeping **T. & B.** Only a few enquiries for it, so far. It is the one here and there asking for **T. & B.** that starts your tobacco business going, Mr. Merchant. By and by the one or two enquiries reach big numbers, and the Lucky Grocer shakes hands with himself on his success. Don't put off! Get **T. & B.** to-day—**NOW.**

THE GEO. E. TUCKETT & SON CO., Limited, HAMILTON ONTARIO

Business Changes

Ontario.

A. Hughes, grocer, Wardsville, has assigned to W. J. Smith.

M. H. Mitchell, confectioner, Barrie, has suffered loss by fire.

D. E. Thompson, grocer, Burritt's Rapids, has assigned to A. E. Baker.

The assets of J. L. Corning, cigar dealer, Ottawa, have been sold for rent.

E. R. C. Clarkson has been appointed trustee to Dominico Spada, wholesale fruiter, Toronto.

W. Job, confectioner, Peterboro, has assigned to O. DeLaplante, and a meeting of creditors was held Aug. 7.

A. G. Bain, grocer and liquor dealer, has admitted A. A. Adams to partnership. The style is to be Bain & Adams.

S. Taber & Son, general merchants, Morton, have dissolved partnership, and Samuel and Chas. R. Taber are now proprietors.

Quebec.

C. Dorlia has registered as an importer, Montreal.

L. Roy & Cie have registered as crockery merchants, Montreal.

The assets of W. A. Robert, grocer, Montreal, have been sold.

E. Victor, fruiter, Montreal, is offering his business for sale.

The assets of A. A. Lefleur, grocer, Montreal, have been sold.

The Victoriaville Hide & Skin Co. have registered at Victoriaville.

Gleason & Chesterfield, have registered as general merchants, Sweetsburg.

Lamontagne & Frere, tobacconists, Montreal, have dissolved partnership.

J. Verville, grocer, Montreal, has been succeeded by H. G. Daigneault & Co.

A meeting of the creditors of J. Burke, grocer, Montreal, was held Aug. 10th.

P. E. Edmond, of Edmond & Cotes, provision merchants, Quebec, is dead.

Moquin & Cote, produce merchants, Montreal, have dissolved partnershipp.

The assets of G. Labonte, general merchant, Shawbridge, were sold August 9.

A meeting of the creditors of M. Amyot, grocer, Montreal, was held Aug. 4.

The assets of J. A. Blondin, general merchant, St. Maurice, were sold August 9th.

P. Picard, grocer and liquor dealer, Montreal, has assigned to J. M. Marcotte & Cie.

T. Davis, cigar dealer, Montreal, has assigned and a meeting of creditors was held Aug. 9.

Luneau & Charbonneau have registered as general merchants, St. Paul De Chester.

Manitoba and N. W. T.

Dingle Bros., grocers, Calgary, have sold out to F. W. Brown.

Ball, Guilder & Jones, crockery merchants, Brandon, have assigned to S. C. Ayres.

F. Schneider has been admitted to the firm of Mund & Schneider, general merchants, Langenburg.

British Columbia.

Lee Guy has retired from the firm of Sun Lee Yuen, general merchants, Victoria.

Jas. H. Hodson, general merchant, Grand Forks, has suffered loss by fire. Partially insured.

AT THE FAIR.

The Canadian commercial agent to Australia, Mr. J. S. Larke, has arranged to be at the Canadian National Exhibition, Toronto. from Aug. 26 to Sept. 11, to discuss questions connected with export trade with Canadian business men.

The Retail Merchants' Association will hold their annual convention in Toronto on Aug. 14 and 15.

FOR CANADIAN EXPORTERS.

In view of the customs officials of the Australian Commonwealth enforcing duty upon the cost of packages and inland freight to port of shipment, the following quotation from the Commonwealth Customs Act, may be of interest to Canadian exporters:

"Goods exported to Australia from any country, but passing through another country, shall be valued for duty as if they were imported directly from such first mentioned country."

As the bulk of Canadian goods and products exported to Australia are shipped via New York, the bearing of "Clause No. 143" upon such shipments is of very great importance.

AGENT IN MONTREAL.

The Frankford Canning Co. have appointed Mr. J. H. Maiden to represent their interests in Montreal, and Mr. Maiden will soon be calling on the trade with the Frankford brand of canned goods. Mr. Maiden is enthusiastic over the quality of Frankford brand peas shown this year.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

CLAY PIPES
A perfect article. Sell it.
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

REASONS WHY
you should stock "Hogen Mogen" for a 5c. cigar and "Royal Sport" for a 10c. Cigar have been given for many weeks. Better investigate now.
The Quality is right, and we have a Free Show Case Offer which helps their sales.
Send us a trial order for 1,000 assorted.
THE SHERBROOKE CIGAR CO.
SHERBROOKE, P Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled.

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 10, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb " "	14 00

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
½ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2½lb.	10 50
4 doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 2 " "	1 25
1 " 1 " "	2 [illegible]

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—Dime		$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—Dime		$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 60
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box.....$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

PEELS

You will soon be buying Peels for your Fall Trade.

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well.

ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼ s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, ½-lb, tins. .40c.	
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. .42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. .30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	15 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

There are very few lines handled by grocers more generally sold than

STARCH

Has it ever occurred to you that by making a good and periodically regular display of

Edwardsburg "Silver Gloss" Starch and **Benson's "Prepared" Corn** that your customers will buy more? Try it and note the result.

These Lines are Canada's Standards

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, PQ.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 2·
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—

1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35

Old Crow," 12-lb. boxes—

¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

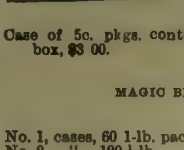
Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$3 00

Soap and Washing Powders.

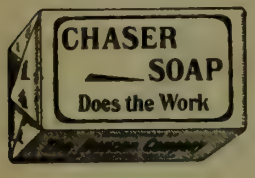
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $1 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 " 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

...e ' brand starch—	
...aundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

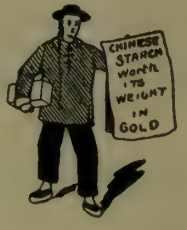
10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

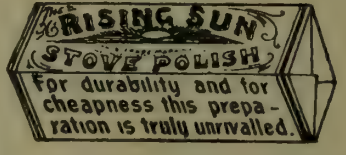
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



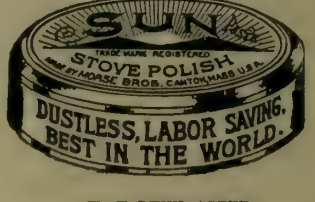
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enamelline No. 4, bxs., ea. 3 dz.	0 38
Enamelline No. 6, bxs., ea. 3 dz.	0 65
Enamelline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enamelline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS
SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.
MANUFACTURED BY
G.F. SUTTON · SONS · & · Co
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

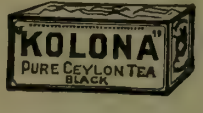
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

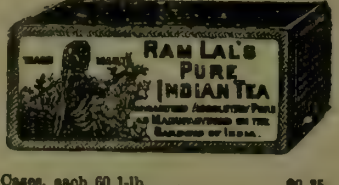
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½

EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 22½
Condor, pure distilled	0 27½
Old Crow	0 33½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

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knew as much as the physicians, acid vinegars would long ago have got their deserts. It is astonishing that some grocers will keep this stuff about their store. They surely would never do it if they took time to consider what

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VOL. XIX. MONTREAL AND TORONTO, AUG. 18, 1905. NO. 33.

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Manufactured by the

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Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

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are a delectable morsel. If you have not carried same in stock, send for sample.

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

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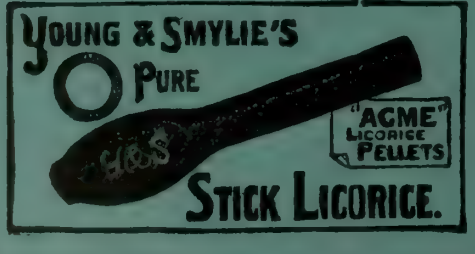

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Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

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Turns the thoughts toward what to "put up" and brings up the vexing Vinegar problem. There is nothing perhaps regarding which the customer must rely so implicitly on the merchant as the purchase of vinegar. A dealer can secure and hold confidence by recommending

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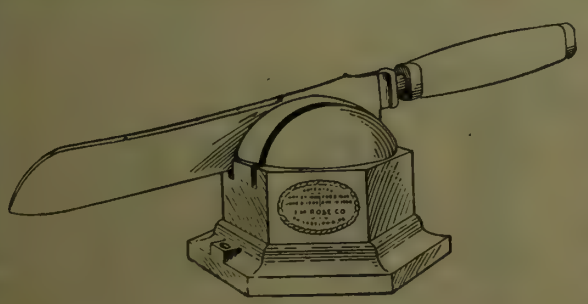

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Don't change the tastes of your customers used to the healthy teas of **JAPAN.** The experiment may cost you more than the loss of their tea trade.

You cannot sell better, purer, cleaner, healthier and more profitable teas than

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might bring inquiries. Better write for rates to

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This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

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There is a plenitude of ***CEYLON TEAS.*** Reason: Tea necessity. People seek them. Grocers must sell them. Result: Profit for both. If you carried more stock you would have more profit. Increase your ***CEYLON TEA*** orders.

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The "Toledo" is a money saver because it positively stops the giving of overweight.

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have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

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The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.

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IT COULD NOT BE OTHERWISE

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GENUINE IMPORTED WORCESTERSHIRE

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PAYS 40% AND

Is the Premier of the

Acknowledged Sauce World

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A NOBLEMAN
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH
CURRIES, GRAVES, GAME & SOUP
MANUFACTURED BY
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THIS LABEL IS ISSUED BY HOLBROOK'S LIMITED

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SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME

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Flett's

Pickle Goodness

From the good of the goods comes the satisfaction of the purchase—and from the satisfaction of the purchase comes your growing trade — in pickles

If you sell FLETT'S.

"THE PICKLE OF QUALITY."

ROSE & LAFLAMME

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MHS

"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
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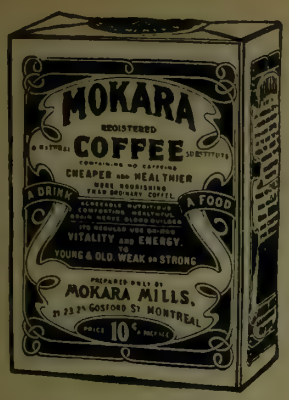

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

It is the ***Best*** and cheapest of any ***Tea*** or ***Coffee*** substitute on the market.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Cosport Street, - - MONTREAL

FOR THE WOMEN

FOR THE GROCER

IVORINE STARCH

$2.50 per case

St. Lawrence Starch Co.

LIMITED

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60 PER CENT. ENERGY SAVED

60 PER CENT. PROFIT MADE

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

RED FEATHER

is the name to conjure with when it comes to Coffee.

Red Feather Coffee is the greatest breakfast palate tickler that ever went down the red lane. The quality is superb. The flavor exquisite—in short, it's the nicest coffee ever sold to the consumer and the most attractive package on the market.

W. H. GILLARD & CO. of HAMILTON, CANADA,

have purchased a carload and are offering a special price as an introduction.

ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., -- MONTREAL.

TURN A BAD HEAD TO GOOD ACCOUNT

in other words, sell your customers a reliable and safe cure for Headaches and all Nerve Pains.

Mathieu's Nervine Powders

a combination of harmless ingredients, are a powerful nerve soother and stimulant. That is why so many people rely solely on them for the cure of all their Nerve Pains. Their sale, either in the unbroken package or loose, never ceases the year round; the profit never ceases to accumulate and **you never cease** to please your customers.

Mathieu's Syrup of Tar and Cod Liver Oil
Sells the Year Round

KEEP UP YOUR STOCK

J. L. Mathieu Co., Limited
SHERBROOKE, - - QUE.

MOLASSES

Direct Importations

New Orleans
Porto Rico
Barbadoes

In stock and "to arrive."
Exceptional values.

Warren Bros. & Co.
Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

SOME RESULTS OF THE TRIP.

WHILE pleasure was the chief object of the trip of the Manufacturers' Association to Great Britain there was at least one other which was even more important, and that was to know and be known. In other words, they wanted to learn more than they knew in regard to the industrial and commercial conditions in the Mother Land, and to unfold or reveal themselves to the people of the Mother Land.

* * *

I cannot speak from the book. The best I can do is to be guided by impressions. From these I gather that the trip was just as successful from what might be termed its material aspect as it was from the pleasure seeing object. We learned a great deal, and probably a great deal more than any of us yet realize.

* * *

A few days before we left Canada a friend of mine, who takes a pessimistic view of both industrial and military conditions in Great Britain, remarked to me: "England is one of the decaying nations." While none of us had imbibed such ultra pessimism as this, most of us had become possessed of the idea that she was lagging behind some of the nations in the industrial arts. I have not been authorized to speak for our party, but I have no hesitation in saying that, from what I have gathered from personal conversation with a great many of them, our preconceived opinions had very few facts upon which to rest.

* * *

Great Britain is by no means a decaying nation. She is the mother of manufacturing industries, as well as of parliaments. As such she is getting old; in fact, is old. And just the same as it is with individuals who are getting up in years, she is somewhat set in her ways. She is conservative. But in nations age is not always accompanied by decay. Where the nation is composed of the right kind of people the concomitant of age is maturity. Great Britain is maturing rather than decaying. In some respects industrially Great Britain is rather out of date, but in others she is in advance of her competitors. And what was most obvious to us was the fact that Great Britain is certainly becoming wide-awake in regard to those things in which she was supposed to be somewhat drowsy. We saw signs of this everywhere we went. The manufacturers are not only anxious to do business, but they are equally anxious to do it on the most approved methods, and to manufacture their goods not only with the best and most improved machinery, but to make them of the best quality. They desire quality in what they sell just as they demand quality in what they buy.

* * *

An American gentleman who has been a resident of England for some years, was recently called upon to respond to a toast at a banquet in London. During his remarks he referred to the prejudices that existed in the minds of some people in regard to Great Britain, and added: "A New York woman, before starting on a visit to a friend in California, insisted, in spite of protests, in taking an eastern lily plant with her as a present to her hostess. On the train a porter was persuaded to take it under his special care and water it. As she neared her destination she was surprised to see field after field devoted to the cultivation of the eastern lilies. Angered at last by what she saw she suddenly seized her hitherto much-loved lily and flung it from the window. The highways and byways of England," concluded the American gentleman, "are strewn with the prejudices of Americans who visit this country." The Canadians who visited Great Britain with the Manufacturers' Association were not altogether free from prejudice, but the highways and byways of the Mother Country are strewn with those they did carry over with them, and British hospitality has buried them deeply. At any rate, they have been dissipated in many instances.

* * *

The business men of Great Britain are no doubt wiser than they were in regard to Canada as a result of the visit of the Canadian Manufacturers' Association. But while they may have learned something, we have learned a great deal more. Ours has undoubtedly been the chief gain. Knowledge is seeing a thing from the right point of view, and thus understanding it. By our visit to Great Britain we have learned to look at some things from the standpoint of the British business man. As a result we shall be more disposed in some respects, at least, to sympathize where we, perhaps, were more disposed to criticize. "Sympathy makes us wondrous kind." And all the sympathy has not been created on one side, either. The result, therefore, of the trip of the Canadian Manufacturers' Association to Great Britain has been beneficial from both a national and commercial standpoint, and it is to be hoped that meddling and theoretical politicians will do nothing to disturb it. Commercial problems can usually be settled by business men, and if some of the questions which are now demanding attention within the Empire were delegated to business men for consideration a solution would speedily be found.

* * *

Speaking of imperial matters, I am reminded of an error in a London paper's report of one of President George's speeches, which, although confined to one word, completely misrepresents his views. A Montreal paper, not knowing of the error, was thereby led to rather severely criticize Mr. George. The error was in making Mr. George say that the manufacturers of Canada did not want a "protective" tariff against the Mother Country. What he said was that they did not want a "prohibitive" tariff against the Mother Country—quite a different thing.

AN APPRECIATION.

At a meeting of the Federation of the Retail Dealers of Montreal on July 21, 1905, the following resolution was passed:

"That the officers and members of the Federation of the Retail Dealers of the City of Montreal, who led the fight against Trading Stamps, wish to express their gratitude to the editors of The Canadian Grocer for the strong help they have given to the question and for the interest they have constantly shown in seconding our efforts."

The Canadian National Exhibition

ONCE more the Canadian National Exhibition, or the Fair, as the citizens of Toronto affectionately call it, is approaching. On August 26 the gates will be thrown open on what is the biggest annual exhibition on the continent. It may fairly be predicted that 1905 will eclipse all others in the magnitude of the undertaking, and the excellence of the attractions. The fine set of buildings which are now grouped together in Exhibition Park are ready for service, and the staff of officials, under the efficient management of Mr. J. O. Orr, are speedily completing arrangements for the entertainment of the coming crowds.

The Attendance.

The ordinary person does not stop to consider the greatness of the numbers of visitors to Toronto during the two weeks that the Exhibition is in progress. When we say that a hundred thousand or more a day visit the grounds during the fortnight, we express more than appears on the surface. One hundred thousand inquiring people from all over the country, though chiefly from Ontario, coming to Toronto each day and returning to disseminate the information they have received throughout their town or village, are a mighty educative force. Every side of human activity is exemplified in the many buildings and departments which go to make up the whole.

Educational Features.

Before referring to the attractions in the way of amusements, mention should be made of the exhibits, which form the essential part of the Exhibition. The progress of manufactures at home and abroad, the development of science and art, and the improvement in farm produce and live stock, are all represented in their highest form. The farmer carries home with him ideas on modern and time-saving farm implements, and information on breeds and relative qualities of live stock. Above all, he carries away with him higher ideals of excellence. Having seen the best that the country can produce, he is fired with the ambition to equal or better that showing. So with manufacturers. They see the best that human ingenuity has devised, and they straightway speculate on the possibility of applying what they have seen to their own business. More than anyone else, the business man is benefitted by such an exhibition. He sees the goods which he sells in course of manufacture in the Process of Manufacture Building, and he is fitted as never before to buy intelligently and to sell intelligently, because he knows whereof he is talking.

Exhibit of Manufactures.

That manufacturers recognize Canada as being the country of the future is shown by the large demand for floor space in the Manufacturers' Building. Never has there been such a complete display of manufactures as there will be this year. The big building, with its 165,000 square feet of floor space, will be taxed to its uttermost capacity. The Canadian manufacturers, fresh from their triumphs in the Old Country, are preparing to take the home market by storm. Canada has passed the stage of being purely an agricultural country, and the countless specimens of manufactured goods which will be on exhibition will be a telling proof of the progress of manufacturers here.

The Liberal Arts.

Nor are the finer elements of modern civilization at all backward. From simple and humble beginnings the arts and sciences have advanced in Canada till now we have a sturdy Canadian art. Sculpture and paintings will be on exhibition in the spacious new art gallery, which is admirably located for securing the best effects. Domestic art in needle work and fancy work has improved each year in skillfulness and beauty, and the prospects are that the showing this year will be of the highest order.

THE LIVE STOCK ARENA—Canadian National Exhibition.

Special Attractions.

The management is to be congratulated on the excellence of its special attractions. The two features which will outrank all else in attractiveness will be the magnificent art exhibit, including the wonderfully fine painting by Edwin Abbey of the Coronation of King Edward VII. (which was painted at the command of the King, and is worthy of the magnificent subject of which it treats) and the Irish Guards' Band.

Other paintings and art creations of exceptional merit have been loaned by the Corporation of London, the Govern-

OUR TRAVELLERS

are on the warpath again after their holidays. Kindly reserve your orders for them. When wanting goods in a hurry, mail or phone us the orders. We pay the telephone charges and guarantee satisfaction and prompt despatch.

LUCAS, STEELE & BRISTOL, HAMILTON.

THE YEAST ON THE SQUARE

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

THE YEAST ON THE SQUARE

THE YEAST ON THE SQUARE

THE YEAST ON THE SQUARE

THEY ARE AT IT AGAIN

Book your **TARTAN** Salmon and Canned Goods before it is too late.

Long Distance Phone 596

BALFOUR & CO., - Hamilton, Ont.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.
RISING SUN STOVE POLISH
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH.
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.
SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ment of France, the South Kensington Museum, and Lord Strathcona. The collection loaned from the South Kensington Museum will comprise ten or twelve cases of the richest art treasures in the world, covering a period extending over five or six centuries. No other collection in existence probably rivals this in interest and historical value. Gathered from the plate of the great English, Scotch and Irish universities, the wealth and ancient corporations of London (such as the Barbers' Surgeons' Co., the Broderers Co., the Clothworkers' and Goldsmiths' Companies, etc.) and a number of provincial corporations, the whole history of English silver-working, from the earliest times to the present day, will be traceable, while some extraordinary mosaic work, textiles of the middle ages, ivories of the first century and pottery of the sixteenth century down to the present day are also included.

THE IRISH GUARDS' BAND—Canadian National Exhibition.

The Irish Guards' Band.

What is known as the finest military musical organization in the Empire will give two concerts daily on the grounds. The Irish Guards are a battalion who need no introduction to the public. The Irish Guards' Band has been awarded the palm for excellence by all the highest musical authorities in Great Britain, and is the favorite household band of His Majesty the King, who, whenever possible, selects it to play at the royal levees, drawing rooms and dinners, in fact on all state occasions. It was with much difficulty, and only as a special favor to Canada, that His Majesty would consent to the band leaving British shores, permission to extend the visit to the States being positively refused. It will be remembered that the Irish Guards, of whom Field Marshal Lord Roberts, V.C., is honorary colonel, were organized in the final years of Her Most Gracious Majesty the late Queen Victoria, in commemoration of Her Majesty's enthusiastic reception on her last visit to Ireland. It is the only regiment in all the Empire recruiting for which is confined to one nationality, one of the requirements being that the member shall be an Irishman or born of Irish parents.

Reduced Railway Rates.

Reduced rates will be in force on all Canadian railways. Besides the regular reduction, which makes a trip to Ontario's capital an inexpensive outing, there will be a number of one-day special excursions at exceptionally low rates. In Toronto seventy new street cars have been added for the Exhibition crowds, so that the over-crowded cars which have been objectionable in previous years will be eliminated. The places of amusement within the city iteslf are increasing each year in numbers and interest. The island, to which there is easy access by the ferry boats, provides fine parks and other attractions. Hanlan's Point has all the amusements of a Summer garden, while Centre Island is an ideal resting place, with its pavilions, lagoons and walks. At both ends of the city there are large public parks, which are readily accessible by street car. For those who enjoy sports there will be lacrosse and baseball matches. It would be impossible to choose a place where such a complete list of attractions are at the disposal of the tourist.

About Your Business.

Merchants who come to Toronto during Exhibition will want to combine some business with their pleasure. The afternoons and evenings may well be devoted to sight seeing, leaving the mornings free for visiting the wholesale houses. We again cordially invite the grocerymen of the country to make the offices of The Canadian Grocer their headquarters, while in the city. You can have your mail directed here and facilities are provided for letter-writing and telephoning. If you have a friend to meet, or an appointment to keep, you will find no more central or suitable place than at 10 Front street east, just off Yonge.

FORMALIN AS A FLY POISON.

It is said that formalin is a capital poison for flies. It seems that a weak solution of formalin left about in a saucer will attract and poison flies readily. The liquid is rendered somewhat more attractive if a little sugar is added. The flies readily sip the liquid, and only get a few feet away from the vessel when they fall dead.

JAMES' DOME BLACK LEAD

THE ONE STOVE POLISH THAT YOU CAN RELY ON TO GIVE COMPLETE SATISFACTION

SELLS WELL PAYS WELL

W. G. A. LAMBE & CO., Canadian Agents.

Quality of the highest degree has made

BORDEN'S

"Eagle" Brand Condensed Milk and **"Peerless" Brand Evaporated Cream**

the leading lines in the Condensed Milk line on this continent. Absolute perfection is always assured in these lines. Why handle any other? For sale by all jobbers, or

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

To the Trade . . .

On behalf of our travellers and ourselves, we desire to thank our many friends for remembering us in sending us their requirements during the time our representatives were on their vacation, and we trust our filling of these orders has been satisfactory.

This week all are on the road with fresh samples and the latest information and prices, and it will pay to give them time for a short interview.

JAMES TURNER & CO.

HAMILTON, ONT.

Extra Value

in a Ceylon Tea to retail at 25c. lb.

Write for sample and price.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS - TORONTO and PETERBORO

CHEESE

ONLY ONE QUALITY, AND THAT THE FINEST, BUT ALL KINDS AND QUANTITIES.

CHEDDARS

FLATS

STILTONS

WRITE OR WIRE US FOR PRICES F.O.B. FACTORIES OR TORONTO, ON CAR LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO

AND ST. THOMAS, ONT.

Business Changes

Ontario.

A MEETING of the creditors of D. E. Thompson, grocer, Burritt's Rapids, was held August 12.

D. Currie, grocer, Leamington, has sold to W. A. Gosnell.

L. G. Kruse, confectioner, Wingham, has sold out to L. Kennedy.

T. B. West, miller, Wallaceburg, has advertised his business for sale.

D. McCallum, general merchant, Derwent, has sold out to M. E. Willsie.

N. Russell & Co., grocers, Leamington, have sold out to B. C. Watson.

A. E. Bowron, flour and feed merchant, Hamilton, has been sold out by bailiff.

The store of J. S. Smith, crockery merchant, St. Catharines, has been robbed.

J. E. Walker, general merchant, Schreiber, has assigned to George H. Rapsey.

A meeting of the creditors of A. Hughes, grocer, Wardsville, was held August 10.

H. Goodman, general merchant, Millbank, has assigned to D. B. Grieve, and a meeting of creditors was held August 11.

Quebec.

O'Dowd Bros., grocers, Montreal, have compromised.

P. Beaudett, flour merchant, Gentilly, has assigned.

THE ARTILLERY DRIVE—Canadian National Exhibition.

The assets of B. Carriere, general merchant, Hawkesbury, have been sold.

S. T. Bowker, general merchant, Hilton, has assigned to W. H. Plummer.

W. S. Richards, confectioner, Chatham, has sold out to E. A. Mounteer.

The elevator of A. J. Green, produce merchant, at Harrow, has been burned.

Martin Bros., general merchants, LaVallee, have sold out to F. S. Buckingham.

H. Rummend, baker and confectioner, Bolton, has advertised his business for sale.

Burke Bros., grocers, etc., Amherstburg, have sold out to Grant, Whillans & Co.

T. Lamb has registered as grocer and baker, Montreal.

U. Messier, grocer and liquor dealer, Montreal, is dead.

Gobeille & Lamarche have registered as grocers, Montreal.

Emond & Cote, provision merchants, Quebec, have registered.

J. Elie, grocer, Montreal, has been succeeded by A. Menner.

The assets of Z. Bruant, grocer, Montreal, were sold August 11.

M. L. Rousseau, grocer, Montreal, has assigned to A. Desmarteau.

S. Corru & I. Epstein, have registered as grocers at Montreal.

WE ARE OFFERING SOME SPLENDID VALUES IN

CEYLON GREEN TEAS

SEE OUR TRAVELLERS OR WRITE US

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

ISN'T IT A FACT?

that the if-you-don't-see-what-you-want-ask-for-it method of introducing your goods loses customers and keeps the back shelves filled with stock which if properly displayed, would meet with ready sale?

Goods well displayed are half sold

and goods displayed in Walker Bins always look fresh and inviting, because everything is under glass and protected from dirt and insects, while the display is at once effective and impressive.

There is no way to so effectively display goods as with

WALKER BINS

Booklet for the asking.

It's worth the little trouble it takes to write for it.

The Walker Pivoted Bin & Store Fixture Co.

HEAD OFFICE:
Board of Trade Bldg., - Toronto

M. P. Dixon & Co. have registered as signed to Chartrand & Turgeon.

P. Rochon, grocer, Montreal, has as- general merchants, Beebe Plain.

A. L. Hurtubise & Co., grain merchants, Montreal, have assigned.

A. Desmarteau has been appointed curator to J. Burk grocer, Montreal.

The assets of G. Labonte, general merchant, Shawbridge, have been sold.

Merrill & Dixon, general merchants, Beebe Plain have dissolved partnership.

The assets of J. A. Blondin, general merchant, St. Maurice, have been sold.

O. Boudrias & Co., tea and coffee merchants, Montreal, have dissolved partnership.

Consent of the assignment of J. A. Dagenais, fruit merchant, Montreal, has been filed.

J. Crichton, grocer and crockery merchant, Vallevfield, have assigned to Kent & Turcotte.

Kearney Bros., wholesale tea merchants, Montreal, have suffered loss by fire. Insured.

L. Allaire, grocer, Montreal, has assigned to A. Desmarteau, and the assets have been sold.

A meeting of the creditors of H. Picard, grocer, Montreal, was held August 10, and the assets were sold August 16.

New Brunswick.

M. A. Hagerman general merchant, Bear Island, has assigned.

Fox, Allan & Co., general merchants, Hawkshaw, have been burned out. Insured.

Carleton & McArthur, grocers, Sussex, have dissolved partnership. Carleton continues in business.

Manitoba and N. W. T.

Dingle Bros., grocers, Calgary, have sold to F. W. Brown & Co.

The stock of H. H. Dyck, general merchant, Hague, has been sold.

F. J. Beatty, general merchant, Fannystelle, is [illegible] iness.

J. D. Ramsay general merchant, Brookdale, is removing to Plumas.

The stock of the estate of T. P. Jackson, general merchant, Elgin, has been sold to W. J. Waugh.

Rowland & Fraser general merchants, Francis, have dissolved partnership. W. G. Rowland continues in business.

British Columbia.

Chas. Garden, confectioner, Vernon, has assigned to J. M. B. Spinks.

Wm. Little, general merchant, Bella Coola, has assigned to W. Sutherland.

Now is the Time

for Bakers and Confectioners to order their supply of

UPTON'S

RASPBERRY JAM

made up pound for pound of fresh fruit and granulated sugar.

UPTON makes a specialty of this line.

Write for Prices

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

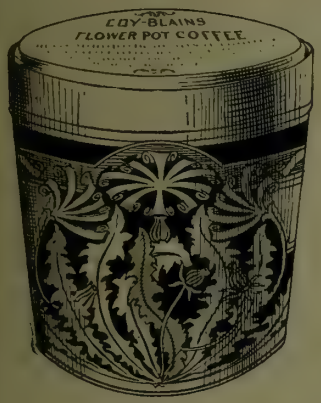
Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

ANOTHER NEW CREATION

For wide-awake profit-hunting grocers.



"FLOWER POT" COFFEE

A first-class blend of high-grade Coffees, with just sufficient English Chicory to suit the average palate. Put up in handsomely decorated fancy tins, which when emptied ma e

A very **USEFUL** and ornamental **FLOWER POT**. Tins are free from advertising matter.

Can be Retailed at **25c.**

YOU WILL DO WELL TO INCLUDE A CASE WITH YOUR NEXT ORDER

THE EBY, BLAIN CO., Limited, TORONTO

TEA AND COFFEE IMPORTERS

PACKERS OF THE FAMOUS "KOLONA" TEA AND "GOLD MEDAL" COFFEE.

TORONTO BRANCH C.M.A.

AN increase of 102 in membership for the year was reported at the annual meeting of the Toronto branch of the Canadian Manufacturers' Association, held on August 10. The membership now comprises 497 manufacturers, and the influence of the body is growing in proportion to its increasing size.

The report of Chairman Donald who, by the way, was until lately the manager of the Pure Gold Mfg Co., was a painstaking and important document, dealing with many questions of first importance to the City of Toronto. Under the heads: "The Trunk Sewer," "Straightening of the Don," "The Radial Railway," "Front Street Expropriation," "The City Beautiful," Mr. Donald touched upon civic affairs and arraigned the city authorities on several charges of laxity and dilatoriness. The delay in providing better sewage disposal and the delay in straightening out the Don were subjects of comment.

With regard to the question of radials, he said: "The matter of incoming radial railways is very important, and no opportunity should be lost on encouraging these desirable adjuncts to modern city and suburban life. At the same time no greedy corporation should by any means obtain rights which eventually are to be used as a lever to render more valuable interests which at present are clearly defined."

He blamed all concerned for the delay in securing the Front street station site. It was a shame, he said, that a year and a half should pass without some tangible results. Could not some method be evolved whereby this reproach of delay in bridges, wharves, shelters and every convenience, could be done away with?

He was pleased to say that the transmission lines from Niagara were now complete, and that power would be available in a few months.

The report was made that nothing had been accomplished as yet in regard to securing special arrangements with the railways for traders' weekly excursions to Toronto, similar to those prevailing in the States.

Regarding the parliamentary inquiry with respect to the telephone service of Canada, the branch expressed itself as follows: That municipalities should have an absolute right to control the placing of wires within the city. That the trunk telephone lines should be owned by the Government. That all citizens resident in a municipality in which any company has established a telephone system, and who are prepared to pay for services, should be provided with a telephone at whatever rate is established, and the same rate shall apply to all. That all telephone companies should have equal rights in all railway stations.

The branch had passed resolutions approving of the immediate construction of a trunk sewer in Toronto, requesting the Government to put express companies under the jurisdiction of the Railway Commission, and approving of the $300,000 by-law for improvements to the Toronto Exhibition.

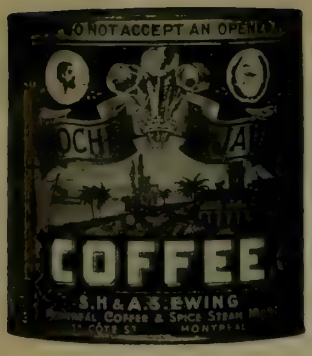
The election of officers resulted as follows: Chairman, W. B. Tindall; vice-chairman, John Firstbrook; committee, H. W. Beatty, S. B. Brush, C. N. Candee, J. W. Cowan, P. W. Ellis, Ed. J. Freyseng, S. R. Hart, A. Jephcott, J. S. King, J. S. McKinnon, R. E. Menzie, W. H. D. Miller, John Northway, A. S. Rogers, Frank A. Rolph.

A HINT.

A common error in advertising is to stop if one doesn't get immediate returns, or because "business is dull." In the first case, one is disappointed without reason, for not sufficient time has been given to yield results. Those who look for prompt returns must think that the public has been just waiting for their advertisements to appear, and directly will make a headlong rush for the goods advertised. Stopping one's advertisement in dull times only helps to increase the dullness. Trade would be brisker, says an American paper, if everyone kept on trying to make it brisker.

FETE CHAMPETRE.

Three thousand people attended the Montreal retail grocery clerks' "fete champetre" at Mikado Park last Sunday, Aug. 13. It proved to be a success from beginning to end. All the games, postponed at the Plattsburg excursion and later on at Lariviere Park, were run off. In the evening a concert, fireworks and other performances were given, but the crowd was attracted there specially by a balloon ascension, which took place in the afternoon. The clerks declare themselves satisfied with the result and are now back hard at work until next year's outing. The prizes won at the different games will be distributed on Sunday, Aug. 20, at the meeting hall, 149 Berri street.



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

More Money for You in Selling this *BLUE*
BLUEOL
The Only "Never-Streak" Laundry Blue

More packages to the case for you.
More satisfaction to your customers.
Valuable Premiums to merchants and clerks—(write for list).
Order through your jobber—If he doesn't keep it write us direct.

J. M. DOUGLAS & CO., - MONTREAL

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. ***Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 17, 1905.

THE situation on cheese on this side of the Atlantic is certainly remarkably firm and steady, in spite of the most "bearish" reports from all the markets in the United Kingdom; in fact, if our friends, the British importers, would give us the slightest backing or encouragement, we would be ready for another sharp advance, but we are told that prices are too high and have been too high all the season. Prices are beyond the six-penny cut, which will curtail consumption, and there are many other expressions of opinion and arguments why prices should decline.

Against this, what do we actually find? For some time buyers here have made agreements not to pay above a certain price at country points, with the result that some party outside of such agreement raised this price of the combination and, not to lose his "regulars," every buyer fell in line and paid the advanced price, which clearly demonstrates that the goods are wanted, notwithstanding the discouraging reports and "bear" arguments.

The fact is that the new season started with bare boards, and no, or hardly any, stocks left over from last season. Last season's make, together with a considerable balance from the previous season's make, was consumed, and new goods had to be provided for the current consumption. The production was cut short by an increased make of butter and early shrinkage in the flow of milk, caused by hot weather conditions. Shipments so far this season are in excess of last year's shipments to date, while the receipts show a decrease as compared with last year, and stocks, both here and in the United Kingdom, are considerably less than at this time last year. These being all acknowledged facts, how could it be possible to expect a low level of prices when it is further conceded that trade conditions in Great Britain are much improved over those of last year?

Prices are high, but at the moment there is nothing in sight to warrant any decline, and only a slightly increased demand would cause a further advance. Farmers, getting high prices for their milk, do everything in their power to produce as much milk as they possibly can by extra feeding, but the extreme hot weather this season has seriously interfered with the condition of the cows as well as with the quality of their natural Summer feed, as the grass is lacking in nourishment and in spite of extra feeding, the flow of milk is shrinking every week. If there were a prospect of a large production during the Fall or Autumn this year the situation might be considered dangerous, but, so far at least, there is no such prospect, and it seems inevitable that high prices will prevail for the balance of the season.

In butter, the situation is very similar, prices are too high to induce free buying, but the supplies on British markets are not sufficient for the demand and, as our prices are now considerably below the price of Danish butter, there will continue to be a demand for our product, as the quality of our butter is good enough for the palate of the not over fastidious consumer. In fact, the average consumer in the United Kingdom will notice no difference between our butter and the Danish product and at a reduction of one penny per pound will take the cheaper article and be well satisfied.

Dairy butter continues to be very scarce and consequently unreasonably high in price. Meanwhile, however, as long as the present conditions in Russia exist, there seems to be no chance for a change to lower prices.

PRESERVATIVES IN FOODSTUFFS.

AT a recent meeting of the Society of Chemical Industry in Ottawa, A. McGill, of the Inland Revenue Department, read a comprehensive paper on preservatives in foodstuffs. A few of Mr. McGill's ideas are reproduced for the information of readers of The Grocer as follows:

"It is the nature of food material to be perishable; and any means of keeping it in sound condition, while not interfering with its digestibility and nourishing qualities, should be welcomed by everyone. Certain methods of preserving food have been recognized so long and employed so largely, that the safety of using them scarcely comes into question. Such are refrigeration, hermetical sealing in vacuo, the use of common salt, or vinegar, sugar, alcohol; the smoking of meats, etc. When a new thing like borax or formalin or salicylic acid is offered to the public, it should be required to demonstrate the harmlessness of such articles. The onus of proof of harmlessness should rest upon the user of any new preservative.

"It will be conceded by anyone who reads the subject carefully, that the balance of evidence is decidedly against the use of any preservative in food. At the same time it must be granted that there are degrees of danger to health among the chemical substances which find favor as preservatives among manufacturers and vendors of food; and it may be that in certain cases less harm may result from the preservative than would result from deterioration of the foodstuff, were this kept for a length of time without an antiseptic. In order to decide the question as to whether, in certain cases, such as long voyages, traveling in out-of-the-way regions, supplying stores to soldiers on the march, mining camps, etc., as well as in the distribution of foodstuffs to the great centres of population, far removed from the places where such foods are produced, it might not be preferable to employ chemical preservatives rather than consume food which had suffered natural decomposition or pay the high prices necessitated by quick transit, or such costly methods as cold storage, hermetical sealing, etc., it is evident that experiment must determine the extent of the injury to health which results from the use of food preserved from decomposition by antiseptic chemicals.

"In regard to legistation, prohibition of the use of chemical preservatives and aniline dye stuffs as coloring agents for liquors is almost universal, while the employment of all foreign coloring matter is often prohibited. The use of chemical preservatives and foreign coloring matter with beer is usually prohibited. The sale of foods containing saccharin, sucrol, and similar preparations is prohibited in Belgium, France, Germany, Italy and Roumania. The importation of saccharin, except for medicinal use and under prescribed conditions, is prohibited by Belgium and Greece. All countries permit the dyeing of confections and similar articles which are themselves colorless, but are customarily colored artificially. Belgium permits mustard to be colored artificially when properly labelled. Salicylic acid and boric acid have been used so much more commonly than other preservatives, that legislation is usually directed against them, whilst local bodies often extend the prohibitions to benzoic acid and other substances as they come into use. The sale of foods containing preservatives is prohibited in Austria, France, Hungary and Roumania, and that of beverages containing preservatives in Belgium, German and Switzerland. The addition of salicylic acid to food is prohibited in France. Holland does not permit the sale of beer containing salicylic acid, and Spain forbids its addition to wine. Italy permits the addition of 0.2 per cent. of boric acid to butter, but forbids the use of other preservatives.

"Canada is behind other countries in this matter; and, with the simple exception of salicylic acid in potable liquors, tion of salicylic acid in portable liquors, which is specifically forbidden, leaves ths onus of proving the harmfulness of any preservative upon the complainant. There can be little doubt, however, that our courts would find a verdict in accordance with the recommendations of the English Parliamentary Committee of 1901."

The British Government, through Lord Strathcona, is sending to Canada forms of tender for supplying Malta and Gozo with fresh meat.

PROFITS

A reasonable profit on sales is a just return to the Retail Dealer for his labor.

This has been carefully provided for in our scale of prices.

Have you examined them and figured your percentage of profits?

Please get prices from the Wholesale Trade and do so.

IT PAYS TO SELL

Reindeer Condensed MILK COCOA COFFEE
Jersey Sterilized Cream

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED

HAMILTON

GILLETT'S

ABSOLUTELY PURE

CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The market in provisions has been on a fairly steady basis during the past week. Hogs have been coming in slowly, scarcely sufficient to keep demand satisfied; heavy mess pork has stiffened to a slight advance. Lard products all through have advanced about 1-2c., and are still firming up. Beef is slow to hand, but quite sufficient to meet consumption, with somewhat weakening prices.

We quote for this week:

Long clear bacon, per lb	$0 11½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11½ 0 12
Small hams per lb	0 14
Medium hams, per lb	0 13½
Large hams per lb	0 11
Shoulder hams, per lb	0 10½ 0 11
Backs, per lb	0 15 0 16
Heavy mess pork, per bbl	17 00 17 50
Short cut, per bbl	21 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 09½ 0 10
" tube "	0 10 0 10½
" pails "	0 10½ 0 10¾
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	8 50 8 75
" front quarters	5 00 5 50
" choice carcases	6 00 7 50
" common	5 00 6 00
Mutton	0 08
Spring lamb	0 10 0 11
Veal	0 07 0 09½
Hogs, street lots	10 00

Butter—The butter market continues firm. Arrivals are coming in with great hesitancy, in scarcely sufficient quantity to satisfy demand; creamery prints are firming up towards an advance, other prices are firmer, but no advance is reported. We quote:

	Per lb.
Creamery prints	0 22
" solids, fresh	0 21
Dairy prints	0 19 0 20
" in tubs	0 18 0 20

Cheese—The home market in cheese is falling to a steady basis, and prices are consequently ruling more normal. The foreign market has been slower, the high prices ruling at recent date, showed advance on those ruling on other side, so that European buyers favored the U. S. on that account, but with steadier prices, trade is expected to again advance. Arrivals are not coming to hand readily enough to warrant revised quotations. We quote:

	Per lb.
Cheese, large	0 11 0 11½
" twins	0 11½ 0 11½

Cheese Board Report.

(For week ending August 15).

Board.	Boxes.	Price.
Picton	810	0 10 15-16
Tweed	630	0 10¾
Brockville	90	0 10¾
Belleville	520	0 11 1-16
"	2,530	0 11
Cornwall	1,139*	0 10⅞
Cowansville	763	0 10⅞ 10 9-16
Alexandria	1,171	0 10⅞
Canton, N.Y.	2,540	0 10½
Watertown, N.Y.	9,261	0 10½
Vankleek Hill	1,408	0 10½
Madoc	1,190	0 10 13-16
Stirling	450	0 10¾ 10 15-16
Campbellford	1,315	0 10 13-16 10⅞

*White and colored.

MONTREAL.

Provisions—Provision market steady. Live hogs scarce and tone of market strong, with sellers asking $7.50 to $7.75 per 100 lbs. for selected lots. Packers disinclined to pay these prices, market not warranting these figures. The recent advance in foreign markets, even will not permit of paying these prices. Packers figures are $7.00 to $7.25. No change in abattoir fresh killed dressed hogs. Demand limited at $9.75 to $10 per 100 lbs. Trade in smoked meats, bacon and hams fairly good and prices firm.

Lard, pure tierces		0 10
"	5-lb. tubs	0 10¼
"	20-lb. pails, wood (10½)	2 10
"	cases, 10-lb. tins, 60 lbs. in case	0 10¾
"	" 5-lb. "	0 10⅝
"	" 3-lb. "	0 11

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS

We are in receipt of a communicatios from C. S. Page, Hyde Park, Vt., whicn authorizes us to say to those of our reader who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

PROTECT YOUR FOOD

WILSON'S

FLY PADS

KILL THEM ALL

AVOID POOR IMITATIONS

Stock the kind the housekeepers ask for. Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

Lard, Boar's Head" brand, tierces, per lb			0 06¾
" " ¼-tierces, per lb			0 07¼
" " 60-lb. fancy tubs			0 07¾
Cases, 20 3-lb. tins, per lb			0 07¾
" 12 5-lb. tins "			0 07¾
" 6 10-lb. tins "			0 07¾
20-lb. wood pails, each			1 47½
20-lb. tin pails, each			1 37½
Wood net, tin gross weight—			
Canadian short cut mess pork	$19 00	$20 00	
American short cut clear	19 00	20 00	
American fat back	19 00	21 00	
Breakfast bacon, per lb			0 14
Hams	0 13	0 14½	
Extra plate beef, per bbl	11 50	12 00	

Butter—Better feeling in market this week. Inquiries continue from abroad and though little has been doing in export lately, English buyers are forced to buy now on account of the high price of Danish butter, and scarcity of the Russian. The local demand is strong and prices are firm. No decline of any figure is looked forward to, owing to the singular condition prevailing in Great Britain.

Finest creamery	0 22½	0 23
Fine	0 22	0 22½
Medium	0 21½	0 22
Fresh dairy tubs	0 17	0 18½

Eggs—Eggs are steady with receipts only moderate. Straight receipts, 17c. to 17 1-2c., and selected 20c. Firmness is the characteristic feature of the market. Local requirements are heavy and good prices obtained by holders.

Cheese—Cheese, which weakened slightly during latter part of week, is firm again at 11c. to 11 1-8c. for Ontario, and 10 7-8c. for townships and 10 5-8c. to 10 3-4c. for Quebec. An attempt was made by several large dealers to break the price at the cheese board, but it failed and the prices are firm as above.

MANITOBA.

Creamery Butter—There has been no change in price since last week. We quote following selling prices to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—The quality of store butter offered at present is not very good, owing to the hot weather. Produce houses are paying from 14c. to 15c. per lb. for No. 1 dairy, delivered in Winnipeg, and from 11c. to 13c. for No. 2 dairy.

Cheese—There has been a slight advance in cheese and the new prices are as follows:

Finest Ontario, large	0 12
" Manitoba, large	0 11½
" " twins	0 12
" " small	0 12½

Lard—Prices are steady at figures quoted:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. "	2 15
" 3-lb. tins, per case 60 lbs	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—Barrel pork is cheaper and there are some other slight changes in our list. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 00
" " " per ½ bbl	9 00
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 25

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

ST. JOHN.

Provisions—In barrel pork, while sales are light, rather high prices rule. In beef there is little except American offered. Full prices asked. Pure lard is higher and hard to get; local stock is not large. Refined lard is still low. Smoked meats hold firm; there is little business. Fresh beef continues dull. Domestic is freely offered for the season. Mutton is not wanted. Veal is quite firm; sale is small. Pork is scarce and not in demand.

Mess pork, per bbl	$17 00	$18 50
Clear pork "	18 00	20 00
Plate beef "	14 00	15 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 08
Lamb, each "	9 00	10 00
Pork "	0 07	0 08
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10½
" " pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter—Price is rather firmer, particularly for best quality, for which there is always a steady sale.

Creamery butter	0 19	0 20
Best dairy butter	0 19	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

Eggs—Prices are firm, a good steady sale. There have been no low figures this season.

Eggs, hennery	0 18	0 20
" case stock	0 16	0 17

Cheese—Stocks are very light. Prices are higher. Demand is for twins.

Cheese, per lb	0 11½	0 12

NEWS OF THE TRADE.

Hamelin Bros. & Co., Arcola, Assa., are installing a butter department in the basement of their store.

A company has been organized in Winnipeg to establish a large meat canning factory on the plan of Armour's, Chicago. The capital stock is half a million dollars.

Four or five millions sterling are about to be spent by the British Government on increased shipping and cargo accommodation at the Liverpool docks. Extra facilities for cold storage of Canadian products will also be provided at Liverpool.

ATTRACTIVE SOUVENIR.

Lucas, Steele & Bristol, Hamilton, are distributing among the trade an attractive souvenir of their "Empire Brand" of grocery staples. The card also includes half-tone reproductions of photographs of the different members of their business staff.

Intrust Not Your Sword to a Boy

Intrust not **your** tea-trade to **teas that** are **only** in the **milk-teeth** stage of **make,** though they **may be** advertised. Tea to **sell** must be **made** in the **proper** way—**Blue Ribbon** way.

Blue Ribbon Ceylon Tea

is machine-made; **that** accounts for its **freedom** from **dust,** its **cleanliness** and **uniformity** of **flavor.** **Blue Ribbon Tea** is **made without** tannin; **that** accounts for its **freedom** from **bitterness.** Being **sure** of these **particular** points in this **particular** tea, a Grocer would be **unwise** to intrust his trade to **any other tea** than **Blue Ribbon Tea—Red Label** Line.

The Comfort

Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

How's This for Promptness?

B. H. M.

On the 4th July we cabled an order to one of our factories for 6 crates of Dinner Sets of a special composition, which had to be prepared for this particular order. Four of these crates arrived in Montreal on Sunday last, the 6th August, just **33 days** from the date our customer gave us the order.

MORAL.—Order your crockery through us.

BARNARD & HOLLAND CO.

Crockery Importers and Manufacturers' Agents.

Coristine Bld'g. Montreal

FREIGHTS AND CHARTERS

SOME interest is being taken just now in the new set of rules which is to govern the use of freight cars and charges therefor. The Canadian car service bureau has prepared a new set of rules and these have been submitted to the Railway Commission for approval. For some time there have been numerous complaints and grievances aired before the commission respecting delays in transportation, demurrage, etc., and at a meeting of the parties interested, held in Montreal, the matter was discussed and the agreement reached. All the leading railways and manufacturers' and millers' associations were represented, while some of the commission officials were present. The regulations for which approval is now sought are much more liberal to shippers than those heretofore in vogue, and are calculated to remove the cause of numerous complaints.

New freight engines of the largest type, built by the company's works in Montreal, are being sent to Fort William to meet the expected heavy traffic in the Autumn. The wharfage rates in the harbor of Montreal have been reduced by fifty per cent. as compared with what they were some years ago. Montreal shipping men claim that on many articles the rates are still too high in comparison with what they are in other ports, the result being that in certain lines business is driven away from the port. The shipping federation have recently addressed a communication on the subject to Ottawa, and this will later come up before the Harbor Commissioners.

The commissioners are willing to reduce the rates or even take off the wharfage rates provided that the Ottawa Government will take the responsibility.

Regarding the reported shortage of cars on the line of the C.P.R., Mr. McNicol said: "There are more cars and there is more line out there than ever before."

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	12/6	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/			.....	.....	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	7/6
Rolled Oats, Dog Flour, Flour Middlings, in bags	8/	8/3	8/3	10/	16/6	12/6	14/3	17/6	8/9	10/	8/9
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	†15/		.....	..	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/6	32/6
Seeds, Timothy and Clover, in bags	12/6	12/6	15/	12/6	.....	.....	.....	20/	12/6	12/6	15/
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	..	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	..	.....	2/6	2/6	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	....	17/6	12/6	15/	15/
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.. ..	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

CHANCE FOR FOREIGN TRADE.

A firm of fruit importers in Hamburg, Germany, wish to be placed in touch with reliable Canadian apple packers. Fuller particulars may be obtained by corresponding with The Canadian Grocer.

THE ORIGIN OF GELATINE.

GELATINE — what is it? — is the question often raised by the purchaser of this very useful article. The housewife uses it—the clerk sells it—the grocer buys it—and the commercial man handles it, but few can answer the question when asked, what is it! Well, gelatine is really animal glutin, pure and simple, and when properly prepared, becomes a very useful article of diet. It forms a convenient base for such things as jellies, and a multitude of dainty and attractive confections, and has the advantage of being a valuable nutrient, and extremely easy of assimilation, and is therefore an indispensible adjunct to household economy.

Pure gelatine is transparent, usually in thin plates, of a yellowish-white color, it has neither taste, nor smell, and is neutral to vegetable color. In contact with cold water, it swells up, but does not dissolve, and will absorb from 5 to 10 times its weight in water, according

to circumstances and length of immersion.

It contains about 50 per cent. carbon, 6.6 hydrogen, 18.4 nitrogen and in pure state no sulphur. In hot water it is easily soluble, but quickly "sets" again when cooled.

Gelatine, although an animal product, does not exist in the form known to the commercial world, but is obtained by treating certain animal substances, such as bones, skins, tendrones, etc., with dilute hydrochloric acid, but chiefly the bones of oxen, calves and sheep. The hydrochloric acid dissolves the mineral constituents, and leaves the bone cartilage; this, when boiled for a long time with water, dissolves and forms gelatine, which can be purified by dissolving in hot water and precipitating by alcohol. A very pure variety is obtained from the swimming-bladder of the sturgeon, and similar species of fish. Moist gelatine, exposed to the air, rapidly putrifies, the liquid becoming first acid, but afterward it gives off ammonia. Dry gelatine is unaltered by contact with air.

Impure gelatine—called glue—is prepared by a simple process of boiling down hides, horns, hoofs, and cartilage, with water under pressure, and subjecting to heat. This product, however, is employed only as an adhesive medium for such things as wood, leather, paper, etc.. and is by no wise fit for food.

Gelatine first came into prominence during the period of the Napoleonic wars, when it was found necessary to obtain a cheap and plentiful supply of food. It was originally produced in Paris and at the beginning of the nineteenth century had secured a large market.

THE CANNED GOODS SITUATION.

Editor The Canadian Grocer:

The canned goods situation for 1905 and the outlook for a large or small pack has been uppermost in the minds of all packers, as also the wholesale and retail trade of the country. The canned goods trade is growing to be an important factor and the volume of business will now reach upwards of five million dollars in the country's trade and turnover. The packing season is now well on. Strawberries, raspberries, cherries, peas and string beans have all been disappointing to the canners owing to scarcity and high prices. Peas and string beans are the most promising of the lot, and owing to a large pack last year, as well as the high prices ruling for tomatoes and corn, which checked consumption, the pack in these lines has been curtailed and prices have been marked down below the cost of production. And notwithstanding buyers do not take hold with any snap.

In the matter of the staple articles of fruit, namely, peaches, pears and plums, the orchards promise an abundant crop for all canning needs. It is to be regretted that the same cannot be said of that great staple article of fruit—apples. The staple varieties are this season a failure in the United States and Canada owing to heavy frosts in the early part of the season which injured the blossoms. In the apple-bearing districts of Nova Scotia, where the crop is usually about 600,000 barrels, the yield will not be more than 200,000 barrels; so that gallon apples will thus prove a profitable article for the export trade as well as for the home market. For the last two years these have been a glut on the market. One is reminded of the old adage that a glutted market makes provisions cheap, which, by the way, has been so strongly exemplified in the acts of the Canadian canners in their selling terms for peas.

However, the two staple commodities are yet in the ground—tomatoes and corn—and it is the opinion of the most competent judges that great disappointment will follow as to the bearing crop in the ground and volume of pack therefrom. The tomato vines never looked better, but, owing to late planting and too much moisture, they have not fruited, and will require a late and prolonging season in order to bring them to maturity. An early frost would ruin the crop. Add to this a decreased acreage, of which a large proportion is of the early varieties, which are unfit for canning purposes. The same may be said of the corn crop; in some sections it is very promising, while in others poor seed and cold nights have very much decreased the crop.

The policy of the United Canners since amalgamation has been to decrease production and advance prices. Many of the old and popular factories are closed down and many others not running full. This has afforded an excellent opportunity for the encouragement and growth of new factories. Already there are many and they have been nursed with indulgence and strengthened with the growth of years.

In the matter of prices, which is the most important factor to the community at large, the united factories are daily placing orders subject to conditions of price later on according to pack; this is anything but satisfactory to the trade. The outside, independent canner is also placing orders on the same basis, and is quite content to abide his time until final announcements are made by the large mergers. This state of affairs may go on for a short period, but the day will dawn very soon when every factory will be compelled to make known their price at an earlier period of the year and stand by it. Competition is the life of trade and expansion will take place with the growth and development of the country and will scoff at acts which have a tendency to stifle trade by unduly advancing the price of staple commodities to the consumer, inflating them to famine prices. Last season the price was set for tomatoes at $1.15 per doz. and $1.10 for corn, while our American neighbors to the south of us, with a pack of tomatoes of ten million cases, went begging at 62½c. per doz., and corn at 65c. per doz.

The policy of such extremes is sure to fail when the canners' terms for peas are cut down to 65c. per doz. with 10 per cent. off cash discount and freight paid, placing them below the cost of production. It would have been much wiser for the canners to have made a minimum of 75c. per doz. for the vegetables so that they could have reached the consumer at three cans for 25c. This would leave 10c. for the trade and 15c. for the retailer. If it was his wish to dispose of them in that manner, this would largely increase consumption and secure the market from United States competition, which of late has shown marked signs of making inroads on our market.

It is common report that orders for future delivery of tomatoes by all the packers are upwards of six hundred thousand cases, and corn on the same basis, while the crop in the ground will not pack more than from 450,000 to 500,000 cases. It would be much more prudent for the canners to act in a spirit of fairness to themselves, and for consumers at large not to adhere to extortionate prices, as it is sure to end in disaster to the canning industry of the Dominion of Canada.

(Signed) J. B. D.

St. Catharines, Aug. 10, 1905.

TEA AT £2 A POUND.

The pick of the China tea crop is sent to Russia, and experts say that one does not know what good tea is till one has tasted the picks sent to the Muscovite. Certain qualities sell readily at £2 a pound, and they are worth it. The secret of the excellence of the Russian tea (says the Grocers' Monthly) lies in the fact that it is conveyed from the gardens to the market by caravan, and not by ship. This mode of transit preserves for the tea its original flavor, preventing its being interfered with or changed through contact with other merchandise. Carriage by ship, on the other hand, impairs its delicate flavor and aroma. It is claimed that good Russian tea, with its small, black, crisp, clean leaves, is the best non-alcholic drink in the world. Of course, it is expensive, but it only takes a half teaspoonful to make a big pot of it, say six cups. The dry leaves of Russian tea have no flavor whatever, but after the hot water is poured over them the odor is delightful.

RICE CROP OF JAPAN.

The rice crop for 1904 is now announced to be 51,402,999 koku (263,692,255 bush.), an increase of 4,928,699 koku (25,284,226 bush.), or 16 per cent., as compared with that af the previous year. The figures also show an increase of 9,105,061 koku (46,708,963 bush.), or 21½ per cent., in comparison with an average for the past seven years, from which the most favorable year and the poorest year are deducted, the average being taken from the remaining five years. This unprecedented yield is due to the prevalence of good weather in the country generally since the planting out and to many agricultural improvements being made by farmers.—Japan Gazette.

Ramsey Bros. & Co., Limited, Vancouver, have installed a plant for the manufacture of macaroni.

Where
Old Homestead Brand
CANNED GOODS ARE PUT UP.

BUILT OF STEEL AND CONCRETE

Looks substantial, doesn't it? No indications of hesitation, uncertainty, lack of capital, or experience.

The OLD HOMESTEAD people knew just what they wanted. They went ahead and produced it; the result the finest equipped and most conveniently located canning factory in Canada. Everything about it ship shape, clean, attractive, open for inspection all the time.

The RESULT as they had foreseen was SUCCESS. They turned out "the perfection" of canned fruits and vegetables. The same principles applied to processing made OLD HOMESTEAD canned goods as much superior to the ordinary pack, as the OLD HOMESTEAD factory is to the average canning factory throughout the country.

Try them for yourself.

A small order, Mr. Grocer, will convince you. Insist on getting the OLD HOMESTEAD BRAND. They are bound to give satisfaction to your most particular customers and will increase your sales largely.

The label may be a small thing, but an attractive one helps to make the first sale. OLD HOMESTEAD labels are the handsomest on the market. Drop a card for samples.

The Old Homestead Canning Co.

Independent Canners

PICTON, ONT.

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden J H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode Gum Co., Montreal.
Christie, Brown & Co., Toronto.
Colson, C. E., & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Klaus—Rose & Laflamme, Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Barnard & Holland, Montreal.
Foster Pottery Co., Hamilton
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Pacific Selling Co., New York.
Winnipeg Fish Co., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.

Fly Pads and Paper.
Kay Bros., Limited, Stockport, Eng.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
Leak, J. W., Scarborough.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.
Canadian Shredded Wheat Co., Niagara.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Lake Huron & Manitoba Milling Co., Goderich.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Sloan, John, & Co., Toronto.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks etc.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Knife Grinders.
Ontario Supply Co., Owen Sound.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Balogna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
Mason & Hickey, Winnipeg.
McDougall & Lemon, Owen Sound, Ont.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moir, John A., Montreal.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Tucker, E. St. G., Halifax, N.S.
Vancouver Warehouses Limited, Vancouver, B.C.
Watson, Boyd & Co., Trinidad, B.W.I.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat
Bates Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., London, Eng.
Tippet, Arthur P., & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
Morse Bros., Canton, Mass.
James' Dome, W. G. A. Lambe & Co., Toronto.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Salt.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co., Montreal.

Soap.
Duncan, Co., Montreal.
Tippet, A. P., & Co., Montreal.
Warren Bros., & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Warren Bros. & Co., Toronto.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Creed, J. S., Halifax, N.S.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
Minto Bros., Toronto.
Mokara Mills Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Davidson & Hay, Toronto.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Gillett, E. W. Co., Toronto.

Wines and Liquors, etc.
Bates Mfg. Co., Toronto, Ont.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.

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Why is a Horse

with its head hanging down like Monday?

Because its neck's weak. And, by the way, next week will pretty well see the end of the holiday season. We have received rather more than our share of the mail order business during the travellers' vacation and look to good steady business from now up to Christmas time.

Remember that ***"BOSTON LUXURY COFFEE"*** is our special line and is guaranteed to give satisfaction.

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BUNGLING OFFICIALS.

THROUGH official bungling the Canadian Summer route to Great Britain was deprived of an opportunity recently of establishing a new record for the delivery of mails on the American continent.

The steamer Virginian, one of the Allan Co.'s new turbine steamers, crossed the ocean from land to land in the fastest time on record, there being only three complete days on which the passengers did not see land. This was particularly gratifying in view of the fact that, owing to an accident to the Majestic, she was carrying the United States as well as the Canadian mails, something never hitherto done by a Canadian steamer. In less than five days after leaving Moville, the mails were landed at Rimouski and should have been distributed in New York the following day. But mismanagement designed otherwise.

After reaching land it took no less than four hours to get the mails on the special trains. The fault for this obviously lies with the post office authorities. They must certainly have known that the Virginian was carrying an extra large mail and should, therefore, have provided proper facilities for the prompt handling of it.

Then upon this came troubles with the Intercolonial Railway. Instead of running the train through, as would have been done in Great Britain or the United States under similar circumstances, the special was side-tracked for nearly everything on the line, while on top of all there were three breakdowns.

On account of this mismanagement and delays Montreal was not reached till 2 o'clock Friday morning instead of on the evening of the previous day, thus spoiling the opportunity of making a large decrease in the transatlantic mail carrying record, and incidentally giving the Canadian Summer transatlantic route the renown it deserved.

Both the post office authorities and the Intercolonial Railway officials evidently require a few lessons in the art of grasping opportunities. In other words, they need to wake up.

AMERICANS EXPLOITING CANADA.

THE development of Cobalt is another example of how our enterprising southern neighbors step in and capture the cream of Canada's rich resources before Canadians realize their value. In the Kootenays, the Yukon, the Alberta oil fields, at Sudbury and the "Soo," at Niagara, in our lumber industry, and in the power plants of Quebec and New Brunswick, the Yankees have been in the van in exploiting Canada's wealth.

In the new mining centre it is the same story. Visitors to this, our latest "nine days' wonder," report that American prospectors have already succeeded in securing a lion's share of the ground. For instance, the Nipissing Mining Co., said to be controlled by John D. Rockefeller, recently purchased a tract of no less than 1,600 acres.

Owing to the lack of smelting plants in Ontario, New Jersey smelters have, up to the present, had a monopoly of this important industry. As soon as ever talk began of establishing a smelter at Toronto, the Americans controlling the copper industry of Algoma arranged to build a smelter at Copper Cliff to handle the Cobalt ores.

Every credit must be given our American cousins for their enterprise, but we desire to draw the attention of Canadians to the necessity of having boundless faith in the future development of Canada's riches, and to the advisability of such development being kept in the hands of our own citizens. We cannot expect the Government to erect a high fence to exclude American enterprise; the only safeguard lies in developing an enterprising individuality in our own people.

VALUE OF TRADE NEWSPAPERS.

THE merchant or manufacturer, the industrial or professional, the manager or operator, who assumes to "get on" without the trade newspapers, directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife, says the Boston Herald. Wilfully, though perhaps not wittingly, he deprives himself of sources of information and material for progress and profit, lack of which must inevitably leave him in the lurch. The managing head of every "house," no matter how large the concern, should above all things see to it that each department head, and so many of the working force as by their intelligent interest show that they would profit by technical and professional information—that all these men are provided with the trade papers best fitted to promote the advancement of each in efficiency. This at the expense of the firm, of course, since the firm, in turn, cannot fail largely to profit by such policy. And don't commit the folly of balking at the preponderance of advertising pages. The information that these contain is never less, and often far more, valuable than that found in the "reading matter."

WHAT ARE FAIR PROFITS?

WHAT is a legitimate profit? That depends on the article, the community, and other conditions. It also depends to a large extent upon the merchant himself. Some merchants will get a bigger profit than others on the same article and under the same conditions. At the same time their standing with the trade will be better than that of the merchant who is selling on a smaller margin.

That is the difference in personality. Simply one of the many illustrations of the truth that the difference in results is frequently found in the difference in men.

Now and then it is conclusively demonstrated that a retailer is charging too much profit on some particular line. But as a general thing that is the exception. On most lines the retailer does not charge enough profit. Why? He is afraid of the fellow down the street and the fellow down the street is afraid of him.

So when it comes to marking goods, fear of the other fellow is the great influence which bears the price.

Run your own business. Be your own judge of the margin of profit to ask. When you price the goods, consider only the value and your community. Leave your competitor out of it.

To be sure, competition is a factor

that must be considered. But most merchants consider it too much. In marking their goods they make it the great determining influence.

It has been said that many lines in many retail stores might be advanced ten or fifteen per cent. without any change in the trade.

At first that may sound foolish. But the more you think of it the more like real truth it seems. If you think of it enough you will come to believe it.

When you reach that stage, advance some of your lines. At the same time give the clerks convincing talks on the values. Then watch the results.

Some readers of this paper have tried this experiment. They are converted now and are getting better profits than they did a year ago.

You are probably selling many lines at a smaller margin of profit than you should. Get better prices.—The Hardware Trade.

TURN ON THE LIGHTS.

ELECTRICITY bids fair to turn night into day. Men are constantly striving to do greater things with the marvelous force in which there is both life and death. It is believed that in electricity has been found the ideal light, and in the cities of the country there is a constantly growing demand for its use, a growing effort to apply the light in a new and more effective manner. The little globes blaze by thousands in the streets, in the stores and in the homes. They shine in colors, and they speak to the public from the fronts of business places in the cause of publicity.

Step into the streets of any of the large cities, and the eye is fairly dazzled with the brilliancy and the flash of the little lights. Business men recognize their value, and the city authorities are coming to an understanding of the fact that the people apreciate and demand streets that are illuminated in an attractive and brilliant manner. For instance, Denver is seeking now to be a "city of lights," and it is planned there to make the main thoroughfares almost as light as day by arches spanning the roadways and illuminated with thousands of incandescent bulbs.

DON'T NEGLECT CORRESPONDENCE.

IT would seem as if business correspondence were a thing to be played ducks and drakes with, if one is to judge from the persistent practice of certain Canadian firms of answering trade inquiries when it suits their convenience. It is hard to believe that there are business men in Canada to-day who date their letters twenty or thirty days back regularly for the simple reason that they attend to their correspondence only once a month. Fortunately such extremes are rare, and yet it is to be regretted that our average business man is not above reproach in this regard. Complaints are received continually on the ground that it is practically impossible to communicate with certain Canadian business houses. Whether it is negligence or because such firms feel that they control the situation, and have a right to subject patrons to a maximum of inconvenience, the fact remains that it is short-sighted business policy.

The human element is bound to crop up in all commercial transactions sooner or later, and it is only natural for a man who wants to do business, or to secure trade information, to feel offended when his queries are persistently ignored or shelved until such time as an answer is no longer of service. The disaffection is sure to spread from man to the community, and it is only a matter of time until its reflex action is noticed in a falling off in trade. Not even the poor business man can afford to invite such a catastrophe.

AUSTRALIA JEALOUS.

CANADIANS were surprised and amused last week at the cable announcement of there being intense irritation in Australia against Canada. It seems that the Australian Government asked our customs department to determine the market value of Canadian products shipped to Australia, in order that their own customs officials might be in a position to tax them to the fullest extent. Naturally enough the authorities at Ottawa did not see their way clear to act the spy on our people for the benefit of a foreign tax-gatherer, and refused to comply with the request. As a matter of fact Canada obtains similar information in Australia, the United States, and other countries, by means of permanently and substantially salaried agents, which is probably the course Australia will have to adopt to successfully operate a customs tariff.

J. S. Larke, Canadian commercial agent to Australia, states that the feeling of antagonism towards Canada is not widespread there; in fact it is confined to a small group of ardent protectionists, and the main object of the present agitation is to influence public opinion in the forthcoming Commonwealth elections. The real point where the shoe pinches is that Canada is now receiving the surplus capital and population of the Empire, just as Australia received them a few decades ago, while Australia is comparatively in the background as a field for settlement.

A NATIONAL BOYCOTT.

THE Chinese boycott against the United States which went into effect two weeks ago is proving itself a very real thing, and already the Chinese Government have been warned that the United States will insist on the full observance of the Tientsin Treaty of 1858, providing that

> "at each of the ports open to commerce citizens of the United States shall be permitted to import from abroad and sell, purchase and export all merchandise of which the importation or exportation is not prohibited by the laws of the Empire."

Reports from the Orient regarding the progress of the movement are conflicting. On the one hand comes the news that it is extending rapidly. Others incline to the opinion that Chinese merchants are dissatisfied with the outcome. Ex-Minister Wee Ting Fang, of Washington, declares that the spread of the boycott on American goods is a sympton of extraordinary progress toward a real nationality; that the movement has been organized by the best and most representative Chinese and is entirely pacific in character, and that the extent of the movement and the strength of the feeling manifested not only by the mercantile classes but also by the students are indicative of a new spirit in China. At the same time the boycott ought soon to be rendered unnecessary by a satisfactory settlement of the grievances complained of by the Chinese. No difficulty is presented by the exclusion of coolies from United States territory; at the same time the existing regulations press with severity upon other classes, such as merchants, travelers and students, who are compelled to undergo objectionable examinations. A clearer definition of the word "laborer" is essential, and in addition the right of appeal from decisions of immigration officials. Mr. Wee Ting Fang says an educational test would be the most effective means of preventing the ingress of coolies besides eliminating undesirable class distinctions.

Canada is an interested spectator, not only because the crisis will afford her a valuable lesson in international affairs, but because it may accrue greatly to the benefit of Canadian trade. The C.P.R. authorities have already received inquiries from Hong Kong merchants asking as to the feasibility of securing heavy supplies of Canadian flour to replace the American article which they will no longer accept. Canada can supply China with a large amount of soft wheat flour and practically unlimited quantities of the hard western Spring wheat variety.

WESTERN ASSOCIATION NEWS AND TOPICS

SECRETARY W. A. COULSON returned to Winnipeg Monday, Aug. 14, after a week spent in the interests of the association in the Southern Manitoba towns of Ridgeville, Dominion City, Arnaud and Emerson. This week he is busy in the towns Otterburn, St. Malo, St. Pierre, St. Elizabeth and Niverville. If he succeeds in completing the organization of these towns during the week, the work in Southern Manitoba will be completed. The retail merchants of the south now constitute a solid association phalanx and the benefits derived by them from their membership in the association are such as to persuade those in other parts of Manitoba and in the far west to join in the movement.

* * *

A good example of the benefits of the association is furnished by Secretary Coulson's work last week in Ridgeville, Dominion City, Arnaud and Emerson. The merchants in these towns are very much like those in other towns, and conditions there are typical of conditions in all parts of the country. Many lines of staples have been sold in these towns, through the stress of competition, at less than cost. The merchants in these towns have come to see the folly of their ways and having joined the association, they have agreed to sell the following staples at the following prices:

"Force," 15c. per package straight.
Tobacco, 10c. per plug straight.
Sugar, $6.25 per cwt. cash, and $6.50 credit.
Tomatoes, 15c. per can straight.
Corn, 2 cans for 25c.
Peas, 10c. per can.
"Saxon" rolled oats, 30c. per package.
"Royal Crown" soap, 6 bars for 25c.

It is also agreed that all butter tubs are to be charged for. Commencing this week the stores in these towns pay 14c. per lb. for butter in crocks, and 15c. per lb. for butter in tubs.

* * *

Officers of the association: President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame Avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Assa.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; E. H. Ledoux, Arnaud, Man.

* * *

Now the ordinary observer, if made acquainted with the wholesale prices of the goods mentioned above, would perhaps be inclined to think that nothing very wonderful had been accomplished. Few people outside the grocery and general store trade would credit the story that about 35 per cent. of the goods sold in a western grocery store are sold at cost or less than cost. The public think that grocers are intelligent men; they know that they are among the most enterprising, shrewd and public spirited of our citizens and they expect them to look after their own affairs intelligently. It is not intelligent business to sell goods at cost or at a loss.

* * *

There are many other items which might easily be added to that list adopted by the merchants in the Southern Manitoba towns mentioned, but this is a good start. Doubtless others will be added to the list in a few weeks.

* * *

A staple which has been sold in grocery stores in all parts of Canada at cost and less than cost is the ordinary plug tobacco. The profit is small enough when a plug of tobacco is sold at 10c., but when some foolish merchant hands out three plugs for a quarter, the profit entirely disappears. The tobacco manufacturers are acting in conjunction with the association in an effort to protect the merchants from themselves. In Southern Manitoba the merchants are getting out posters announcing a change in policy. The following notice by Smith Bros. and Wilfrid Ledoux, in Arnaud, is a case in point:

Notice.

Owing to the advance in the price of tobacco, we, the undersigned, are compelled to sell tobacco until further notice as follows:

T. & B. 3s, 30c.
T. & B. 4s, 25c.
T. & B. 9s, 10c.
Macdonald "Prince of Wales," 10c.
Brier, 10c.
Lily, 10c.
All 10c. plugs and packages sold straight.

(Sgd.) SMITH BROS.,
W. LEDOUX.

Arnaud, Aug. 10, 1905.

* * *

Similar notices are being issued in Dominion City, Ridgevile and Emerson. In Dominion City these notices are signed by Bell & McCaul, Morkill & Scott, and the Stuartburn Trading Co. In Ridgeville the notices are signed by Hinton & Co. In Emerson the firms entering into this agreement are: Hinton & Co., Whitman & Co., Bell & McCaul, A. Rivard, C. Whitman, J. E. Bedford, C. Finkleman, and T. Finklestein. This is the beginning of a systematic effort to right a bad state of affairs and the example of these merchants might be followed with profit in many towns not yet visited by the secretary.

HOW TO CAPTURE MEXICAN TRADE.

AS the goods that Canada is best fitted to supply to the Mexican market must come largely into direct competition with similar products of the United States, which are already well known and accredited, it will be seen that if Canadian trade with Mexico is to succeed, not only must the Canadian Government representatives in Mexico be as well equipped, competent and alive to the requirements of the situation, but the men who are sent to solicit business must be selected from those who know the field.

All catalogues, price lists, and general advertising matter should be printed in Spanish, and no pains should be spared in securing translations that are in every way first class. For several reasons, it will be found most satisfactory to have translations made in Mexico City, principally because really good translations can be secured there at a reasonable cost, and because in Mexico many articles of commerce, such as parts of machinery, etc., have names peculiar to that country alone.

That a large volume of lucrative trade can be secured for Canada, there is, however, no doubt, notwithstanding the lead which the United States has already obtained in the Southern Republic. Mexico, with her fourteen millions of people, requires immense quantities of lumber, fish, coal, pig iron, canned goods, agricultural machinery and many other things which Canada is as well fitted to supply as any country in the world, and the demand for these things is increasing rapidly year by year. During the last twenty years the imports of Mexico have increased from $15,000,000 to $65,000,000, and trade there is making more progress at the present time than ever before. That at present the circumstances are specially favorable to successful trade between Canada and Mexico will be seen from the fact that the Mexicans themselves—both Government and people—are very desirous of promoting and assisting it. The inversion of Canadian capital into Mexican enterprises, the visits to Mexico of the Canadian Postmaster-General, the forming in Mexico of a strong Canadian club for the purpose of creating a vogue for Canadian goods and other circumstances have greatly strengthened this desire, and with it all there is a friendship which the Mexicans have long felt for the Dominion, both as a British country and as a sister American nation, with whom they have had no territorial misunderstanding.

DAIRY PRODUCTS IMPROVING.

The official referee for cheese and butter located at Montreal reports to G. G. Publaw, chief inspector for Eastern Ontario, that out of one hundred and eleven faulty cheese received from the section east of Toronto, only seventeen were from factories receiving instruction. The chief instructors for both the eastern and western sections report that practically every factory which took instruction last year has made more or less improvement in buildings or equipment.

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING BUT THE HOOK IS THERE . . .

Every Grocer's Safeguard

"SALADA"

The plausible salesman with the (so-called) "just as good" Tea as "**SALADA**" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it---you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"**SALADA**" is the most profitable tea to handle because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments consideration to the foregoing will not be out of place.

Black, Mixed or Natural Green.. Sealed Lead Packets Only. Retailing 25c., 30c., 40c., 50c. and 60c. per pound—net weight.

Correspondence Solicited.
Address - "SALADA," Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

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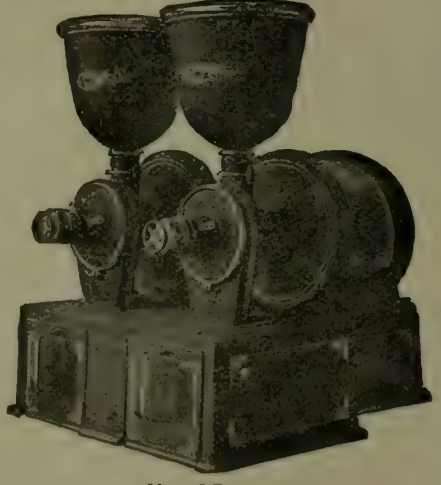

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GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

A Good Profit
and
A Good Article

CELLULOID STARCH

is that kind of a combination for the dealer. When a stock of this well known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing." Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Aug. 18, 1905.

TRADE on the street has been particularly slow since last issue, tendency being to curtail buying as much as possible during holiday season. The market for teas is noticably quiet on the home market, whilst all foreign markets report great activity, with prices generally firming up, and prospects of advance in all teas showing quality in cup.

Canned goods are slow, probably owing to the absence of the traveling men from the road, their return not yet having shown results. We give supplementary wholesale price list just issued by the Canners' Association. Corn prices are reduced by 10c.; catsup is considerably easier, being quoted at 65c. to 80c.; pie peaches have fallen to $1; domestic sardines have also fallen ¼c.; and all sizes of corned beef have evened down.

The local sugar market continues inactive, with prices remaining firm at previous quotations. The home demand for syrups and molasses has been of a very ordinary nature. From foreign points a better market is reported at full values. The tea market is steady almost to slowness, with foreign reports still denoting activity and prices maintaining great firmness. The market for foreign dried fruits is quiet, as usual at this season; advices from original markets denote prices as firm with upward tendency for new fruits. First arrivals of Valencia raisins will reach Canada about the last week of September, and fruit is reported as in good condition. Currants are expected to maintain a firm price throughout the season, owing to the new legislation which just came into operation. Walnuts are still expected to obtain a higher basis, last year's prices being considered away too low. The spice market continues inactive with prices unchanged. Foreign markets are strong in pepper and ginger. Maple syrups are reported at a standstill, and are accordingly crossed from our quotations. There is active demand for fresh fish, with white fish down to 8c., and trout reduced to a steady 8c.

Grain also is reported as coming to hand in good condition.

Canned Goods—The demand for canned goods has been very slow, holders are reducing present stocks as far as possible in view of arrival of new stocks, consequently orders are slow and for small volumes quotations have been somewhat easier, and several lines have been modified. Corn is now quoted at $1 to $1.10; catsup is down to 65c. Apples in gals. have dropped 10c. Pie peaches stand now at $1. Domestic sardines are down ¼c., whilst corned beef has dropped about 10c. all round. We append herewith supplementary wholesale list just issued by the Canners' Association:

	Group No. 1	Groups 2 & 3
Beans—		
2's, golden wax	$0.82½	$0.80
2's, refugee	.85	.82½
3's	1.27½	1.25
Gals.	3.77½	3.75
Blueberries—		
2's, standard	.92½	.90
2's, preserved	1.42½	1.40
Cherries—		
Gals., standard, not pitted	7.02½	7.00
Gals., standard, pitted	8.52½	8.50
Currants—		
2's, red, H.S.	1.60	1.57½
2's, red, preserved	1.80	1.77½
Gals., red, standard	4.77½	4.75
Gals., red, solid pack	7.02½	7.00
2's, black, H.S.	1.77½	1.75
2's, black, preserved	2.07½	2.05
Gals., black, standard	5.02½	5.00
Gals., black solid pack	8.02½	8.00
Gooseberries—		
2's, H.S.	1.90	1.87½
2's, preserved	2.12½	2.10
Gals., standard	6.02½	6.00
Gals., solid pack	8.02½	8.00
Lawtonberries—		
2's, H.S.	1.77½	1.75
2's, preserved	1.95	1.92½
Gals., standard	5.52½	5.50
Red Raspberries—		
2's, L.S. (Shafferberries)	1.42½	1.40
2's, H.S.	1.67½	1.65
2's, preserved	1.87½	1.85
Gals., standard	5.27½	5.25
Gals., solid pack	8.27½	8.25
Black Raspberries—		
2's, H.S.	1.62½	1.60
2's, preserved	1.77½	1.75
Gals., standard	5.02½	5.00
Gals., solid pack	8.27½	8.25

Peas, standard, 2's, group 1	0 62½
" " 2 and 3	0 60
" early June " 1	0 70
" " " 2 and 3	0 67½
" sweet wrinkle, " 1	0 82½
" " " 2 and 3	0 80
" extra fine sifted, 2's, group 1	1 22½
" " " 2 and 3	1 20
Spinach, 2's, group 1	1 40
" " 2 and 3	1 37½
" 3's, group 1	1 80
" " 2 and 3	1 42½
Asparagus, 2's, group 1	2 52½
" 2 and 3	2 50
" " 2's tips	2 75
Cherries, red, pitted, 2's, group 1	2 02½
" " 2 and 3	2 0
" red, not pitted, group 1	1 57½
" " 2 and 3	1 55
" black, same as red.	
" white, pitted, 2's, group 1	2 23½
" " 2 and 3	2 20
" white, not pitted, 2's, group 1	1 82½
" " 2 and 3	1 80
Strawberries, heavy syrup, 2's, group 1	1 52
" " 2 and 3	1 50
" preserved, 2's, group 1	1 67½
" " 2 and 3	1 65
Rhubarb, 2's, group 1	1 17½
" 2 and 3	1 15
" 3's, group 1	1 92½
" 2 and 3	1 90
" gal. group 1	2 65
" 2 and 3	2 62½
Tomatoes, 3's	1 30
Corn, 2's	1 00 1 10
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal.	2 50
Squash	1 00
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2's	0 65 0 80
" " gal.	4 50
" jugs	7 70
Apples, standard, 3's	0 85 0 90
" preserved, 3's	1 47½
" standard, gal.	1 50 1 90
Pears, Flemish Beauty, 2's	1 52½
" " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 00
Cherries, English black, pitted, 2's	2 20
" " not pitted, 2's	1 75
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal.	4 97½
Plums, Damson, light syrup, 2's	1 00
" heavy syrup, 2's	1 30
" " 3's	1 85
" Lombards, light syrup, 2's	1 05
" heavy syrup, 2's	1 35
" " 3's	1 90
" green gage, light syrup, 2's	1 15
" heavy syrup, 2's	1 47½
" " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" 3's	1 90
" gal.	2 62½
Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Sockeyes—	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 87½ 1 92
½-lb. flats, 5 cases and over	1 17
½-lb. flats, less than 5 cases	1 20
Chums	0 95 1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.	
1 lb. Talls, 5 cases and over, per doz	1 55
1 lb. " less than 5 cases, "	1 57½
1 lb. Flat, 5 cases and over, "	1 67½
1 lb. " less than 5 cases, "	1 70
½ lb. " 5 cases and over, "	1 00
½ lb. " less than 5 cases, "	1 02
Low Inlet.	
½ lb. Flat, 5 cases and over, "	95
½ lb. " less than 5 cases, "	9½
Sardines, French ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ½'s	0 25 0 27
" P. & C., ¼'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40
California ripe olives, tins, per doz	5 50
Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—The local market in sugar has been somewhat slow. Prices, however, have ruled firm at former quotations. The U. S. market reports some heavy buying by one large refinery, which has greatly relieved the New York market, and it is computed that there are only some 4 or 5 steamers arriving during the next month whose cargoes will have to be marketed. This has had the effect of hardening the market, as there are several refineries whose stocks must be made up. The refined market is somewhat excited over the prospects of revised railroad rates. The meeting of three principal railways is believed to have fixed an agreed basis, and at their next meeting which, it is understood, will be held in New York on August 22, their new schedule will be announced. It will thus be some three weeks before it comes into operation, and as refiners

are heavily overstocked it is expected that there will be some heavy withdrawals on account. The London market has been inclining toward weakness, but the market somewhat recovered, and at last report was remaining steady. We quote:

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 93
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 68
No. 3 yellow	4 83
No. 2 "	4 68
No. 1 "	4 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The home market has continued quiet with prices remaining at former quotations. Foreign markets report a movement in demand in molasses with business transacted at full values. In glucose the market has been brisk, with prices firming for rise. Our former prices remain.

Syrups—		
Dark		
Medium	0 3½	0 3¼
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—There has been no improvement since our last in the domestic market; prices remain unmoved. In N.Y., receipts have been much smaller than the corresponding week of a year ago and the total receipts this crop year are much below a usual crop, and there is every indication of the yield being many thousands below the estimates. From original markets, reports denote great steadiness. In Brazil, frosts are reported, which are causing no little anxiety, and it is now almost certain that the crops will not come up to early estimate. In N.Y. little business was reported on our latest information; at the same time it is well to note that no spot coffee was being pressed forward. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—There is practically little further to report beyond our last report; no change is apparent in the home trade except, perhaps, a further lull in business. On the street things are exceptionally quiet, prpbably in part owing to the holiday season. The London market continues to report active business, and well sustained prices. In Indians the offerings have been fairly heavy with about 10,000 packages of new crop; buyers showed distinct favor toward good liquoring teas, so that teas lacking cup character had a tendency to slacken. Ceylon sales were in excess of Indians, and all good qualities were well competed for; prices consequently ruled very firm, while the commoner grades had a tendency to ease down.

China teas were small in offerings. Some first arrivals of new season's teas were on hand, and prices ruled satisfactory, probably owing to the small quantity available, as the crop generally is not considered a good sample.

Java teas were not in offering at latest auctions. The U. S. market has been gradually improving in demand for most teas and prices are keeping well firmed up. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 40
Indian Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
" Orange Pekoes	0 22	0 29
" Pekoes	0 18	0 24
" Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—The home trade continues slow with little interest manifested. It is somewhat difficult to get quotations in currants for spot goods, sales being based upon future prices. Very active foreign markets are reported; orders have been received at Patras which have exhausted old crop. The new crop for shipment during present week will cost at least 40 per cent. on earliest shipments of last year. It would appear as though the legislation which has recently gone into effect will prevent the possibility of much lower prices at any time this season. Valencia raisins,—at a meeting of shippers held in Denia it was unanimously agreed to fix the date of first shipments for 20th of present month, so as to to obtain perfectly dried and matured fruit. Shipments will, therefore, probably reach Canada about last week in September and selected will cost in the neighborhood of 6 to 6½c. Prices remain unchanged. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07½
70-80s	0 06	0 06¼	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Peels—

	Per lb.		Per lb.
Lemon	0 09	0 10 Citron	0 15½ 0 17
Orange	0 09½	0 10½	

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb
Californian evaporated	0 15

Peaches—

	Per lb.	
Californian evaporated	0 11	0 13

Pears—

California evaporated, per lb	0 13

Currants—

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

Raisins—

	Per lb.	
New selects	0 05½	0 06
Sultanas	0 05½	0 10
California loose muscatels		
3-crown		0 05
4-crown	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 4½	0 05	Fards new choice	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½

Foreign Nuts—Nothing has transpired in this market since our last issue; reports denote walnuts as short and prices are easily 25 per cent. dearer than last season. We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 08¼
Virginia "		0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Rice and Tapioca—The market conditions remain unchanged; demand has fallen flat this week, and former prices rule. The N.Y. market in rice continues firm, and prospects of shortage are confirmed. We quote:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 04	0 04½
Rangoon	0 03¼	0 03½			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spices—The local market is slow with prices unchanged. The feature noticeable in foreign markets is the strong position of ginger. Buyers were active, but sellers are offering supplies sparingly. The stocks on London market appear to be greatly reduced if not exhausted. Pepper is firm with prices firm. We quote:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—Trade continues of small account, with prices unchanged. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06

Country Produce.

Evaporated Apples.—Little business is reported; prices, however, remain unchanged. We quote:

Evaporated apples	0 07 0 07½

Eggs—Eggs are coming in more freely and prices are maintaining a steadier basis. We quote:

New laid eggs, per doz	0 17½ 0 18½

Beans—Prices remain as previous quotations, with small business and nothing of note. We quote:

Beans, handpicked, per bush	1 80
" prime, No. 1	1 65
" prime, No. 2	1 50 1 60
" Lima, per lb	0 07 0 07½

Honey—There have been some fresh arrivals during the week in good condition, and previous prices continue to rule. We quote:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Fresh Fish—The demand continues good, with prices evening to a steady basis. Trout is steady at 8c. and white fish has fallen to 8c. We quote:

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 08
" cod steak, per lb	0 07½
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20

Strike While the Iron is Hot

Puritan Brand Tomato Catsup

Cases 2 Doz.

14 oz. Round Screw Top Bottles	.90

Simcoe Lynn Valley Brand, cases 2 doz.

2 1-2 lb. Preserved Grapes	$1.00
1-lb. Boneless Pigs' Feet	1.40
1-lb. Boneless Duck	2.00
2-lb. Corned Beef	2.20
1 1-2 lb. Roast Goose	2.20
1 1-2 lb. Roast Goose (with Tomato Sauce)	2.40
2-lb. Roast Turkey	3.00

Red Cross Brand Plum Jam

Crates 8-5 lb. Tins, 25c. per Tin or $2 00 per Crate

TERMS:—F.O.B. MONTREAL, NET 30 DAYS, OR 1% 10 DAYS

Hudon, Hebert & Cie.

MONTREAL

The Most Liberally Managed Firm in Canada.

neries, Limited, on the following vegetables and fruits:

	Group No. 1.	Group No. 2.
Beans, Wax	$0 82½	$0 80
Refugee Beans	0 85	0 82½
Currants, red, heavy syrup	1 60	1 57½
" " preserved	1 80	1 77½
" black, heavy syrup	1 77½	1 75
" " preserved	2 07½	2 05
Gooseberries, heavy syrup	1 90	1 87½
" preserved	2 12½	2 10
Lawtonberries, heavy syrup	1 77½	1 75
" preserved	1 95	1 92½
Raspberries, red, light syrup	1 42½	1 40
" " heavy "	1 67½	1 65
" " preserved	1 87½	1 85
" black, heavy syrup	1 62½	1 60
" " preserved	1 77½	1 75

Trade is fairly good. Jobbers' efforts are exerted towards clearing out old stocks as rapidly as possible. The new prices on fruits and vegetables quoted above are in some cases from 25 to 75 per cent. higher than last year, notably gooseberries, lawtonberries and raspberries, this being due to scarcity of fruit and the higher price of sugar.

Canned salmon situation bears a peculiar aspect. As far as can be learned, no new pack goods are sold to the trade under $4.65 f.o.b. coast, which with the 65c. per case cost of freight, would make price $5.30, delivered here, which should bring price to $5.75 to $6.00 per case at least. Some cutting under these figures is reported, but apparently only on certain brands. It is evident that only off-brands have so been offered and the trade generally are disposed to get a living profit on established brands.

Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1¾'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " standard		2 95
2's " Lombard, light syrup		1 05
2's " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " standard		3 15
2's " Green Gage, light syrup		1 15
2's " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " preserved		1 60
Gals. " standard		5 00
Gals. " solid pack		8 00
2's " black, heavy syrup		1 35
2's " preserved		1 50
Gals. " standard		4 75
2's Rhubarb, preserved		1 15
3's "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Fish—The fish trade continues in good shape. A good demand is prevailing for all kinds of fresh fish, which, by the way, is not very plentiful. Prices have gone up for dore, halibut and steak-cod, but this is due to scarcity. Fresh Gaspe salmon is nearly finished, and dealers are falling back on fresh B. C. and frozen Gaspe. In smoked and salt there is not very much doing. We quote:

Fresh B.C. salmon	0 15
Sword fish	0 10
Black bass	0 12
Fresh mackerel, per lb., chilled	0 09
Gaspe Salmon, per lb	0 15
Sturgeon	0 08
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 10
Brook trout	0 20
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 05
Fresh pike	0 07
Fresh halibut	0 14
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 0[illegible]
" fish, loose, in 25-lb. boxes	0 0[illegible]
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Rice and Tapioca—Pearl tapioca continues firm, with a comparatively bare market. Seed tapioca is rather more plentiful and selling from 1-4c. to 3-8c. lower. Rice unchanged, and demand about usual Summer trade.

B rice, in 10 bag lots	2 25
B rice, less than 10 bags	2 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Foreign Dried Fruits— Dried fruits market shows little of interest, with the exception of California products. Much damage by hot weather and the getting together of the curing and packing interest will keep prices higher than last season by cents a pound. The demand for California fruit from the consumer has grown so that a good price will not restrict the consumption. The effect of taste for California fruits was felt by Valencia growers last year, and the trade look forward to an interesting season's struggle this year.

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

daughter, are spending a few weeks' vacation at Montmorenci Falls, P.Q.

Mr. Cecil Gordon, of J. Alex. Gordon & Co., Montreal, has been spending a short vacation in Quebec and around the delightful Montmorenci Falls.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, has returned from a few weeks' vacation at Little Metis, P.Q., where his family are summering.

Mr. J. Duff, of Perkins, Ince & Co., has left for Peterboro to take charge of that firm's warehouse there during the vacation of their Peterboro manager, Mr. Mullholland.

Mr. A. S. Lock, of Foley, Lock & Larson, Winnipeg, was in St. Paul last week on business connected with the new biscuit and confectionery plant which this firm are erecting.

Mr. Joseph Brown, senior partner of Joseph Brown & Sons, fruit merchants, Montreal, is dead. Mr. Brown was also president of the Montreal Fruit Auction Co., and an active business man.

Captain B. Gunther, manager of Charles F. Gunther, the prominent candy manufacturer, of Chicago, spent a few days in Toronto this week visiting his Canadian representative, Harry W. Hunt.

Mr. John Horne, sales manager for Campbell Bros. & Wilson, of Winnipeg, and president of the Northwest Commercial Travelers' Association, went east last week on an extended holiday trip. Mr. Horne will visit Toronto and other eastern cities.

Mr. R. Brooks, of the well-known tea firm of Brooks, Bond & Co., London, England, has been a visitor in Toronto during the past week. Mr. Ross W. Hayter, of Front street east, is their Canadian agent.

Messrs. J. F. Holden, J. W. Powell and A. R. Marvin, Ontario representatives of E. W. Gillett Co., Limited, started out on the road again on Monday after their vacation spent in Toronto and vicinity.

Mr. Alfred G. Thompson, of the Canada Sugar Refining Co., Limited, has returned to his duties after spending a few weeks' holidays in the Adriondacks. Mrs. Thompson and family have been spending the Summer at the Banner House, Lake Chateauguay.

C. E. Colson & Co., Montreal, have received samples of a very fine line of Cross & Blackwell sweet stem ginger packed in 7-lb. boxes and divided into three apartments, to take the place of the old package in which there were no divisions. As a result the ginger preserves a very fine appearance.

Mr. Hunter Scott, of T. H. Scott & Sons, grocers, Ottawa, spent last Wednesday in Montreal. Mr. Scott is the patentee of a new car grain door, which is meeting with endorsement by the principal railways and equipment companies, and his visit to Montreal was in connection with placing the doors on C. P.R. grain cars.

Mr. H. Ellis, secretary of the Ottawa Retail Grocers' Association, Mr. F. Forde, president, and Mr. C. J. Provost, treasurer, of the same association, are in Toronto this week attending the annual convention of the Retail Merchants' Association of Canada. The Ottawa grocers paid a friendly visit to the Toronto offices of The Grocer on Monday.

Mr. Walter J. Elliott, Quebec representative of E. W. Gillett Co., Limited, Toronto, called at The Grocer offices, Montreal, this week. Mr. Elliott has just finished an extensive trip through the Lake St. John and Chicoutimi district and reports splendid business.

CONVERTED INTO FERTILIZER.

Ten thousand sockeye salmon were transported in scows from the Fraser River canneries on Aug. 7 to the oilery at Ladner for conversion into oil and fertilizer. The fish were unfit for canning, having commenced to decay as a result of being kept at the canneries too long.

The loss of the fish is directly attributable to the fact that the canneries were unable for over a week to pack all the fish received. All the big plants on the river were glutted with fish, and the Chinese and other cannery hands have been worked from dawn till dark, but, notwithstanding, fish have spoiled in thousands.

A branch of the Dominion Retail Merchants' Association has been organized in Brantford. President, J. M. Douglass; first vice-president, C. Gress; second vice-president, Wm. Cutmore; treasurer, J. S. Howie; secretary, Wm. Grierson.

There is talk of a vinegar industry being started at Wallaceburg within the next few months.

Cream rises to the top in obedience to a natural law.

If you look around your store you will notice some lines that always stand out from the bulk of the stock. You will call to mind that these lines are good sellers, "repeaters," the best kind of sellers. It is this distinction of quality in our product that has proved such a success in every store that carries a line of our goods. They attract attention, cultivate inquiry and give themselves a good start in the roll across the counter to the customer. Giving you a good profit and the assurance that you have a satisfied customer.

PREMIER MIXED PICKLES
In bbls., 6 doz. $1.00; in cases, 3 doz. $1.05
LION MIXED PICKLES (selected stock)
In cases, 3 doz, $2.00.
LION MIXED PICKLES 5 gall. pails $3.00.

THE OZO CO., Limited,
MONTREAL.

N.B.-We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

HINTS TO BUYERS.

We call the attention of buyers to the fine values in teas and coffees offered by E. D. Marceau, Montreal.

H. P. Eckardt & Co., Toronto, have received this week a shipment of seedless Valencia raisins in 14 and 28 lb. boxes, and are offering them at an interesting price.

W. Boulter & Sons recently received a large order for canned goods to go to the Methodist and Presbyterian missions of China. These goods replace importations from California, and speak well for this Canadian firm.

The Stewart Co., manufacturers of high grade confectionery, etc., Toronto, have largely increased their plant and facilities for turning out the highest grade chocolate and confectionery, and are prepared to give prompt attention to orders.

Buyers of Fard dates should communicate with H. P. Eckardt & Co., Toronto, who are sellers at low price.

J. H. Maiden, of Montreal, has been appointed agent for the Frankford Canning & Packing Co., for Montreal and Quebec.

The oyster season has opened, White & Co., Limited, Toronto, are again handling the famous Long Island natives, grown and shipped by H. C. Rowe & Co.

"Crescent" mop sticks, a new line offered by the Eby, Blain Co., Limited, Toronto, are having a very large sale.

White & Co., Limited, Toronto, made a record sale of a car of California fruit at auction, Wednesday last, Aug. 9, the sale lasting twenty-five minutes, the car grossing over $1,600.

Gallon apples are quoted by the Eby, Blain Co., Limited, Toronto, at very interesting prices.

The Eby, Blain Co., Limited, Toronto, are quoting very low figures on Sair and Fard dates; fair stock in good condition.

Bode's Gum Co. are making a generous offer to the jobbing trade this week. Correspondence is solicited.

ARGENTINA LEADS.

The latest weekly bulletin of the Trade and Commerce Department contains a report from the Canadian Commercial Agent at Leeds, Eng., noting the vast strides made in perfecting cold storage on the steamship lines carrying meats from the South American Republic of Argentina to British ports. It says:

"The immense increase in the importation of chilled beef and mutton from Argentina this year is one of the surprises in the meat trade. These goods arrive in first-class condition, and not only are the carcases shipped, but also the by-products, such as kidneys, livers, hearts, etc., which on account of the excellent cold starage provided on the steamers, arrive in the best of condition.

"The cause of the large increase and development in this trade has been the result of English capitalists taking the matter up and building large abattoir and cold storage plants, both in Argentina and Great Britain. I am told that by reason of the lower freights for this class of product, as compared with shipping the animals alive and having them slaughtered here at the ports, the companies interested are able to cut the prices for fresh meat, etc., almost in two.

"I referred to this matter in a former report some months ago. Since that time I have looked into the matter carefully and find that the English capitalists would be quite willing to join with the Canadians in inaugurating similar plants and service from Canada. The sea voyage from Canada being so much shorter, the prospects for an Anglo-Canadian company, along similar lines to the British companies doing business in the Argentine, are exceedingly bright."

SIGN ADVERTISING.

The 50,000 sq. feet of wall space secured by Bode's Gum are rapidly filling up. The fence surrounding the Montreal baseball grounds is now entirely covered and some of the most prominent walls in Montreal are resplendent with advertisements of Bode's gum, painted in beautiful and harmonizing colors.

TO HOLD YOUR BUSINESS.

"One brick never built a house." Some men think that once advertising will leave an indelible mark on the minds of the public. It requires persistency to accomplish anything and advertising is no exception. Brick upon brick and you have a solid house.

NOTICE NOTICE NOTICE

JOBBERS Salesmen Only JOBBERS

Have you heard that BODE'S GUM CO. will give away

$10,000.00 IN PRIZES

on

December 31st, 1905?

WRITE FOR PARTICULARS TO

BODE'S GUM CO.,

28-30 St. George St., - Montreal, Canada

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, August 17th, 1905.

WHOLESALE grocery trade in Winnipeg is very active at present, and although collections are still reported slow in some parts of the country, the continued good prospects of a "bumper" crop encourage the trade to expect a marked improvement in this important respect before the end of the year.

Local wholesale houses report an unusually brisk demand for all kinds of canned meats. This is due to the influx of settlers, and the expected arrival of thousands of harvesters from the east before the end of the month. In canned fruits there is a noticeable scar scarcity of peaches and Lombard plums and consequently these goods are very firmly held at prices quoted. Canned salmon is selling well for October-November delivery, as lower prices seem improbable. Tapioca is reported a short crop and consequently the price is advancing. Advances are also noted this week in rolled oats. All foreign dried fruits show a tendency to advance.

Sugar—Local prices are still unchanged, although there have been a number of changes in New York markets. It is evident that the New York sugar market is in the hands of speculators, and the declines and advances which follow each other so fast in New York, being speculative in character, are not having any effect here. The heavy demand continues from all parts of the west, but as there is still a general impression that further declines are almost due, the buying is only for present heavy requirements. It is interesting to note that on January 1 of this year the local price of granulated in barrels was $6.05. The net result of five advances and nine declines since that date has been to reduce the price to $5.65. Sugar is exactly 1c. per lb. higher now that at the beginning of 1904. During 1904 there were 26 advances in Winnipeg and only four declines, but the course of the market during last year and this has been so abnormal that little can be safely deduced from a comparison of the course of prices in the different months of the two years. Subject to possible changes recorded in last minute Manitoba markets, we quote as follows:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" " in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—Salmon is selling well for Fall delivery, as there is very little prospect of lower prices than those quoted below. Canned meats of all kinds are in exceptionally brisk demand owing to the big influx of settlers and the expected arrival before the end of the month of thousands of harvesters. Canned peaches and Lombard plums are reported very scarce and they are being firmly held at prices quoted. We quote prices unchanged, as follows:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 28
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2's, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No. 2), Sweet Wrinkle, 2's		1 88
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
" " " 10 to 25 cases		6 10
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, 1lb. tins, per doz		3 25
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can, Co.) per doz		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunch tongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per ¼-doz. case		10 25
" " 1-lb. talls, " "		14 50

Lime Juice—This has been a good season for lime juice sales. Prices are quoted as follows:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 80	7 00
Local brands, pints, "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal		0 65

Salad Dressing—Still in brisk hot demand at following unchanged prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Prices continue as quoted last week:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli— As noted last week these goods are now selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets is quoted at 8 1-4c., a slight reduction.

Spices—Some changes will be noted in list below, as new spices are now on the market. We quote.

Ground Spices —

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 18
Cassia, " " "	0 15	0 18
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. " "	0 10	0 18
Mixed spice, in 5 lb. boxes, per lb		0 20
Mace, in 5 lb. boxes, p.r lb		0 70

Whole Spices—

Black pepper, per lb	0 13
White " "	0 25
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—Tapioca is reported a very short crop, and further advances have been made. The price is unsettled, at the moment ranging from $3.70 per cwt. to $4.15, but the tendency is towards still higher prices. We quote:

Rangoon rice, per lb	0 03¾	0 03⅞
Patna "		0 04½
Tapioca, per cwt	3 70	4 15
Sago, per lb		0 03½

Pot and Pearl Barley—Prices continue as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—There are no changes to record. The demand continues normal. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03¾
" Kairomel " syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts, each		2 25

Coffee—There are no new features in the coffee market, and prices are still quoted, as follows:

Wholegreen Rio, per lb	0 10½
" roasted, per lb	0 13 0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb tins, per lb	0 23
" " " " 1-lb " "	0 24

Cocoa—There is a normal demand for cocoa. There are no new features in the market and prices are quoted as follows:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 75
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—Prices are quoted as follows:

Baker's unsweetened, per lb	0 36
Menier, ½'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 06
" " 4-lb. tins, "	0 10
" (Upton's), 7-lb. pails, per pail	0 56
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts,		0 11½
Jumbos		0 14
Walnut, per lb.		0 12
" (shelled) "		0 25
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 16

Foreign Dried Fruits—Almost every item in the foreign dried fruit list shows a tendency to advance. It is early yet to say much about raisins, but it is expected the new season crop will be held at a higher price than a year ago. Currants are advancing locally because of advices from Greece, which indicate much higher prices for the new crop. The advance is due, not to a short crop, but to the policy of the Grecian Government. In order to encourage the currant industry the Grecian Government have undertaken to buy at the average price all currants remaining in the hands of exporters after a certain date. Being sure of a market for their entire output, the growers and exporters are thus advancing prices. Prunes are in a very firm position in the primary markets and the new crop will be sold at much higher prices than was the last. In sympathy with these advices, local prices have been advanced by several houses, and the average of the prices quoted locally will be found below. Apricots continue to advance in primary markets and higher prices may be expected. We quote:

California raisins, muscatels, 3 crown, per lb.		0 06½
" " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb.		0 04½
" 80-90 "		0 05
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 08½
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filiatras, per lb.		0 05½
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb.		0 05½
Figs, cooking in bags, per lb.	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb.		0 11½
Apricots, choice, in 25-lb. boxes, per lb		0 10½
Apricots, standard in 25-lb. boxes, per lb.		0 10
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Plums, choice (dark pitted) per lb.		0 10
Candied Peel—Lemon peel, per lb.		0 09
Orange "		0 09½
Citron "		0 14

Teas—We quote again as last week:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 23
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests, per lb.	0 28
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 28

Fish—Business is fairly active. Red snapper has been advanced to 15c., and B. C. salmon has been reduced to 13c. These are the only changes. We quote:

Lake Superior trout		0 10
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon	"	0 13
Halibut	"	0 11
White fish (L. Winnipeg), per lb.		0 06
Pickerel		0 15
Jackfish		0 04
Finnan Haddie		0 09
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose" " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails.		0 12½
Finnan Haddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 45
Yarmouth bloaters, 60 in box, per box		1 50
Lobsters, fresh boiled, per lb.		0 25
Caviare, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz.		0 40

Evaporated Apples— If the local houses were buying in the east now at present prices, they could not sell evaporated apples in Winnipeg at less than 9c. This indicates the position of the market now, and prospects all point to high prices this season. The apple crop in the east is reported poor and although an unusually large proportion of it may go to the evaporators, it is expected the price will be high. We quote:

Evaporated apples (choice), 50-lb. case	0 08
" (fancy), "	0 08½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—Prices are unchanged. We quote as last week:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz.		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 85
" " " No. 1,		9 50
" " " No. 2.		8 40
" " fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz.		4 00
Butter moulds, for 1-lb. bricks, per doz.		1 85

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—None of the western mills are turning out rolled oats at present, as they are waiting for the new crop. Consequently all supplies here are imported and the high tariff has caused still another advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 40
40-lb. " "	2 45
20-lb. " "	2 50
8-lb. " "	2 80
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Maple Products— New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case.	4 75

Eggs—The general price paid by produce houses for eggs delivered in Winnipeg is 18c. per dozen.

B. C. Markets.

Vancouver, B.C., Aug. 10, 1905.

SHIPMENTS of fruit from all parts of British Columbia to Manitoba and the Northwest are now very heavy. The season is unprecedentedly early and all varieties of fruit are coming in rapidly. This time last year very few apples were offering, and no pears, with very few plums and crab apples. This year all these varieties are in abundance now, especially plums. There are also peaches and apricots, these being from the Okanagan Valley. There are also heavy shipments of blackberries, which will be coming on the market for some time yet.

Never has there been a better supply or choicer quality of fruit since the Province began to enter the field as a serious commercial competitor of other fruit districts. Early as it yet is, in the history of the development of the industry, the strides being made are remarkable. Not the least important measure adopted in bringing the commercial fruit product of British Columbia to market has been the placing of fresh fruit exhibits under capable management at the various leading fairs from Winnipeg west. Seeing is believing, and the people who live in the great wheat country see for themselves that they can buy in British Columbia the choicest of fruit. The demand will bring the supply up to all requirements ere long.

One of the lines which is being very carefully noted is that of the production of ripe tomatoes. There is an unlimited market for fresh tomatoes in Winnipeg, and almost any price will be paid for a good article. British Columbia certainly can produce the finest tomatoes to be found in the market. The districts peculiarly capable of producing them have not begun to reach their capacity. In fact, but a good beginning may be said to have been made in their production.

* * *

"Not in salmon canneries, but in cold storage, is the solution of the problem of handling the fisheries of B. C., and getting the most returns from them," is the assertion of a prominent New England gentleman, who has been spending some time on the coast, and who is likely to be interested in a cold storage proposition there. Of course, the gentleman being in the business may be said to be prejudiced. But he takes strong ground.

"Why," said he, "I saw a million dollars worth of fish destroyed, ruined, allowed to go to waste there in the past fortnight. Not an iota of that loss need have occurred if there had been cold storage facilities to take care of all the fish that were caught. It would require an extensive plant, perhaps three or four of them, but the outlay would repay the investors.

"And mind you, those fish were the very choicest of sockeyes, the finest salmon on earth. Had they been preserved and sent to market in the big cities of the east they would have realized handsome prices. And by cold storage facilities these fish could be taken care of in any quantities until the market absorbed them.

"Cold storage will one day solve all the difficulties of producers and dealers in the handling of all classes of food products that are perishable or liable to deteriorate," is the dictum of this exponent of the coming system, as he puts it. The day will come, he foretells, when there will be a complete system of cold storage plants, large ones at producing points for receiving and holding the products, smaller plants at distributing points everywhere, except at large distributing centres, where large plants

Quaker Canned Goods

The above goods are grown and packed in the Lake District, Ontario. Encircled as this territory is by Big Lake, Little Lake, West Lake and Lake Ontario, with cooling breezes constantly blowing from all quarters across the growing fields of tomatoes, corn, peas and beans, in the hottest day in summer, it makes the finest spot on earth for the perfect maturing of these vegetables.

(To be continued.)

THE PACKERS OF QUAKER CANNED GOODS

will be needed. Fish, fruit, poultry, butter, eggs, and other farm products, will be handled, and where dairy products are received, they will merely be shipped out to other points for distribution, and fish and other products will take their place, coming forward from other centres to be distributed in their turn.

* * *

Articles of incorporation were filed and advertised some months ago for the Vancouver-Fiji Sugar Co., an organization formed for producing sugar in the Fiji Islands. The B. C. Sugar Refining Co., Limited, has, by a unanimous vote, recently decided to apply for a change in the company's articles of incorporation, to permit of purchasing shares in the Vancouver-Fiji Sugar Co., which has really been formed to provide raw sugar for the B. C. sugar refinery.

* * *

In grocery staples the market remains very quiet, inactive in many lines, it may be said. In cured meats, lards, etc., there is some movement, with no changes of note. In dairy products the supply of local dairy and creamery butter is keeping up well. The price is reasonable, dairy being 19c. and 20c. wholesale, while creamery varies from 23c. to 25c. per lb. Butter from east of the mountains supplies the Kootenay districts as of old, but little of it finding its way to the coast at this seaosn.

Eggs are pretty firm in price and demand good; local supplies of fresh are somewhat better, while eastern case stock is in evidence.

The local apples are dominating the market, with plums a good second. California shipments of these fruits have dropped down to zero. Peaches and apricots, as well as some pears still arrive. Local peaches, grown in the Okanagan, find their market in the Northwest, at better prices than they bring at the coast. A few small lots of the late varieties of cherries from Victoria are marketed. They bring $3.25 for the 24-lb. crate. $2 to $2.25 rules for blackberries, 24-lb. crates.

N. S. Markets.

Halifax, N.S., Aug. 14, 1905.

THE first shipment of apples from the Annapolis Valley reached the city on Saturday, Aug. 12. The fruit, though small in size, was of fair quality for the first of the season, and found very ready sale. Daily shipments from this out are expected.

In the grocery markets trade in general is good. A notable improvement is reported in the country districts. Orders are coming in quite regularly and money is beginning to circulate much more freely. The season promises to be a most prosperous one for the farmer all round, and this fact has added stimulus to trade. Prices continue steady and payments are much better.

The sugar market is very firm, and prices are unchanged. The demand for sugar is unusually good, large sales being reported. Smoked meats are scarce, the supply being only about equal to the demand. Prices are very firm. The market is now well supplied with local grown potatoes, and there has been a rapid decline in prices. They are now quoted at $1.25 per bushel, which price is considered quite reasonable for the time of year. Receipts of eggs are falling off and so is the demand. Prices were advanced during the week, and it is expected that they will go still higher. Choice Nova Scotia stock is now quoted at 19 to 20c., while P.E.I. stock is quoted at 18c.

Dealers are much interested in the butter market, as a result of the reports from Great Britain and other places on the condition of the market. Receipts of butter are only fair. Farmers have been busy hay making and have given little attention to butter. Choice creamery prints are quoted at 22 to 23c., and fair quality in small tubs is being sold at 20 to 21c. The general feeling in the market is that prices will advance, though increased receipts are expected after the farmers house their hay.

Reports from the Annapolis Valley show that the fruit is ripening well. While the crop will not be a large one, the apples give promise of fine quality. Canadian and English buyers are already visiting the orchards in the valley and some of them have options on the fruit. The crop of plums promises to be good and of fine quality. Some plums from Ontario were marketed during the week and found good sale. The fruit was small, but of good flavor.

Jobbers are placing good orders for canned goods. The old stock on the market is very low, and dealers are buying only sufficient to tide them over until the arrival of new stock. Fruit continues in good supply, and prices generally are high. Two small shipments of American apples were received during the week. California Bartlett pears are very high and dealers say there is no money in handling them as the fruit ripens so quickly. At retail, the price is quoted from 40 to 50c. per doz.

Fresh fish was unusually scarce all week, due principally to the presence of hordes of dog fish on the coast. It was impossible for the fishermen to set their trawls owing to the presence of these pests. Some mackerel were taken, but the price is high. One fisherman from the Western Shore, who netted one hundred fine fish, brought them to the city and disposed of them for $14.

ONTARIO CROP REPORT.

THE August crop bulletin of the Ontario Department of Agriculture, just at hand, contains the following regarding conditions on Aug. 1:

Fall Wheat—The harvesting of this crop was begun rather later than usual in most sections, but the weather was favorable for cutting, and with the improved machinery now in use many had completed the work, and some had even threshed before the 1st of August. The crop will be a big one, as regards the yield per acre, more especially in the Lake Erie counties. Most of the Fall wheat stood up well, and there was not so much "lodging" as is usual in the case of a heavy crop. A number of correspondents speak of rust, but in almost every case it was described as being only slight. Some complain of the grain as being somewhat shrunken, while others speak of it as being plump; it may be generally classified as a fair sample. Three or four correspondents mention injury from either midge or joint-worm, but all are silent as to the presence of the Hessian fly, which for the previous four years has been devastating wheat fields. In short, 1905 may be classed as one of Ontario's best Fall wheat years.

Spring Wheat — Comparatively little Spring wheat is now grown in the western half of the province, and in the eastern half the crop appears to be also decreasing in popularity. The fields were yet green, as correspondents reported; but cutting was expected to be general during the week beginning Aug. 14. The crop is described as being full in the head, with good straw, and promises more than an average yield. Odd mention only is made of rust.

Barley—This grain, like the other cereals, will go considerably over the average in yield per acre. The condition of the crop is variable, some correspondents speaking of much injury from rain and lodging, while others describe it as being first-class both in point of yield and quality. However, most of the barley raised in Ontario is now fed to live stock on the farm, and the matter of discoloration of the grain is not so important as it was some years ago when the bulk of the crop was raised for malting. While some were starting to cut about the 1st of August, most of the crop was more likely to be harvested about the middle of the month. Several correspondents speak of barley and oats being sown together as a popular feed mixture

Oats—While in a few localities oats had been cut as correspondents reported at the beginning of August, the bulk of the crop had yet a week or two to ripen. The yield promises to be one of the largest, both as regards acreage and total yields, several correspondents classing it as the finest crop in years. High lands gave magnificent yields, but in low places it suffered considerably from the wet. The straw is described as being long, bright, and stiff, and the heads as being well filled, although in some cases lodging is complained of. Rust was reported in a few instances, and two or three correspondents spoke of the presence of wire-worm.

Rye—The acreage of rye is comparatively small, and much of it is sown for pasture or soiling, and not for the grain. The yield per acre is above the average, and the grain is of good quality. The crop was harvested this year just a little before Fall wheat.

Peas—During the last four or five years the acreage of peas in this province has shrunk by about one-half, owing to the ravages of the pea weevil, or, as it is popularly called, the "bug." This season, happily, the pest is mentioned only to tell of its absence. The crop has been injured more or less by rain, nevertheless the yield per acre will run over an average. In the newer districts of the northern portion of the province the yields are among the best. The pea harvest was expected to cover about August 10 to 25, as most of the fields were quite green as correspondents wrote.

Beans—Where grown as a field crop, and give promise of a large yield per acre, notwithstanding damage from heavy rains at the time of planting. The crop had still two or three weeks to

ripen when reports were received, but it was then looking well, although occasional mention was made of the presence of cut-worm.

Hay and Clover—The season has been a remarkable one for this crop, cutting ranging all the way from the last week of June to the end of July. In fact, on the first of August there was some hay yet to mow in various localities, Fall wheat and other cereals having ripened before the heavily-covered meadows could be cleared, and there being also a scarcity of labor. Hay cut early was more or less injured by rain, but that harvested later was housed in fine condition. The average yield for the province will be among the best on record, although the big yields are chiefly in the western and central counties. In the opinion of most correspondents, timothy did relatively better than clover. Like the grain crops, hay is reported as being remarkably free from injury by insects.

Flax—Flax is not so largely grown as formerly. The plant this season is generally described as being long, and of good quality of fibre, although owing to the crop being so heavy much of it got knocked down and tangled. Pulling had just commenced as correspondents wrote and the weather was then most favorable for the operation.

Hops—Very few correspondents outside of the County of Prince Edward have anything to say regarding hops. Those reporting were most favorable in their comments upon the condition of crop.

Tobacco—The growing of this crop is confined mainly to Essex and Kent in the west, and to one or two counties in the east along the St. Lawrence. Although the plant suffered considerably from wet weather early in the season, it made good recovery, and its general condition was classed as good by most of those who reported on it. Early planting is in better condition than that put in later. There are a few complaints of cut-worm.

Potatoes—A large yield of potatoes is promised, and of good quality. Some of the seed rotted on low land, owing to the wet weather just after planting, but comparatively few correspondents anticipate rot in the new crop. The bug, as usual, was present in large numbers, and in some cases an extra dose of paris green had to be applied. Bordeaux mixture for potato blight appears to be coming into favor with Ontario farmers.

Roots—The scarcity of labor, and the crowding of harvesting, forced a number of farmers to neglect their roots, and some fields are rather weedy. Nevertheless all classes of roots promise a good yield, especially mangels and sugar beets, which are doing better than turnips.

Fruit—All varieties of berries have yielded well, and grapes also promise well. Apples will be poor in point of yield, but the quality will be rather above the average. In many sections there will be barely enough for local consumption. Peaches have done better, and may be classed as from fair to good. Some correspondents report good yields of plums, while others claim an almost complete failure. The common red cherry did well, but other varieties were a disappointment. The reports regarding pears, as in the case of plums, vary much, but they have done better than apples. Correspondents account for the rather poor orchard crops, first, from lack of pollenization, owing to the wet and cold weather prevailing during the blossoming period, and, secondly, on account of many trees failing to fully recover from the effects of the severity of the last two Winters.

Bees and Honey—Bees came through the Winter in good condition, considering the trying nature of the season, and there was active swarming—in many cases too much of it. There was an abundance of nectar, relatively more in the field than in the forest, but frequent rains prevented bees from taking the fullest advantage of the situation. The average yield of the province will be about 50 pounds to a colony, Spring count, the yields ranging from 10 to 125 pounds, according to locality and the skill of the apiarist. But little mention is made of foul brood or other disease, and bees were quite thrifty as correspondents wrote.

Pastures and Live Stock—Reports are practically unanimous as to the favorable condition of pastures, several correspondents in various sections of the province declaring that Summer pastures were never better. Live stock of all classes were doing well, although in some of the St. Lawrence counties flies were very troublesome. There was a remarkably steady supply of milk during the season, but the flow was decreasing as August approached. Immense quantities of both butter and cheese have been made, but very little of either article remains in the hands of manufacturers. The creamery industry appears to be still growing in favor. The prospects are good for Fall pastures, and there will also be an abundance of hay, roots, corn, and other fodder for Fall and Winter requirements.

Corn—While there is great diversity in the reports concerning the condition of corn, the general tone may be considered favorable. The crop got a decided setback about the time of planting, owing to cold and wet weather, and the outlook for corn was most discouraging. The very favorable weather of July, however, brought growth along with a bound, and it is now likely that corn fields will give a full yield. Correspondents are generally of the opinion that corn for the silo will be relatively ahead of cob-corn in yield. A few reports question the possibility of the crop fully maturing before frost, but there are not enough of these to be regarded seriously. There are not so many com-

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. *He Knows* he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
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DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1888

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
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J. & G. COX, Ltd.
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EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

DIAMOND BRAND MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal

Quality—THE BEST
Price —RIGHT
Profit —GOOD
Satisfies Consumers
Brings Repeat Orders
Such is
EAGLE BAKING POWDER
J. H. MAIDEN, Agent
MONTREAL

plaints regarding the poor quality of seed as in the preceding two or three years.

VEGETABLE MEN ORGANIZE.

The officers of the recently formed Ontario Vegetable Growers' Association purpose organizing branches of the association in connection with the leading cities and towns of the province.

The association will receive a government grant this year of $800. It purposes using this money to hold a large convention for vegetable growers at the time of the horticultural exhibition in Toronto next November, and also offering prizes for a large vegetable exhibit at this show. The prize list for the show has been already completed.

THE GROCER'S BEST ADVERTISEMENT.

Have you ever thought that your delivery wagon can be made your best friend? It covers the very ground it is your interest to serve; it is seen by just the identical customers you want. Send it forth, then, clean, well-painted and attractive, let it be your "silent" traveler. It's worth while.

WHALE FISHING DECLINES.

Judging from the reports received from Cape Breton factories around the coast and those at Labrador, the whale fishery seems to be declining. On an average it takes a hundred whales to make a factory pay and except the factory at Balena, very few of the factories had over fifty whales up to Aug. 7. The opinion that prevalied amongst many fishermen last year that the extinction of the whales meant the departure of the caplin and consequently the codfish from the coast is now regarded as an erroneous one, not upheld by the facts in evidence this year as regards the caplin.

TO BRING TRADE.

How few average grocers give proper consideration to their window display, and yet what can excel an artistically displayed window show. Just as a man's prestige depends upon his appearance, so the clean, well-arranged store window is the index to the interior of the store, and the customer judges accordingly.

WILL HAVE CORN EXCHANGE.

The New Westminster B.C., city council is at present considering the advisability of establishing a corn exchange in connection with the public market in the city, and if the scheme is carried out successfully, it will be the first of its kind in British Columbia.

The idea of the exchange is to provide means for the farmers to bring their oats, wheat and other grain in to market and dispose of it to the retail trade, and thereby realize better prices than they receive at present from the large milling companies which purchase almost the entire crop.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATION WANTED.

A YOUNG MAN seeks engagement in the grocery, wholesale or retail; had five years in the trade. Box 266, CANADIAN GROCER, Toronto. [33]

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

TO LET.

WAREHOUSE in Calgary, newly built, wired for electric light and with railroad siding facilities; basement, 44′ x 32′; ground floor, 44′ x 32½′; first floor, 73′ x 48′; with or without heat as tenant desires, also elevator if required. Apply to Wm. Head, P.O. Box 104, Calgary, Alta. [33]

WANTED.

MILLER wanted, young man, single; capable of taking watch; not afraid of work; state wages and references. R. A. Thompson, Lynden. [f]

MILLER wanted to take charge of fifty-barrel sifter mill; must be competent, strictly sober, and able to come at once; state wages and qualifications. J. A. Brackenridge, Nottawa. [f]

BAKER wanted at once; must be first-class on cakes and bread, and strictly temperate; steady job to right man; state experience and wages with board. 'Phone or write, Box 386, Midland, Ont. [f]

EXPERIENCED salesman for cigar and tobacco business; references required. 62 King east, Toronto. [f]

Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

THE EVIL OF OVERBUYING.

(By W. E. Davis in Commercial Bulletin and Northwest Trade.)

THERE are plenty of careless retailers, and the Northwest with its rapidly developing country, its new towns, and the rough and ready retailing in those towns may have more than its share. There are retailers endeavoring to sell merchandise at a profit who should be following a plow, for too many times a good farmer has been spoiled while one name more is being added to the list of poor retailers. There are retailers who mean well, but don't know how and seem unable to learn. There is the same percentage of dishonest men in retail stores as in every other avenue of business.

Then there are two more classes; the retailer who has the brains and the money to run his own business, and the retailer who is dishonest, has fair ability, not enough cash, wants to do the right thing, asks for advice, receives a big assortment of it, and wriggles his way through a maze of trouble from year to year. From what I have observed, I believe that this last-named class constitutes a large part of the retail world.

The Retailer Who Overbuys.

This retailer who seems to lack the clean-cut decision and judgment which characterize the first-class business man, overbuys in at least three years out of five. He puts in the other two "catching up" with his wholesale house, and trying to study the experience account. In a year like 1902 when the boom was in the air, he caught the infection. As the steady procession of traveling salesmen went by, each relating a wonderful story of prosperity, and the big Fall trade which every town would surely have, he "loaded up." Many of them are still trying to unload. With many it will take another year.

A merchant who is quite well known over a section of the Northwest, became firmly convinced after his numerous talks with traveling salesmen, that last year was the time to make a killing. His whole career as a merchant has been such that during the past five years the credit departments with whom he has had dealings have impressed upon him the need of going slow. But early last year he became filled with enthusiasm over prospects. He capitalized the prospects. Every salesman of whom he bought, as far as can be learned, told him to take on plenty, as the Fall trade would be somthing immense, and he should have enough goods. He had enough.

This merchant is one of the best fellows you could meet in a four-days' ride. If you suggest his name to the traveling salesman who sell him, they would say, almost in concert: "Fine fellow, royal good fellow, but he don't know when to stop."

Your model jobbing house is divided into two principal departments. One sells, the other collects. The business of the merchandise end is to get rid of the goods at a fair profit. The business of the credit end is to see that the accounts are kept within reasonable limit, that the terms are adhered to, and that cash or other material evidence shows up on settlement day.

Model Jobbing House.

The good credit man will, as far as he can consistent with safety, use his best efforts to increase the business. It has been proven that a bunch of nerves and an assortment of timidity make a poor combination at the credit desk. But notwithstanding that the credit department constantly aims to make conservative business men out of the merchants with whom it deals. While the sales department is out on a campaign, retailers are being given heart-to-heart talks by the credit man, and many times is the good advice given, "Make the wholesaler carry as much of the stock as possible."

—The same mail that carries a score of letters from the credit desk advising a conservative policy, carries instructions from the various departments to the salesmen to get to work harder on certain lines. Between this pull and haul is it any wonder that the well-meaning retailer finds that his inventory tells a disappointing story of too many goods?

I contend that the wholesale house shapes the business character of the retail merchant more than any other factor or influence. As between the two departments of wholesaling, the pull of the sales department is more forceful than the haul of the credit department, because the sales end is steadily applying the whip while the influence of the credit department is felt at less frequent intervals.

What is the remedy? There is none at hand. It is a condition with which the gradual evolution of business methods must be allowed to deal. More united action among wholesalers on some of the more important points would help things. Probably a better understanding among the managers of sales departments in each line would work some benefits. But while the chase for trade is hot, please remember that if the retailer is unable to stand the gait, and overbuys, he should not be expected to stand more than half of the blame.

Education of the Retailer.

The education of the smaller retailer into a better business man will be one of the developments of the future. Two influences will work this out as far as it can be done, the credit men and the trade press.

Every year sees the machinery of wholesaling brought nearer the desks of the various departments within the house. Twenty years ago the traveling salesman was a more independent factor in trade than he is to-day. He stood between the customer and the house, and in a majority of instances stood with the customer in a dispute. He reasoned rightly that if he had the trade with him, he had little to fear from the house. If the customer kicked on an item of interest, the traveling salesman kicked too. You who have been years in Northwest trade will think of some exceptions to this rule. But the traveling salesman of twenty or twenty-five years ago represented more power and privilege than the traveling salesman of to-day, and, generally speaking, he was liberal with his concessions.

The Solution.

The policy of wholesale houses to-day is to bring the customer as much as possible in close touch with the house. The advertising department, with its catalogues, daily circulars and constant reminders, keeps the customer interested. Mail order business may show no increase which can be termed revolutionary, but it is increasing. Better mail service, better railway service, the telephone, and other potent factors in the nation's progress have brought these changes in wholesale methods. Territories are being cut down, and, while the population in all districts has increased, the big increase in traveling salesmen representing the same house in those districts, shows that the general policy trends towards keeping the house in closer communion with its trade. Under this policy it is evident that wholesale houses do not need as high-salaried men to perform their road work as they did fifteen and twenty years ago, and the percentage of tried men whose information and advice counts in the credit department will be less. There may be some traveling salesmen who will take exception to this. They can count themselves as exceptions. I realize that out of the army of salesmen in the Northwest, there are many high-class men. I speak only of what I consider is a general tendency in methods of merchandise distribution.

All this means that the education of the retailer along conservative lines must be carried on more than ever from the credit desk. You know that the fewer traveling salesmen on your staffs who can advise the retailer tactfully and wisely, the more work must be done direct. Then it follows that the centralization of this influence in the credit department will be steadily accomplished

as the salesman becomes more of a salesman and less a well-balanced counselor to the retailer.

The next ten years will probably witness big advances in methods of communication between the large centres and the rural districts. We are not worrying about the retailer in the big centre. He can take care of himself and fight it out with his neighbor. The men in whom you and I are interested are they who are building their fortunes on the prosperity of towns and villages which gather around them the trade of as wide an area as possible, depending upon the enterprise and aggressiveness of the town and its merchants. Conditions are now arising, which threaten , from a trade standpoint, the independence of these towns, which would lessen their importance and which tend to decrease the importance and the prosperity of the local merchant as a factor in trade.

Broader Competition.

I do not want to be termed a pessimist. While the conditions I refer to are not favorable for many men now in the retail business, I believe that the change will bring better retailers, and I believe that with fair treatment, the small retailer, as a class, will hold his own against the big fellows in the big centres. But the small retailer must bring his business nearer a strictly business basis that most of them have done to date.

Competition is a far broader problem for the retailer than fifteen, or even ten years ago. In addition to the competition of his neighbor merchant, and possibly the merchants in the nearby towns, he must now meet the invasion of the numerous big mail-order houses, which, with their wonderful systems, are flooding the homes around him with attractive advertising matter and samples of goods. The mail-order house strikes at every business man in the town, from the dealer in threshing outfits to the dealer in pills. The rural free delivery has been a big help to these concerns, and an incentive toward the establishment of many. Rural free delivery of course has come to stay. It is in line with progress. The local merchant cannot stand in the way of progress, and does not want to. He must meet these new conditions with new methods. He must become a better merchant. He must learn that he cannot expect to compete with any considerable amount of his capital tied up in goods he is not using, and some of which he will not use for months. Such investments add to the cost of doing busines, and the retailer of the not-far-distant future must give that expense account more attention than he has if he is to succeed in the trade battles now ahead of him.

Here in the Northwest the days of easy money in retailing are almost past. Retail merchants who have made big money retailing in the past fifteen or twenty years could not do it by the same methods in the next fifteen.

We like to talk of a long profit. When we see a retailer who makes a big profit we consider him a star merchant, providing, of course, that he is reaping his profit on any considerable volume of business. But the long-profit retailer must go, and in his place we will have the man who fights back mail-order-house competition by selling at a fair profit and the smallest possible expense. Retailers may not get rich as rapidly, but they will study their business more, pay more attention to it, and be more conservative simply because conditions will force them to.

RETAIL MERCHANTS' ASSOCIATION OF CANADA

Sixth Annual Convention, Toronto, August 14 and 15, 1905.

THE sixth annual provincial convention of the Retail Merchants' Association was held in the offices of the association on Monday and Tuesday, the 14th and 15th inst. A goodly array of delegates from the different branches were present and also several prominent visitors from Quebec Province. The meeting was presided over by the president, A. L. Geen, Esq., of Belleville, and the committee of welcome was headed by His Worship the Mayor of Toronto, Controller J. J. Ward, Esq., and R. A. Donald, Esq., past president of Toronto Branch of the Manufacturers' Association.

The address of welcome so ably given by His Worship the Mayor of Toronto, Thos. Urquhart, Esq., was by no means lost on the happy crowd of retail merchants assembled in the somewhat spacious committee room of the association. He congratulated the secretary and executive on the right royal way they had engineered the Act through Parliament whereby once and for all the evils of the trading stamp were ended.

He gave to the retail merchants a place of first importance in the progress of the Dominion. He had in his early days spent several years behind the counter of a country store and knew full well that no one had a better opportunity than the retail merchant to obtain a fine knowledge of his fellows and at the same time be a power of influence in the community. He believed in organization; it was good for the people, good for the merchant and good from a municipal standpoint. He welcomed the delegates to up-to-date Toronto with its up-to-date retail merchants and progressive associations. The same line was followed by R. A. Donald, Esq., the late president of the Toronto Branch of the Canadian Manufacturers' Association,

The delegates from Montreal replied to the opening speeches at some length, pointing out the evils that had been worked by the trading stamp business and heartily welcoming the incoming of the new law, and expressing the hope that a future conference might be an interprovincial one and that the business men of Canada would shake hands, regardless of race, creed or distinction.

A. L. Geen, Esq., of Belleville, the president of the association, after bearing testimony to the very excellent work of the secretary, called for the reports of the secretary and treasurer. The secretary's report revealed some interesting facts in connection with the association. In 1902 they numbered only five branches. In 1903 they had increased to eight branches, in 1904 to twelve branches, and at the present time stood at sixty-five branches, with a total membership of 5,000. They had added 1,651 new members during the past year. There were some 50,000 retail merchants in the Province of Ontario, many of whom were ripe for membership. He considered the association had now reached a paying basis; they had closed the previous year with a deficit of $1,500, but the year under review had nearly wiped that out, the deficit now being only $143

By far the most important thing before the meeting was the question of amending the constitution of the association so as to take in the Dominion, and it was decided that this be done in conference with the Quebec visitors.

Among the many subjects down for discussion were those of "Pedlars and Transient Traders," "Special Fire Insurance Rates for Retail Traders," "That Fees for Examining Weights and Measures be Abolished," To Obtain Special Contracts for Power and Light," "Better Cartage Rates for Retail Traders," "To Reduce Quantity of Adulterated Foodstuffs Placed on Market," "Corporate Bodies to be Amenable to Law in Same Manner as an Individual," "The Laxity of Customs Officers Regarding Smuggling in Border Cities," "The Restriction of American Money in Canada," "The Inadvisability of Traders' Excursions in Interest of Retailers."

A further subject which created great excitement was the suggested introduction of a syatem of scheduling delinquent debtors and advertising them in the society's paper for the information of the members and as a means of securing settlement. Several committees were formed for the purpose of reporting on these subjects and handing them to the executive committee for action. On Tuesday morning the meeting reformed to receive the report of the committees and to confirm the resolution as revised by them.

By the remarks of various members of the association, whilst the "Pedlars and Transient Traders" were under discussion, it was learned that the municipal authorities have full power to cope with this nuisance by bringing into force the power conferred on them to regulate the amount of license upon such class of traders, up to $100. In some districts this has been done, with the result that these people are conspicuous by their absence. The favored plan appeared to be to fix a minimum license of $25, which at once put the small class out of the field. This matter was left with the executive committee for handling. The amended constitution was read, discussed and agreed upon, practically the same as recommended by the committee. In consequence a Quebec branch will be at once formed at Montreal.

The officers for the ensuing year were then under consideration. The president was re-elected unanimously, Mr. H. C. Ellis, of Ottawa, being in great favor as first vice-president, and Mr. W. B. Zieman as second vice-president. Mr. Fred C. Higgins, treasurer, and Mr. E. M. Trowern to continue as secretary. The meeting fully endorsing this by unanimous vote.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House 86 St. Peter St., Montreal

THE OTTAWA MARKETS.

Ottawa, Aug. 16, 1905.

THE continued good weather seems to keep the farmers at home, gathering in the crops. The majority of those on the markets these mornings are market gardeners. In some lines the market was very brisk, but vegetables were dull. In dairy produce, print butter sold at from 23 to 25c. per lb., and creamery also at the same price. Dairy butter sold at from 20 to 22c. Eggs ranged from 18 to 20c. per doz. The following prices prevailed :

Poultry.

Spring chickens, per pair, 80c. to $1.10; chickens, per pair, 75c. to 90c.; chickens, per lb., 10c. to 12c.; turkeys, per lb., 15c.

Dairy Produce.

Print butter, 23c. to 25c.; creamery butter, 23c. to 25c.; tub butter, 15c. to 17c.; pail butter, 18c. to 20c.; cheese, 10c. to 12½c.; honey, in comb, per section, 12½c. to 15c.; honey, extracted, 8c. to 10c.; new honey, per section, 13c. to 15c.; lard, per lb., 15c.; lard, 20-lb. pail, $2.25; fresh eggs, per doz., 20c.; eggs, packed, per dozen 18c.

Vegetables.

Savory, per dozen bunches, 30c. to 40c.; horseradish, per pail, 60c.; new potatoes, per bag, 80c. to $1; new potatoes, per gallon, 10c.; cabbages, per dozen, 25c. to 30c.; onions, per bag, $1.75 to $2; radishes, per dozen bunches, 10c. to 20c.; lettuce, per dozen, 30c.; rhubarb, per dozen bunches, 25c.; onions, per gallon, 15c. to 20c.; beets, per dozen bunches, 10c. to 15c.; string beans, per gallon, 10c.; cauliflower, per dozen, 30c.; green peas, per gallon, 10c.; carrots, per gallon, 10c. to 15c.; tomatoes, per bushel, $1 to $1.25; tomatoes, per gallon, 15c.; Spanish onions, per crate, $2.50; cucumbers, per dozen, 10c. to 15c.; corn, per dozen, 10c.

Fruits.

Lemons, per dozen, 15c. to 20c.; lemons, per box, $5 to $5.50; oranges, per box, $4.50 to $5; bananas, per bunch, $1 to $2; gooseberries, per basket, 50c. to 60c.; plums, per box, $1.20 to $1.50; currants, red, 3 boxes 25c.; currants, white, 3 boxes 25c.; blueberries, per pail, 90c. to $1; cherries, per basket, 60c. to 70c.; peaches, per box, $1.25 to $1.50; green apples, per bag, $1.

* * *

The Ottawa Retail Grocers' Association met on Friday August 11, to appoint delegates to the annual convention of the Retail Merchants' Association, held in Toronto on Monday and Tuesday, August 14 and 15. The grocers will also wind up their business in connection with their picnic to Carleton Place on August 7. They expect to clear fully $500. The delegates appointed were Messrs. H. Ellis, C. J. Prevost, and Fred. Forde.

* * *

Two new grocery stores have been opened in Ottawa during the past week —one by Mr. Ed. Gorman, corner Kent and Florence streets, and the other by Mr. B. Hust, corner King Edward avenue and Clarence street. Both report their first week's business as very good.

Order Them

Order Them

No others as good
No others as low-priced

FLOWER POTS, FERN PANS, SAUCERS, LAWN VASES, ETC. We ship the day order arrives. No. 2 assortment, Pots and Saucers :— 5-8 inch, 7-7, 36-6, 50-5, 48-4, 9-10 (Hanging Baskets). Special Price, including crate, $5.40, net. Special orders filled.

THE FOSTER POTTERY CO, *HAMILTON, LIMITED.*

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS ON CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer an afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

Canadian Fruits

We are receiving daily

BLACK CAPS, LAWTONS, BLACK CURRANTS, PEACHES, PLUMS, APPLES, PEARS.

Canadian Vegetables

TOMATOES, CUCUMBERS, GREEN PEPPERS, EGG PLANT, CORN, CABBAGE, ONIONS.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Foreign Fruits

ORANGES, LEMONS, BANANAS.

Sundries

SWEET POTATOES, LIMES, WATER MELONS.

Phone Main 520 **THAT** 63 Front East.

the Trade is convinced of my ability to satisfactorily take care of country fruit orders is pleasantly proven by my daily increasing Business. Try me.

TOM SMITH,

Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district.

Unimpeachable business and bank references given.

Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. CIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

Mr. MacKinnon, commercial agent at Bristol, writing under date of July 31, says that the apple crop in Great Britain will be decidedly short this year. In Holland and Belgium apples will be quite under the average, while in Germany the crop is particularly light. All circumstances point to the prospect of a fairly firm demand for early apples from Canada, provided these can be landed in good, firm condition. Mr. MacKinnon, who is an expert on fruit, emphasizes the importance of careful packing and the free use of cold storage. He strongly urges that poor, scabby, or damaged fruit should not be sent over. If the early demands of the market are intelligently supplied, a firm and improving market will await arrivals of Winter fruit. He recommends that Canadian shippers should at least make a fair trial of Bristol as a shipping port.

* * *

An examination of the Nova Scotia apple-bearing districts shows that this year's crop, which should have been 600,000 bbls. under normal conditions, will not be more than 250,000 bbls., and may not exceed 200,000 bbls. The shortage will be chiefly in the late Winter varieties, although Gravensteins and Ribstons will also be a light crop.

* * *

Circulars from English buyers indicate a somewhat favorable market for early Canadian apples. These reports will undoubtedly stimulate shipments, and there may be a temptation on the part of the shippers to send forward immature and uncolored fruit. Such fruit will not grade No. 1, or XXX. Section 6 of the Fruit Marks Act reads as follows:

No person shall sell, or offer, expose, or have in his possession for sale, any fruit packed in a close package, upon which package is marked any designation which represents such fruit as of No. 1, or XXX, finest, best, or extra good quality, unless such fruit consists of well grown specimens of one variety, sound, of nearly uniform size, of good color for the variety, of normal shape, and not less than ninety per cent. free from scab, worm holes, bruises and other defects, and properly packed."

* * *

Mr. Eben James, commission merchant and exporter, Toronto, in his annual review on the fruit situation, says:

"The fruit from Toronto east has more than half an average crop, but less than half a full crop, with quality generally good. Baldwins in many sections are light. Ben Davis and Russets well loaded. The crop of early varieties is not heavy. West of Toronto the crop is generally light, and in some districts decidedly scabby; there are, however, a few districts containing good fruit, but generally speaking, the large producing districts are a failure. The fruit is growing large and should barrel well, especially as quality is good. In the United States, there is less than a 50 per cent. crop in the New England, Hudson River and Western New York districts, with quality in some sections better than the last two years. In the west the crop is scattering. The crop in England is very light, almost a failure, and Germany, Holland and Belgium are also very light."

* * *

Canada could now step in and supply the South African consumer with apples, which would meet with a ready demand, according to the report of C. M. Kittson to the Trade and Commerce Department. Large red varieties are most favored. They should be shipped in boxes containing about one-third of a barrel each. During the months of October, November and December the locally grown fruit is out of season, as is also Australian fruit, which country usually ships large quantities of apples and other fruits to South Africa.

ONTARIO MARKETS.

Green Fruit.

Toronto, Aug 17, 1905.

The home trade in fruit continues very good. The arrivals of Californian fruits are disappointing, nothing like sufficient is coming to hand, and prices are away up, keeping profits low. A car lot of California peaches has just arrived, of very fine quality, and big prices are expected. For some time the N.Y. market had been bidding for larger supplies from California, on account of shortage, and is paying better prices, which has, doubtless, turned the supply into that state to the disadvantage of Canada. Lemons have firmed up and show an advance of 50c.; bananas have eased off by 25c. California peaches have firmed up to $1.75 and $2; domestic peaches are coming to hand in good form and are getting to an even basis. Raspberries and red currants are struck out and Lawton berries at 9c. to 10c. are added; other prices remain unchanged. We quote:

Oranges, late Valencias, per box	5 00	6 00
Lemons, Verdilli	....	6 00
Lemons, California, per box	5 00	5 50
Bananas, large bunches, crated	2 00	2 20
Bananas, 8's, per bunch, crated	1 25	1 50
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas red, per bunch	2 25	3 50
Peaches, California per crate	1 75	2 00
" domestic, per basket	0 50	1 00
Pears, California, per box	3 2	3 75
Plums, " per crate	1 75	2 00
" domestic, per basket,	....	0 50
Cantaloupes, Rockafords, per crate	....	8 00
" Indiana gems, per basket	0 75	1 00
Watermelons, each	0 30	0 40
Gooseberries, per basket	0 75	0 85
Huckleberries, per basket	1 00	1 15
Apples, new, per basket	0 35	0 40
rwtonberries	0 09	0 1

Vegetables.

The domestic trade has been remarkably slow since our last issue. The supplies, however, have not been coming to hand in abundance, so that no great difficulty has been experienced and prices

have, in consequence, kept their even basis. New potatoes are 10c. firmer. Tomatoes are pretty full supply and coming in in good condition at a drop to 25c. Sage and savory are now off the market. There has also been a drop of substantial nature in marrows, corn and parsnips. Other prices remain. We quote as follows:

New potatoes, per bush	0 50	0 60
Onions, per doz. bunches		0 15
Spanish onions, per small crate		1 00
" large cases		2 50
Cabbage, Canadian, per doz		0 40
Cauliflowers, domestic	0 75	1 00
Tomatoes, domestic, per basket		0 25
Beets, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Carrots, per doz. bunches		0 20
Cucumbers, per basket		0 25
" Telegraph, per doz		1 00
Outdoor lettuce, per doz. bunches		0 20
Waxed beans, per basket		0 25
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Rhubarb, per doz. bunches		0 20
Green peppers, per basket		0 75
Kalamazoo celery, per doz	0 40	0 50
Canadian celery, per dozen		0 35
Egg plants, per dozen		0 75
Vegetable marrows, per dozen		0 50
Green corn, per doz		0 10
Parsnips, per bunch		0 50
Squash, " doz		1 50
Leeks, " bunch		0 50
Kohl-Rabi, per doz		0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 16, 1905.

The condition of the fruit market is much the same as last week. The demand continues strong generally, although some jobbers think it is only fair. Judging from the appearance, stocks are much larger than last week, but mostly composed of such fruit as California pears, peaches and plums. Five cars of those were sold on Monday, Aug. 14, at auction, and brought the following prices:

Pears, $3.40 to $3.55 per box; peaches, $1.55 to $1.65; plums, $1.85 to $2.45. It is claimed they enjoy a good demand.

Bananas on the contrary have been very quiet owing to high prices and light receipts. Eight cars only came in, which is about one-fifth of average weekly arrival at Montreal.

Lemons are just as scarce as in previous weeks and prices are still high and firm. Blueberries from Lake St. John arrived at the beginning of this week, and are at present on the market, where they meet with fair demand; they are not very plentiful. Oranges are a little easier owing to small demand. Pineapples continue scarce, and in fair demand. We quote:

Pears, boxes	3 75	4 00
Plums, crate	2 00	2 50
Peaches, box	1 75	2 00
Apricots, crate	1 25	1 40
Apples, bbl		3 25
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 15
Cocoanuts, per bag of 100		3 25
Pineapples, 24 to case		5 50
" 30 to case		4 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	4 50	5 50
New Messina lemons 300's		6 00
" " " 360's		5 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl		6 00
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box		0 80

Vegetables.

A good and steady demand for vegetables and enormous receipts of home

ON AUGUST 24th

We open the Oyster Season for 1905 with our first shipment of

Delicious, Solid, Large

Long Island Sound Native Oysters

Grown and shipped by H. C. Rowe & Co. and handled exclusively by us.

Without a peer for size, flavor or solidity of measure. Sold by IMPERIAL MEASURE ONLY. No guess work as to profits.
Get started with us and see your oyster business grow.

Window Signs Supplied

FRESH FISH

We are receiving DAILY Fresh Caught TROUT and WHITEFISH.
Quality best. Price Right.

WHITE & CO., LIMITED

HAMILTON Phone 1115 TORONTO Phone Main 4106

W. B. Stringer "St. Nicholas" J. J. McCabe

Is a brand of Lemons that has been on the market for years. It is not one of those "Here to-day— away to-morrow" brands. It will pay you Mr. Grocer to handle it. There is nothing else "Just as good."

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

Sole Agents

Early Crawford Peaches

will be in about August 21st. We will have a nice stock, also all other seasonable fruits. See us about your order.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Let us have your orders for

TOMATOES

This week they are cheap.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

Lawton Berries, Blue Berries, Peaches, Plums, Tomatoes.

CHOICE FRUIT

I have a select quantity of

Thimble Berries

which I can ship quickly. The prices are right too. You should see to these. Also the **E. D. S. Brand** of **Jams, Jellies,** etc. Don't miss ordering my preserves The Eby, Blain Co., Limited, Toronto, are Toronto Agents for the **E. D. S. Brand** of Jams, Jellies, etc.; Wm. H. Dunn, agent for the City of Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS 4 Cullum St. E.C. LONDON, Eng.

FOR JULY'S HOT WATEHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

FRUIT GUARANTEED

Every crate, basket, etc., of "Crown" Brand Fruits has a guarantee in it. This is of immense importance to you. Add to that fact my shipping facilities and close quotations and—you should order.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Gunther's **Toasted Cherries**
are delicious

WRITE FOR SAMPLES AND PRICES
H. W. HUNT & CO., - - Canadian Representative
34 Church St., Toronto

grown products are the only features in this week's trade. In fact, cucumbers, carrots, cabbage, tomatoes, and celery arrive continuously, and in large lots. New domestic potatoes also show up pretty well on the market and meet with a very good demand. Good enquiries are made for home grown products, but last week's stocks, and specially on market days at Bonsecours market, were much too large for requirements, and at the close of the day many lines of vegetables were given away at ridiculous figures, some farmers clearing out their stock at 25c. per bbl., in order to get off home.

It is believed, but not confirmed, that the onion crop has been badly damaged by bad weather and bugs and, if it be true, the yield will be greatly reduced. We quote:

Canadian celery, per doz	0 25	0 40
Bermuda onions, per box		1 50
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Egyptian onions, per lb		0 02
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Waxed beans, per bag		0 75
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Montreal cucumbers, doz		0 15
Home grown cabbage, per doz		0 40
Tomatoes, basket	0 35	0 40

MANITOBA.

Winnipeg, Aug. 16, 1905.

Green Fruits.

Prices are as quoted last week:

Blueberries, express from Kenora, per lb.		0 10
California Bartlett pears, per case		4 00
" peaches, per case		1 50
" Wicksen plums, per case		1 85
Washington pears		3 00
" Italian plums (blue), per case		1 50
American Duchess apples, per bbl		7 00
Late Valencia oranges, 120's		4 75
" " 150's		5 25
" " 170's to 250's		6 00
Fancy Cal. lemons, 300's and 360's		8 00
10c. off in 5-case lots.		
Bananas, fancy limons, per bunch	2 75	3 25
Pineapples, per doz		2 50
Watermelons, per doz		6 00

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	1 50

ST. JOHN.

Green Fruits.

This is, of course, a Summer line. Bananas and pears are the big sellers just now. While bananas are unchanged, pears are high and very firm. Quality is good. Plums rather higher, stock fine. There is a fair sale for peaches. Some quite good apples are now seen. Oranges are about out of the market. Lemons are very high. In melons, just a fair sale is reported. Tomatoes still hold at rather high price.

PICKLING SPICE

The Pickling Season now in full swing warrants your selling the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P.DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers?**
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC Montreal OTTAWA

Fresh and Cured Fish

AFTER THE SALMON RUN.

THERE will go into circulation in the City of Vancouver and vicinity, as a result of salmon-packing operations on the Fraser River this season, not less than $1,500,000, and the amount may run to $2,000,000. If the pack reaches the proportions estimated by the canners—and there is every reason to believe it will—the fishermen alone will receive on wage account no less than $1,250,000.

The difference between what will be paid to the fishermen and the total expenditure on account of the fisheries is made up of wages paid to white, Indian and Chinese help in the canneries, office help, maintenance and repairs of canneries, tinplate, the manufacture of tincans, nets, boats, steamers, expenses incidental to operation of traps, and management expenses, which are no small matter when it is considered that over thirty canneries are running on the river this season.

It is estimated by the canners that 12,000,000 salmon will be packed this year. If the expectations are realized approximately 925,000 cases will be put up by the canneries by the end of the season on Aug. 25. While the price has not yet been announced for the sale of the canned salmon, such a pack will be worth approximately $5,000,000.

SUCCESSFUL OYSTER BEDS.

The oyster beds planted at various points in the coast waters of British Columbia this season appear to be thriving as well as was hoped by the most sanguine. In places where the planting has been regular the oysters are thriving splendidly. In one place not far from Nanaimo they show a growth of fully an inch in a period of about three weeks, going to show that eastern oysters can be cultivated in B. C. waters with the very best success.

ANNAPOLIS VALLEY FISHERIES.

The fishing industry, which has been not overly brisk the past few years in the Annapolis Valley, is reported to be better this year than any year experienced by fishermen since the year 1885. Mr. E. B. Eaton, overseer of fisheries for Kings County, has expended much time and care in his department of business, and is rewarded by seeing the Gasperaux River yielding the largest number of salmon and herring it has yielded for many years.

The lobster yield in localities and under the present regulations in regard to close season and size limits, is decidedly on the increase.

There has been a lively fishing trade going on this year between the Valley and Boston and Digby markets. Mr. Weaver, of Port George, recently captured a halibut weighing two hundred and seventy pounds. It is to be regretted, however, that shad in Kings County have become practically extinct. The overseer reports that this is owing to the capture of spawn shad in the Annapolis and St. John rivers. The lack of this fish is especially felt in Scott's Bay and other spots where the industry had become one of the chief sources of livelihood.

The catch of other fish than shad this year has exceeded by one thousand the catch of any previous year in Kings County, and the outlook is promising.

NEW FISHING REGULATIONS.

A new regulation governing fishing for black bass, speckled trout, pickerel and maskinonge has been adopted, which provides that no small or large-mouthed black bass less than ten inches in length; no speckled trout less than six inches in length; no pickerel (dore) less than fifteen inches in length, or no maskinonge less than twenty-four inches in length shall be retained or kept out of the water, sold, offered or exposed for sale, or had in possession in Canada. Any fish mentioned of less than the minimum measurement named are to be returned to the water whence taken, alive and uninjured.

LARGEST SALE IN THE WORLD

KING OSCAR SARDINES

Choicest Small Fish.
No Bones or Scales.
Purest Olive Oil.
Handsome Wrapped Can.
Patent Opener, No Solder.

THEY ARE THE STANDARD

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

= CODFISH =

Are you offering to your customers the new **Acadia one-pound Tablets.** If not, why don't you get your share of this trade? You will be wonderfully surprised to find the enormous business to be done with this line, which we guarantee to be all Pure Atlantic Codfish; and

STRICTLY - FREE - FROM - BONES

Write us to send you further particulars about this line. It is packed in convenient and attractive form. *Order by name*——

Acadia one-pound Tablets

BLACK BROS. & CO., Limited

HALIFAX, N.S., CANADA

AGENCIES:

A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

WORKS—LaHave, N.S.

FISHING STATIONS—Mecatani, Labrador
Mutton Bay, Labrador

SEASON OF 1905

"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

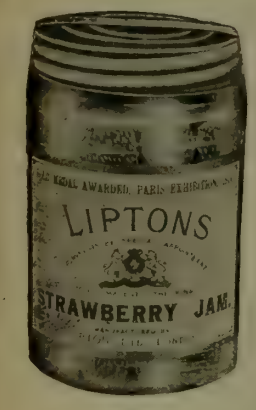
BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - -	Alfred Powis	St. John, - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS



THEY WANT THE QUALITY

There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street, HALIFAX, N.S.

Board of Trade Building, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Are You Selling Them?

MOTT'S

"Diamond"

and

"Elite"

CHOCOLATE

Canadian merchants have found MOTT'S Chocolates the most reliable and satisfactory goods in their line. Always the same and always most profitable.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

3 PROMINENT REASONS WHY

STEWART'S

CHOCOLATES

should be in stock

Better Material
Better Made
Better Recommended

therefore you had

Better Order

THE

STEWART COMPANY LIMITED

TORONTO

BUYERS! ATTENTION.

1 lb. Tins - - 31c.
2 lb. Tins - - 60c.

Pure, Rich, Delicious

When you buy "Le Cafe" de Madam Huot

you know that you have the best possible value for the money.

When you sell Madam Huot's Coffee

you know that you give satisfaction to your trade, and realize at the same time a legitimate profit.

When I advertise Madam Huot's Coffee

I know that it will please the consumer as well as the merchant, because it has the highest quality, without which advertising would only lead to ruin.

From Japan Ex. Str. "Nicomedia," via Portland, Oregon.

12	Half-chests Condor IV Japan, 2nd lot	**27½c.**
50	" " V " 3rd "	**25c.**
16	" " X " pan fired	**25c.**
50	" " XXXX "	**21½c.**

The finest in leaf and quality for the money.

25	40 lb. Boxes, ∃MD AA choice Japan at . . .	**27½c.**
10	Half-chests, Blue Jay, Early crop, basket fired Japan, at .	**27½c.**

A beauty in leaf and cup quality.

100	30 lb. Boxes, Condor XXX	**19½c.**

Prices being lower in Japan, I am importing better teas for the price, rather than give you cheaper goods—so that when you handle **"CONDOR"** to retail at 25c., 30c, 35c., 40c., and 50c.—you have the best the market ever saw.

ASK FOR SAMPLES! IT PAYS.

E. D. MARCEAU

281-285 St. Paul Street MONTREAL

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

We Help You Sell

We advertise extensively, showing the people the merit of the goods and telling them that grocers keep a stock.

Perfection Cream Sodas

are therefore placed on your shelves with a good reputation ahead of them. That means, the initiative is taken by the public. Are you in line for SUCCESS?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

MARKET NEWS FROM TRINIDAD.

Gordon, Grant & Co., Port of Spain, Trinidad, write, under date of July 27, that stocks of nearly all American foodstuffs are much smaller than usual, but that demand is entirely of a retail nature and the market dull and inactive in consequence. The demand for pork and lard is restricted, and prices continue to weaken. Pork loins, ribs, heads, etc., are, however, saleable at full prices.

Canadian split peas are getting scarce and improving in value, and there is an improved demand for oats. There have been no landings of Newfoundland fish for some time past, which description would now sell readily. For scale, as well as most kinds of pickled fish, there is but a restricted demand at present, and prices are nominal.

The cocoa trees have been pretty well cleared, and pickings will be on a small scale during the next two or three months. Weather conditions have been favorable for the young crop, which is progressing satisfactorily and giving promise of good returns in the last months of the year.

THE NEW SUGAR INDUSTRY.

The Keystone Sugar Co. have bought the harbor docks, warehouse and land of the Whitby Harbor Co., a splendid site for the sugar company, with shipping facilities. The establishment of this involves an expenditure of at least half a million dollars. The town voted $25,000 to be paid when sugar is made. Beets have been extensively grown for the last three years, and the farmers of York, Ontario and Durham counties will supply the factory next season. A thousand acres are under crop at the present time.

CATALOGUES, BOOKLETS, ETC.

The official prize list of the Fredericton Exhibition just to hand is deserving of special mention. The lists are long and full, and ought to induce very many exhibitors to take advantage of the Fredericton Exhibition, which is to be held this year on September 21 to 27 inclusive.

TRADE GOES

With the Grocer who goes with the goods. That is why some dealers who have stuck to

Southwell's

Jams and Marmalades

Find their customers on the alert to buy the reliables. Have you introduced ***Southwell's*** yet?

Frank Magor & Co.,

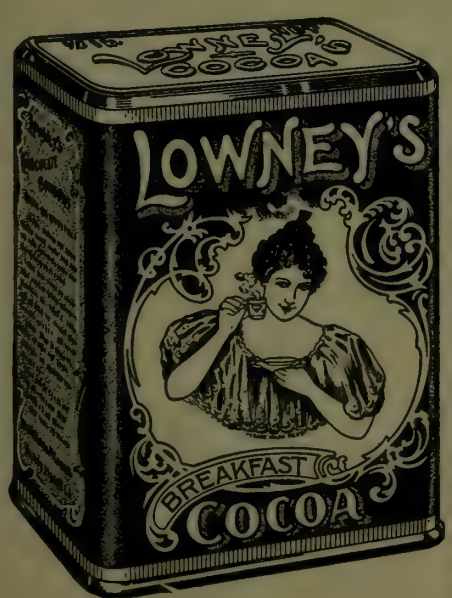
Canadian Agents ***MONTREAL***

Lorimer's Worcester-shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

RETURNED
SEP 19 1905

I

Tommy Atkins Interludes

I

Little Tommy Atkins,
You're a wonder with a gun.
You can march or fight all day
And think it only fun;
With the armies of the world
You're ready to compete
If you've only had for breakfast
A dish of **Orange Meat.**

(To be continued).

True Enough!
True Enough!

and what suits "Tommy" suits the rest of the human family.

Orange Meat

is in a class by itself. Some grocers are dropping other breakfast foods and are giving their attention chiefly to **Orange Meat.** It is certainly worthy of every Grocer's attention, for to be allied to it is to be allied to Profit and Sure Sales. If you have not ordered, write us to-day.

The Frontenac Cereal Co., Limited

KINGSTON, ONT.

Flour and Cereal Foods

GRAIN RATES REDUCED.

THE Railway Commission have issued an order which requires the Grand Trunk and Canadian Pacific Railways to make a general reduction in rates from Ontario points to Montreal on grain and grain products for export. The action is a result of a complaint from the Dominion Millers' Association. It seems that from the Western States to Montreal for export what is known as the Philadelphia rate has been charged whereas shippers from Ontario to Montreal have had to pay the New York rate, which is two cents higher.

According to the new arrangement the percentage charges from Ontario will be reduced more nearly to a par with those ruling in the United States. In addition grain rates from Ontario to Montreal for export must be on the same basis as from the Western States to Montreal, the New York basis still applying to Portland and St. John. The effect of the order will be to place the Canadian miller on an equal footing in respect to railway rates with the miller in the Western States, who is competing with him in the European market.

It is thought that the reduction will benefit the farming community of Ontario as much as the millers, since it will enable millers and grain dealers to pay a higher price for grain. Montreal will also benefit as traffic which formerly went via New York or other United States seaboard ports can now be shipped advantageously via Montreal.

POOR TRADE RETURNS.

The figures of trade between Canada and Australia for the past year, according to D. H. Ross, commercial agent to Australasia, are disappointing. Imports from Canada were valued at £222,064, a decrease of £130,000. This decrease is due to the reduction in imports of flour and cereals. Australia has got over her bad seasons and is now exporting cereals largely. There has been a steady increase, however, in some lines, such as boots and shoes, drugs, medicines, perfumery, preserved fish, oilmen's stores, undressed timber, etc. Australia's exports to Canada increased by £5,000. A new law has been passed in Australia requiring sacks containing wheat or oats to be of a standard size.

DEATH OF VETERAN MILLER.

Mr. David Plewes, for years in the flour and grain business at Toronto, died on Aug. 13. Mr. Plewes came to Canada from Yorkshire, Eng., in the early fifties to engage in flour milling near Burlington, Ont. In 1869 the mills were enlarged and moved to Brantford. Fourteen years ago Mr. Plewes became first secretary of the Dominion Millers' Association, which position he held until he was sent to England some years later as the representative of a number of Ontario millers. In 1895 he returned from the Old Country and commenced business in Toronto as a grain and flour merchant with offices in the Board of Trade, of which he was a member.

FRAUDULENT OATS.

According to Edgar Tripp, Canadian commercial agent to Trinidad, an inferior oat is being offered as "genuine heavy Canadian," which is not a Canadian oat at all, but what is termed in the United States "Clipped American No. 2." These oats are put up in imitation Canadian bags, and the deception is completed by each bag being marked "entered for drawback," the lettering only referring to the bags. Thus artfully prepared for consumption abroad, the shipments proceed from New York, while the reputation of the genuine product is correspondingly damaged.

CANNOT COMPETE.

Additional sub-ports of entry to Canada through the State of Montana have been denied the Great Northern and Northern Pacific Railroads. Both interests are anxious to secure a share of the grain traffic resulting from the opening up of new lands in the Provinces of Assiniboia, Saskatchewan and Alberta, and increased facilities of this kind would enable them to enter into active competition with the Canadian Pacific and the proposed Grand Trunk Pacific roads in the transportation of wheat to the eastern seaboard.

CEREAL NEWS.

The Sarnia Cereal Co. will manufacture and sell oatmeal and other grain products. Its capital is $20,000.

By judgment of the court, C. J. Hurt, miller at Carberry, Man., has been ordered to pay an eastern firm a sum amounting to nearly four thousand dollars with costs for breach of contract on a flour order.

Prof. William Saunders, director of the Dominion Experimental Farm, is now making his annual tour of inspection through the Northwest. His reports wired to the Government Departments, Ottawa, indicate that this year's crops are the most promising he has ever seen.

Western crop reports continue uniformly encouraging. Unless something occurs to prevent the realization of present prospects the west will have much more than an average crop, and the estimate of one hundred million bushels may easily be reached, with correspondingly large yields in coarser grains.

NEW COMMERCIAL TREATY.

In view of the prospect of heavy losses from the Chinese boycott, and the decision of the German Government to end the tariff arrangement under which the United States and Germany now operate, President Roosevelt has partially decided to negotiate an entirely new commercial treaty with Germany.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE to include this in your

FALL ORDER FOR PEEL

from your jobber.

AGENTS
ROSE & LAFLAMME
MONTREAL and TORONTO

ABOUT HALF THE MAPLE SYRUP SOLD

½

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

KEEP TOBACCO FRESH.

THE retailer should strive above all things to keep his stock of tobacco fresh. It does not follow that he need keep a large supply on hand; in fact, a small stock is preferable—as small as will allow for fair variety. If he is not overstocked he is in a position to turn it over frequently and there is only a small chance of any of his bulk tobacco and cigarettes growing stale.

It is strange, but true nevertheless, that the smoker occasionally strikes something stale in the most up-to-date tobacco stores. Perhaps it is a package of cigarettes or a plug of tobacco. Possibly the stock was poor in the first place. Nine chances out of ten, however, it is old stuff. The grocer or general merchant who makes any pretension to keeping a tobacco department must see to it that none of his customers have reason to complain on such grounds. Stale tobacco hinders sales and what is more it soon gives him a bad reputation which inevitably spells ruin to his tobacco department.

Every grocer should be careful to have his tobacco department stocked with choice fresh tobacco and keep it fresh at all costs. A good motto for the small storekeeper in his tobacco business is, "Keep a little but keep it good."

U. S. TOBACCO MANUFACTURES.

To summarize the latest returns from the U. S. tobacco industry for the fiscal year ending June 30, 1905: Every branch of the industry has shown progress sufficient to more than wipe out the reverses of the season 1903-'04.

Last year there was a decrease in the cigar industry of 22,573,633. This galling decrease has been wiped out by an increase of 185,020,437 in a total output of 7,589,337,207, against a total output of 7,404,316,770 in the fiscal year ended June 30, 1904. The decrease in 1903-'04 was cut down by the large increase in the production of little cigars amounting to 56,345,037, and of full-fledged cigars amounting to 153,442,714. The best month in the present fiscal year was August, 1904, closely followed by June, 1905.

The output of cigarettes also increased by 141,529,802 in a total output of 3,235,103,871; the production of manufactured tobacco by 5,838,100 lbs. in a total production of 331,849,110; and the production of snuff by 971,281 lbs. in a total production of 21,131,861.

NEWS OF THE TRADE.

E. Tripp, tobacconist, Trenton, has advertised his business for sale.

Nap. St. Amout has been appointed curator to T. Davis, tobacconist, Montreal.

Wils & Michaud have been appointed curators to J. Richards, tobacconist, Montreal.

TRADE INQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

869. Inquiry is made for the names of Canadian paper mills making "long elephant" 22 inches wide, 10 oz. and 12 oz., of 12 yard lengths.

874. A London firm wish to hear from Canadian exporters of caviare.

880. A London firm of importers of butter, cheese, tinned provisions and other produce wish to get into touch with Canadian shippers of these lines.

881. The export agents for a Norwegian firm manufacturing safety and sulphur matches wish to do business in Canada.

884. A Cape Town live stock importer, who is the contractor to the Table Bay Harbor Board, and the German Government in German East Africa, desires to get into communication with large breeders of horses and cattle.

885. An English firm offering good references are desirous of obtaining the representation of Canadian shippers of tallow, oil seeds, canned fruits and provisions and fruit pulp.

886. A Copenhagen house is seeking the representation in Denmark of a good Canadian oatmeal mill.

889. A Coventry firm are desirous of hearing from Canadian houses which import neckwear, tapes, confectionery ribbons, 5-inch scarves, and similar goods which may be made in ribbon looms.

891. A Cardiff firm state they are in a position to handle large consignments of apples, in the best condition and well packed.

892. Inquiry is made by a Newton-Addot firm for Canadian consumers of china clay and ball clay.

896. A firm of London importers would be pleased to receive samples of Canadian barley of the second grade (for brewing purposes) with quotations per 448 lbs. ex. steamer London.

897. A firm of Belfast ginger ale manufacturers wish to appoint sole resident agent for Canada.

SHOULD QUOTE C. I. F. PRICES.

Canadian exporters can afford to take a lesson from European competitors in the matter of quoting prices. In England and many continental countries, it is the customary thing for an exporter when quoting a foreign customer to quote c.i.f. prices; in other words, to make up a schedule of prices including cost of ocean transportation and all other charges to the consignee's port. Unfortunately this custom is not always observed in Canada. The manufacturer is inclined to send out his regular discount sheet with all quotations f.o.b. shipping point, or possibly sailing port.

To a foreigner with little or no conception of distances and freight rates in this country such quotations are meaningless. A liberal discount will not make much of an impression on him if he has to pay in addition to the cost

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

It's Just Like This

We are making Cigars that we **know** to be the best at the money made. So positive about this are we that we back up our convictions with our money. No dealer can lose on Payne's Cigars -- need ev r cut their price. These Cigars are fully advertised, and as a consequence are well known. They are the safest Cigars and the most profitable. Then how can you ever pass over our standing offer ?

1,000 Cigars, express paid. Money back for unsold stock at the end of 3 months

Our **PEBBLE** (5-center) and **PHARAOH** (10-center) should form a part of every order.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Good Old T. & B.

Tobaccos have come and gone. **T. & B. stays.** Some grocers have been brought to selling **T. & B.** through smokers asking for it. Other grocers have worked up a big trade through advertising **T. & B.** in their local papers and by tastily displaying their stock. No end to what you can do with a good article like **T. & B.** Half your customers are smokers. Enrol them as **T. & B.** buyers. It is not hard to do.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

of the merchandise some unknown expense for delivery to shipping port, cartage to the vessel and then for ocean freight. Even when the manufacturer insists upon naming f.o.b. factory prices, very often he doesn't take the trouble to submit calculations from which his customer can estimate freight charges. In short his method is one that makes it as difficult as possible for a customer to ascertain the cost of goods delivered at his door.

OGILVIE FLOUR MILLS CO. ENTERTAIN.

ONE of the most liberal and appropriate courtesies ever extended by any corporation to a body of business men closely identified with its trade was that of the Ogilvie Flour Mills Co., Montreal, through their vice-president and managing director, Mr. F. W. Thompson, last Thursday, August 10, to the Canadian Association of Master Bakers and their ladies and co-workers. On the invitation of the Ogilvie Flour Mills Co., the C.A.M.B., who had held their fourth annual convention in Ottawa, were brought from Ottawa to Montreal in a special C.P.R. train. About three hundred delegates were met at the Windsor street station by Messrs. F. H. Hanson, S. Ogilvie and Lieut.-Col. Labelle, and cabs were taken to the offices, laboratories and mills of the company. After an inspection of the handsome premises and laboratories, the work of the latter being explained by Mr. Gray, the company's chemist, and the process of manufacturing flour at the up-to-date mills being studied with interest and profit, a return trip was made to the Windsor Hotel.

Here a splendid luncheon had been provided. The dining room was very tastefully decorated with flags and banners and the tables likewise with flowers, and in addition to this there was an orchestra, which poured forth beautiful music during the entire sitting. The menu was all that could be desired, and after full justice had been done to it by the merry gathering, Mr. F. H. Hanson, of the Ogilvie Flour Mills Co., who acted as chairman, proposed the toast of the King, which was responded to loyally, and then Mr. Hanson read a telegram from Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., regretting that he was not able to be present at such an important gathering of the master bakers, but he extended his welcome on behalf of the company and wished them every success. Mr. S. Ogilvie was then called upon to address the gathering, which he did in a few well-chosen words, and then Lieut.-Col. A. E. Labelle, the local manager of the company, made a nice little speech. There were also speeches made by Col. McKeown, master baker, of Montreal; E. Parnell, of London, Ont.; and Jas. Acton, of Toronto, after which Mr. F. H. Hanson informed the association that several special cars were in waiting to take any who desired on a tour around the city.

Most of the delegates and their lady friends took advantage of Mr. Hanson's invitation, and the tour of the city's most interesting show places was enjoyed by all. To many of the visitors the trip was novel and a revelation of the greatness of Canada's commercial metropolis. All expressed themselves as most thankful to the Ogilvie Co. and its officials for the splendid outing and entertainment provided. The Grocer's thanks are due to the Ogilvie Co. for invitation to join in the inspection of offices and mills, and in a later issue will be published a full account of the mills, etc.

A SUCCESSFUL WESTERN FIRM.

THE first thing to attract the attention of any visitor stopping off at Regina, the present Territorial capital and capital-elect of the Province of Saskatchewan, is the store of the Regina Trading Co., Limited. Situated almost directly opposite the C.P.R. depot, it is a striking indication of the commercial strides Regina has made during the last few years. The store itself, which was illustrated in last week's issue of The Grocer, has a frontage of 128 feet, the largest frontage of any store between Toronto and Victoria, B.C.

The company was organized in 1898 at a time when the eyes of the commercial world were being turned towards the west. The first store built was 54x74 feet and was opened in August, 1898. Since then the business has assumed such proportions as to necessitate the enlargement and rebuilding of the first store and a further addition will be made next year giving a total depth to the building of 160 feet, with over thirty-five thousand square feet of space.

The company carry stock to the value of $100,000 and give employment to 30 employes. The departments run are drugs and stationery, boots and shoes, clothing and furnishings, dry goods, hardware, china and crockery, groceries, tinsmithing and plumbing. The officers of the Regina Trading Co. are: President, G. Michaelis; vice-president and general manager, J. F. Bole; secretary, A. E. Gibbons; director, F. Gentner.

TO REFINE RAW SUGAR.

An interesting announcement in connection with the establishment of a beet sugar factory at Whitby, Ont., by the Keystone Sugar Co., is the intention to manufacture sugar from imported raw sugars as well. The site at the harbor, commanding as it does, water freights from Montreal, will enable cane sugar from the West Indies and raw beet sugar from Europe to be laid down on their wharves at Whitby for but little more than at Montreal. Equipped with the requisite machinery for such refining, the factory will be in operation the rest of the year when the beet campaign is over, and afford employment for one hundred hands. Two hundred will be required during the beet sugar period from October to February.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

McDOUGALL
Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.
CLAY PIPES

KING BUFFALO

COME! THERE'S A WAY

To give your business an impetus. Carry good lines of profitable goods. Cigars are the goods.

KING BUFFALO CIGARS

are the Cigars. Every smoker knows them; Every smoker likes them. $35.00 per M.; express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over. KING BUFFALO CIGARS are packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, LONDON, ONT.

IS THE WAY

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled.

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 17, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
¼ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2½lb.	10 50
4 doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ½ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins. 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ¼-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

System

is essential in the management of an up-to-date store. Profits must be guarded and clerks made accurate. A National Cash Register accurately records every transaction where money is handled between customer and clerk. A detail-strip prints the amount and kind of transaction, whether

CASH SALES
CREDIT SALES
MONEY RECEIVED ON ACCOUNT
MONEY PAID OUT
MONEY CHANGED

together with the clerk's initial. This detail-strip may be spaced so as to show the amount of business transacted during any period in the day. Have our representative call and explain our system to you.

NATIONAL CASH REGISTER COMPANY
DAYTON OHIO

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy, " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 33
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

The reason why

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

should be prominently placed before every grocers' customers is that it pays to sell the **Best** in every line of food products.

Try a display window—now is the season when your customers are users of these goods. You can make a most interesting and profitable use of your stock now. ***Push them***—you cannot get anything better in their line, for there is nothing better possible to be made.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 2[illegible]
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 [illegible]
" "	1-lb. tins	2 35

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 8[illegible]
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails, "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails, "	0 06½

Home Made Jams—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 [illegible]

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar, "	0 25
F.D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35

Old Crow," 12-lb. boxes—

¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50

5 case lots.... 4.40 (Freight paid.)

Cases, 20 25c. packages... 4.10

5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.

Case of ½-lb. (containing 120 pkgs.) per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	} case
" " 16 oz., cases, 60 pkgs.	} $3 00

Soap and Washing Powders.

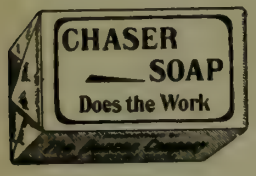
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, box each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Bee" brand starch—

laundry, 64-12 oz. pkg.	per case	$5 00
" " 32-12 "	per ½ "	2 50
" corn starch 40-16 oz. pkg.	" "	3 00
Sun" borated starch, 40-16 oz. pk.	per case	3 00
borated starch, 50 box. 100 lb. keg		0 06½
" laundry " 50 " " "		0 05½
"Gem" " " 100 & 200 lb. kegs		0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

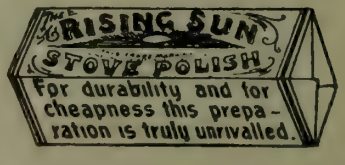
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case $2 40
Plain tins, with label—

2 lb. tins, 2 doz. in case				1 90
5 " 1 " "				2 35
10 " ½ " "				2 25
20 " ¼ " "				2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 56

Cases, each 60 1-lb	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, ½s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-1b. boxes	0 32½
MD AAA Japan, 40 lb " at	0 30
" AA 40 " "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25	at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30	at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35	at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40	at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50	at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail		at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s		$0 46
" Amber, 8s. and 3s		0 60
" Ivy, 7s		0 50
" Rosebud, 7s		0 51
Chewing—Currency, 12s. and 6½s		0 46
" Old Fox, 12s		0 48
" Snowshoe, 6½s		0 51
" Pay Roll, 7½s		0 56
" Stag, 10 oz.		0 45
" Bobs, 6s. and 12s		0 45
" 10 oz. bars, 6½s		0 45
" Fair Play, 8s. and 13s		0 53
" Club, 6s. and 12s.		0 46
" Universal, 13s		0 47
" Dixie, 7s		0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

MD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs.	in case	$1 05
Gillett's cream yeast, 3 doz	"	1 05
Jersey cream yeast cake,	z. 5c	1 00
Victoria	doz. 5c	1 00
" "	3 doz. 10c	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

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is many a merchant on the vinegar question. Hasn't time to study it. Don't try? Your customers will soon distinguish between acid vinegars and non-acid vinegars. They'll soon get the "pure fruit" taste to be found only in

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

Acid vinegar cannot be compared with fruit vinegar. Consequently acid vinegar loses its hold just as the people become critical. The merchant who pre-supposes his customers' tastes, soon precedes the merchant who does not. **Golden Russet Vinegar** is made for **your** customers. Three strengths; prices proportionate.

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Preserving Time

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They know it is clean, pure, wholesome and delicious. How is your stock of Wethey's Mince Meat?

J. H. Wethey, Limited

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STANDARD PEELS

LEMON
CITRON

ORANGE
MIXED

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

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MARITIME NUMBER

THE CANADIAN GROCER

VOL. XIX. NO. 34.

AUGUST 25 1905

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MONTREAL TORONTO WINNIPEG

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ROBINSON'S PATENT BARLEY

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Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

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A GUARDIAN

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"COW BRAND" BAKING SODA

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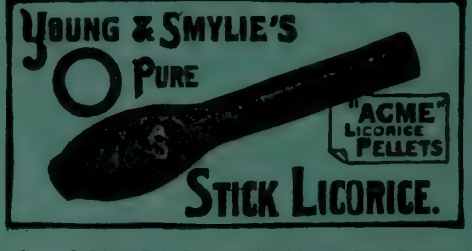

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This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

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Reference—Bank of Hamilton

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Correspondence Solicited **WINNIPEG, MAN.**

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Member Western Wholesale Brokers' Association
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Members Western Wholesale Brokers' Association,

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ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT

FULL STOCKS.

ALL KINDS.

No trouble to give information.

VERRET, STEWART & CO.,

MONTREAL

THE PICKLING SEASON

Turns the thoughts toward what to "put up" and brings up the vexing Vinegar problem. There is nothing perhaps regarding which the customer must rely so implicitly on the merchant as the purchase of vinegar. A dealer can secure and hold confidence by recommending

HEINZ WHITE PICKLING VINEGAR

It is distilled from sound grain, and is, therefore, entirely free from the solid particles of vegetable matter which start fermentation in fruit vinegars. This, coupled with the fact that it has the right strength, makes it

BEST FOR PICKLING PURPOSES.

Anything That's HEINZ Is Safe To Buy

H. J. HEINZ CO.,

Pittsburgh, U.S.A.

No mistake is made when

STERLING

Brand

PICKLES

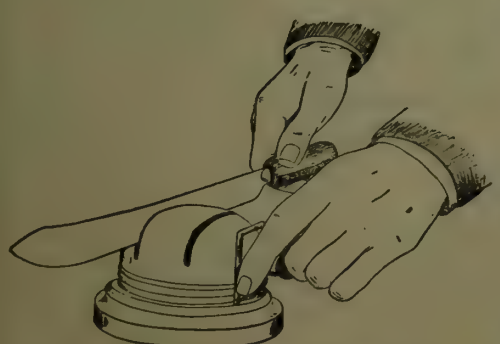
are offered a customer.

There's something appetizing about these pickles that has won them favor in all parts of the Dominion.

Made in Canada by

The T. A. LYTLE CO., Limited

124-128 Richmond St. Toronto, Can.



No. 3 (Household), Retail Price, 65c.

ROSE AUTOMATIC GRINDERS

DIRECTIONS

1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in cut. 3. Use some pressure and run the blade its full length forward and backward quickly a few times, which grinds one side. 4. Place the knife blade in the other slot and repeat the operation, as at first, which grinds the other side of the blade.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS.

GET FURTHER PARTICULARS FROM

THE ONTARIO SUPPLY CO., OWEN SOUND, ONT.

Rose Automatic Knife Grinder, No. 5.

As distinctively characteristic as the wonderful Empire of Japan and its people are the

Teas of Japan

—Teas of other lands possess certain qualities inherent —to all teas—such as a modicum of flavor, aroma— —teas of some "boomed" districts possess undesirable — features, astringency and bitterness.—

The Teas of Japan

possess all the good qualities and none of the poor—this is the result of the most careful study, preparation and grading, and no amount of ***imitation*** can ever produce the naturally flavored *Teas of Japan.*

"Memory is built of the bricks of attention."

We want to ask you to let your attention linger on

Paterson's Camp Coffee Essence

So that when you are buying Coffee your memory will serve you faithfully.

ROSE & LAFLAMME,
Agents, Montreal.

Flett's

A PICKLE JOKE . . .

A little nonsense is like Flett's Pickles—relished by the best of men. That's why they sell so well ; and remember, the best advertisement of Flett's Pickles is never printed.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE., WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE

"VAMPIRE" Spiral Flycatcher

5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube: By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known:

This article is a quick seller and carries a large profit: It is CLEAN, SIMPLE and EFFECTIVE: As a window show it draws crowds. No POISON, No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar
makes delicious pickles and delightful salads

Purnell's Sauces and Pickles are on top for quality.

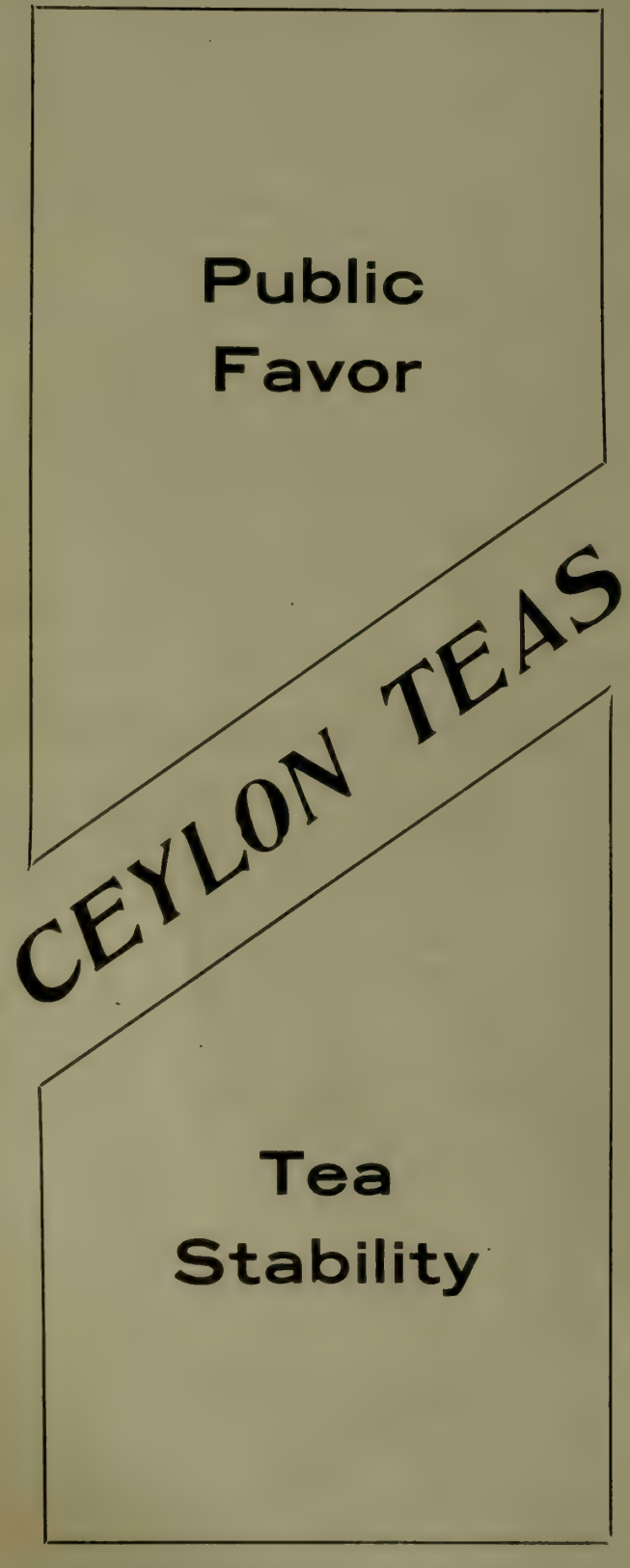
PURNELL, WEBB & CO, LTD.
BRISTOL, ENGLAND

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S. Side Queen Square
Halifax, N.S.—E. St. G. Tucker, 1 Bedford Row
St. John, N.B.—Robert Jardine.
Toronto, Ont.—J. Westren, 630 Ontario Street
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Avenue East
Vancouver, B. C.—C. E. Jarvis & Co., Holland Block
Hamilton, Ont.—Bickle & Greening

Well Joined



Well joined!

Perfectly joined!

Just the essentials for success! You ought to be glad of the privilege of selling

CEYLON TEAS

Made many a grocer a happy man. Tided many another over d fficulties. Why? Because these grocers could always count on the "call." You say: "Yes, but other teas have stability and favor also." Right you are—to a certain degree. Other teas, no doubt, "try" to be "best." Public "try" to "like" them. Can't do it. Luck's against these teas.

CEYLON TEAS

have simply got the prerogative—Special Growth, Special Taste, Special Flavor. Too bad for other teas! Cannot be helped. No use your bemoaning the inevitable Better cheer for the victor,

CEYLON TEAS

They have been good to you anyway.

MINTO BROS.,

Telephone Main 353
F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDERS

TO THE PUBLIC:

As **Canada's Greatest Exhibition** is fast approaching we this week remind our numerous patrons of the fact that we most respectfully invite you all to visit our exhibit in the Manufacturers' Building and have with us a cup of that most delicious beverage **MELA-GAMA TEA**, admitted by thousands to be the most invigorating of any on the market to-day. Our young ladies will be pleased to serve you and hand you sample.

"White's Special" X, XX, XXX, is attracting considerable attention and is forging ahead to soon be a leader. Don't fail to write us regarding your wants. We assure satisfaction.

Warehouse and Salesrooms: 55 Front St. East, TORONTO, CANADA

DURING YOUR VISIT TO

TORONTO EXHIBITION

AUGUST 26th to SEPTEMBER 11th, 1905

FAVOR US WITH A CALL

We will be pleased to have you pay a visit to our Offices and Mills at 116 Jarvis Street—It will be a pleasure for us to welcome our old friends, and make new ones—

A. M. PIPER & CO., 116 Jarvis St., - TORONTO, ONT.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.

your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.

you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

"Walker MADE IN CANADA Bins"

WRITE FOR BOOKLET

The Walker Pivoted Bin and Store Fixture Co.

HEAD OFFICE: 516 Board of Trade, TORONTO

The *Maple Syrup*

that passed through the recent test of **purity** at the **Inland Revenue Department**, as

GENUINE
Maple Syrup

was

GRIMM'S

It's always the same—
We buy only the best and guaranteed pure syrup—
We are not blenders—

Send for sample lot and prove it yourself.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

GROCERS

LOOK TO YOUR INTERESTS

Antiquated ideas and old books are a loss of money.

OUR

MONTHLY ACCOUNT SYSTEM

of bookkeeping is just what you want.
Accounts are always ready for customers.
Write for circular and further information.

The ROLLA L. CRAIN Co., Limited

Ottawa, Ont.

Branch Offices:

Toronto: 18 Toronto St.
Montreal: 74 Alliance Building
Winnipeg: 54 Princess St.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—

it is all Salt.

The Canadian Salt Co., Limited
Windsor, Ont.

Think of it!

Coffee is one of the most important articles in your store. It is your best advertisement, too.

For, good Coffee, backed by many years' reputation for uniformity and purity, will do more than anything else towards winning customers who will be loyal to your store.

The standard to-day is *CHASE & SANBORN'S* High-grade Coffee.

CHASE & SANBORN

The Importers, Montreal

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., -- MONTREAL.

Handle Goods That Sell

Your time, capital and shelf room are too precious to waste on goods that are uncertain sellers.

Mathieu's
Nervine Powders
and
MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

are among the best things that sell.

Because nothing sells more quickly, except perhaps bread and butter.

Because nothing is more appreciated by sufferers.

Because they are advertised largely and consistently.

Because they bear a handsome profit.

Be ready with a good stock of these remedies for the batch of Colds, Sore Throats and Neuralgic Pains which the Fall brings.

J. L. Mathieu Co., Limited

PROPRIETORS

SHERBROOKE, - - QUE.

TEAS

Ceyloya Ceylon—In lead packages.

Bee Brand—In fancy tins.

Coronation } Blends in bulk.
King's Royal } " "

Have no Equal for Quality, Flavor and Economy.

Warren Bros. & Co.

Toronto

Manufacturing and Distributing Industries of the Maritime Provinces

THE interests of the Maritime Provinces are, generally speaking, the same; they have the same advantages and the same drawbacks. Climatic conditions are the same, unless St. John may claim distinction on account of the fog. They were settled about the same time, and the early settlers were largely of one nationality. We would expect, therefore, that they would stand shoulder to shoulder, that here, at least, there would be no room for petty rivalries and jealousies.

While the Provinces have not yet reached that ideal state "where none was for the party but all were for the state," the tendency of the last few years has been towards union. Every citizen should be loyal to the interests of his own city, town, village or Province, but there is a larger patriotism than this, and at times local interest must be sacrificed for the good of the whole country. To take an example; in case the Maritime Provinces were united, would St. John be willing to make Halifax the capital, or would Halifax acquiesce in the capital being located in New Brunswick? There can be no unity of the Provinces, either geographically or in spirit, until each Province and each city is willing to give way at times to its sister Province or city.

In this connection, the Maritime Provinces can take a lesson from the west, and it might be worth while to contrast the eastern and western sections of Canada.

The most noticeable difference to a casual observer is the confidence or indifference manifested by so many business men in the east. There are, of course, many excepeions to this, but it is a fact that this lack of enthusiasm is causing many young men to leave for United States. The young men look on the west or the New England States as a very Utopia. One way to induce the young men to stay in their own Province is for the business men to be more optimistic, to lay more emphasis on the advantages which must accrue to the Maritime Provinces both from their natural resources and from their geographical position.

In population, the east has still the advantage. Nova Scotia has as large a population as Manitoba, British Columbia and Northwest Territories combined. Winnipeg and the west have received more free advertising than any other portion of the world. We have heard so often of the growth of this section of the Dominion that we have come to believe half the population of Canada lies west of the Great Lakes. We have placed the telescope horizontally across Canada, and have looked at the west through the small end, and at the east through the large end. As a matter of fact, the Maritime Provinces have a population of about 800,000, while Manitoba and the west have only 500,000.

There is a great difference, too, in the distributing trade. In the east it is seldom wholesalers have to ship goods farther than two hundred miles, and the bulk of the business is done within a much smaller radius. From both St. John and Halifax a great deal of the shipping is done by boat. In fact, this is so great a factor that wholesalers of Halifax do practically no business with Bay of Fundy ports, while St. John does very little with certain parts of the Nova Scotia coast line. The freight rates by water are very low, and as boats leave for these parts every day, wholesalers are able to give prompt delivery.

The Maritime Provinces have a great advantage in importing goods either from Great Britain, United States or West Indies. Both Halifax and St. John have open ports the year through, and so make a large saving by avoiding a high railroad freight. Moreover, they do not have to order so far ahead or keep such a large stock as do wholesalers in the west.

In the west the yield of wheat acts as a barometer for all lines of trade. In New Brunswick the lumbering business is the magic hand of the barometer. Inactivity in the lumber trade means poor business generally, and if extending over more than one year a number of failures is the inevitable result. This year the lumbering business has been very slow in opening up, and wholesalers, generally, are looking for the silver lining in what seems to be a very dark cloud. In Nova Scotia, fishing and mining are the dominating industries. Twenty or thirty years ago ship chandlery was the big line, not only in Nova Scotia, but also in New Brunswick; but this has generally diminished, although three large wholesale hardware firms in Halifax still devote a good deal of attention to ship chandlery.

A few years ago many wholesale grocery and provision firms handled considerable quantities of ship chandlery. This was probably due to the fact that they sold fishermen canned goods and food supplies and, having established a connection with these men, gradually came to sell sails, pulleys, rope, and the smaller fittings for wooden ships.

The days of the building of wooden ships are past, but there is no reason why at some future date the Maritime Provinces should not occupy the same proud and prominent place in building

The Beautiful City of St. John.

steel ships that they once held in building wooden ships. The Maritime Board of Trade took a very strong stand on this question and will send a delegation to Ottawa to urge the Government to offer some inducement in the way of bounty to induce firms to erect plants for the building of steel ships.

The general store business is an important factor in the Maritime Provinces as it is in the west. For this reason many of the wholesale hardware and metal firms carry a number of lines which would properly belong to the wholesale grocery trade. These general stores in many cases do a large business, some of them carrying over $20,000 stock.

With regard to manufacturing facilities, the Maritime Provinces are much better off than the west. Coal, which is usually one of the largest items of expense, may be had in either of the three Provinces almost direct from the mines. Raw material may be imported by water, thus securing low rates. However, a good deal of the raw material used in manufacturing is found right at home, and is as easily secured as the coal. Labor is cheaper than in the west, and there is no scarcity of skilled workmen in the Maritime Provinces. These advantages should more than make up for the handicap of the freight rates to either Ontario or the West. A few firms, however, are able to compete successfully with Ontario firms for western business, as the railway companies give a very low through rate.

Teas, sugars, molasses, confectionery, condensed milk and fish products are the principal lines in a grocery way that find their way from the Maritime Provinces to Western Canada.

ST. JOHN.

For the last ten years St. John has carried on an energetic campaign for recognition as the Winter port of Cgnada. In 1895 the Canadian Parliament decided to subsidize lines of steamships to run between St. John and Liverpool, and to employ the existing service between St. John and London. Since that time the business men of St. John have not been idle and a large portion of the trade which had been carried on through United States ports has been diverted to a Canadian port. St. John has excellent railway connections with the western part of Canada. The Intercolonial Railway has entry into Montreal over its own rails, and connection is made there with the Grand Trunk system. St. John is the Atlantic terminus of the Canadian Pacific Railway, with its main line running direct to the Pacific Coast, and with its numerous branches and connections traversing the whole western and southern portion of the continent.

St. John, however is ambitious, and aims at carrying not only Canadian trade, but United States as well. The distance from Chicago to Liverpool is shorter vis St. John than via New York.

Through rates of freight via St. John are as low as any rival route. This, coupled witn the fact that safe carriage and prompt despatch are assured, has attracted considerable trade to St. John in live stock, dressed meats, dairy produce and eggs.

It has been said dressed meats via St. John reach their destination in a more marketable condition than through any other port. This is due to the climatic condition which makes St. John more adaptable for transhipment of perishable goods than the ports farther south.

St. John is ideally situated for a manufacturing and distributing centre. It is not only able to import by water, but has the additional advantage of being able to ship by water to the majority of the retail trade.

In the pages that follow a detailed account is given of the leading wholesalers and manufacturers. In most cases the men at the head of these firms have built the business up themselves, and it is largely owing to their energy and foresight that St. John occupies the proud position she has to-day in the Maritime Provinces.

There are few large buildings in St. John such as are being erected in Winnipeg. The wholesalers in St. John started with a small building and just enough capital to keep their credit good. As their businesses grew they added a wing to the original building or else secured a warehouse nearby. In this way some of the larger firms have warehouses in all parts of the city. Considerable time must be lost by these firms and they must at times be considerably inconvenienced by this arrangement. No doubt in the near future a number of these firms will erect compact buildings. Emerson & Fisher have been the first to move and last year they erected a very fine building; a view of which is shown on another page. The most of the large wholesale grocers in St. John are young men. This is something we would hardly expect to find in a city as old as St. John. These men have been successful in accomplishing what in many cases takes a lifetime to achieve.

St. John is a great tea centre—in fact, the dealers in St. John will tell you it is destined to be the tea centre of Canada. Mr. McLean, manager of the Vim Tea Co., has the distinction of having put up the first "package tea" to be sent out of St. John. At that time, he related, he was employed by F. Hatheway & Co. He told Mr. Hatheway he thought a good trade could be worked up by selling tea in packages. Mr. Hatheway was somewhat skeptical at first, but agreed to give it a trial. Mr. McLean spent a week or so getting his stock ready and then started out to dispose of it. It proved to be a success, and the package tea business soon came to be an important item in the business of F. Hatheway & Co.

Flour is not as yet handled in paper bags in the Maritime Provinces, but is sold by the retail trade in barrels and half barrels. There is no doubt flour in paper bags would be as popular in the east as it is in Ontario and the west. The difficulty, however, is in the shipping. The most of the shipping out of St. John is done by water and the paper bags would not stand the rough usage to which they would be subjected in loading and unloading.

The package system, however, is as popular in the Maritime Provinces as in any part of Canada. This system, whether it be in connection with teas, cereals or flour, has come to stay, and we may expect each year to have articles which are now sold in bulk trade-marked and sold in packages. One wholesale grocer in Halifax made the sweeping statement that if he had money enough he would trade-mark everything he sold, as it would be a guarantee of cleanliness and quality. He did not probably mean this to be taken literally, but wished to express very strongly his approval of package and trade-marked goods.

Plant of Dominion Molasses Co., Limited, Halifax.

It would almost seem to a casual observer that St. John had more wholesale houses and commission agents than necessary. For the population it serves it has more than any other city in Canada. Some of them do a small business, however, and one man who has been in business on the wharf for years, intimated quite seriously that he was not anxious to increase his business. He made, he said, about $1,500 per year from his business and he had only one man to look after. Why, then, should he wish to extend his business when he had enough to live on? He had no ambition to be rich, and an increase of business would mean an increase of trouble and worry to him. We mention this little incident as it is typical of a class of business men in the Maritime Provinces. True, only of a small class, for the men who are doing the large share of the trade have to exercise just as much foresight and energy as their conferes in the west. There is, however, in both St. John and Halifax a class of wholesale and commission agents who merely buy

when the market is low, but who makeon the market. This is their Ontario no effort to do a steady business the year through. They have a few friends who send in their orders and this is the extent of their business. For it is a fact that friendship counts for more in the Maritime Provinces than it does in the west. A connection in the Maritime Provinces is hard to secure, but once obtained it is just as hard for your competitor to take it away.

W. M. Barlow.

This firm commenced business in 1891, under the name of McCavous & Barlow. In 1893 the name was changed to Wilfred M. Barlow. From 1883 to 1891 Mr. Barlow was with Thos. Gorman. He has no travelers on rhe road, but does a cash business.

Geo. S. De Forest & Sons.

This is the second oldest wholesale grocery house in St. John, having been originally established in 1848. In 1888, Clarence W. and H. W. De Forest, two sons, were taken into the firm. In 1894, Geo. S. De Forest died, and the business was carried on by the two sons till 1901, when the partnership was dissolved, H. W. De Forest taking the "Union Blend" tea business and Clarence W. De Forest taking the wholesale grocery business. He is now applying for incorporation, and the firm will be Geo. S. De Forest & Sons, Limited.

Imported cigars from Havana and Jamaica and "Honeysuckle" teas and coffee are their specialties.

W. F. Hatheway Co., Limited.

This business was established in 1878 by W. F. Hatheway, who is still the president and manager of the firm. Fifteen years ago Mr. Hatheway introduced a system of co-operation which has proved very successful, not only to the firm, but to the employes as well. Tea girls, porters, clerks, in fact all classes of employes have stock in the company. This, of course, increases their interest in the company and at the same time enables them to get together a neat little sum of money for a "rainy day."

"Tiger Brand" tea is their specialty. Mr. Hatheway claims to have been the first to start a private label for flour. In 1884 he put his "Golden Eagle" brand flour. The Manitoba flour is called the "Red Rose."

They have also a cereal food called "Gritz," a Canadian food put up in five-pound sacks.

In 1903 the firm became a limited company and took in four travelers, Jos. A. Marven, D. W. Puddington, C. S. E. Robertson, and W. L. Harding.

Thos. Gorman.

For thirty years Mr. Gorman has been in the wholesale grocery and fish business in St. John. He had only been in business two years when he was burned out in the great conflagration of 1877. He rebuilt, however, immediately, and his business has grown with the city.

"Index Blend" teas and "Gold Coin" flour are his leaders and both are vouched for by the merchants as being first class. As one merchant remarked: "You can depend on these lines for quality as you can depend on Mr. Gorman himself, and that is saying a good deal."

Mr. Gorman started business in a building 20x50 ft. He has now twice as much space, and in addition has two large four-storey warehouses at the head of the wharf. He also has another warehouse for heavy goods on Water street.

Mr. Gorman has always given his personal attention to his business and he deserves the success he has won. He was born in St. John and has practically been in the grocery business all his life.

Jones & Schoffield.

Jones & Schoffield are one of the younger firms in the wholesale grocery business of St. John. They commenced business in 1897, occupying the building on the south wharf where Bennett Bros. now are. In 1901 they moved to 13 north wharf and there they have remained. In 1902 they purchased a warehouse in Nelson street and started a branch warehouse in Campbellton.

A peculiar thing in connection with this firm is that both Mr. Jones and Mr. Schoffield had had practically no experience in the grocery business when they started in 1897. Mr. Schoffield had been in the New Brunswick Bank and never worked a day in a grocery store. Mr. Jones had been with Geo. S. DeForest & Sons for about a year and a half. Both partners were about the same age, twenty-two years. Perhaps their success is accounted for by the courage shown by these two lads in launching out in a business about which they knew so little. Mr. Schoffield related a very amusing incident which took place when they moved to the north wharf. They had ordered a man to put up 13 in large letters on the window. He brought down the letters, but, as it was Friday, he hesitated about putting them up. Mr. Schoffield, however, told him to go on, and then proceeded to write some letters; but as he wrote down the date he noticed it was the thirteenth day of the month. This set him thinking, and as he counted up the staff he found it also consisted of thirteen members. And yet in the face of this the firm have succeeded and have now four travelers on the road, viz.: H. L. Doane, M. Atkinson, T. H. Cochrane and G. McConnell.

John Sealy.

Mr. Sealy's interests are varied, for, besides doing a large fish business in St. John, he has also a large general store at Grand River, Gaspe County, Quebec, M. J. Ahern being in charge. He also controls the Beaver Herbert Trading Co., in which over one hundred men are employed.

Mr. Sealy has been on the wharf since 1876. In 1883 he took a trip around the world, and in 1886 started in business for himself.

He does business all over Canada and a large and increasing West Indian trade, shipping such varied lines as cheese, potatoes, flour and even shingles.

Northrup & Co.

This St. John firm commenced business in 1883 and went under the name of H. W. Northrup. In 1890, I. H. Northrup was taken in as a partner, when the name was changed to Northrup & Co. In 1890 Mr. H. W. Northrup dropped out and Mr. I. H. Northrup has carried the business on himself.

The firm started with very little capital and its success is, therefore, due to the intelligence and industrious work of the two brothers.

Royal Standard flour is one of their specialties. This is an all-Manitoba

Picturesque Old Halifax, Looking Across the City and Harbor from the Citadel.

DILLON BROS.

Grocers, Wine and Spirit Merchants

We offer a well selected stock at lowest prices consisting of

Clarets, Liqueurs, Ports and Sherries
Scotch, Irish and Rye Whiskies
Brandies and Gins
Bottled Ale and Stout

Barclay & Perkins London Stout
In wood and bottle.

Pabst & Everard's Lager
Cantrell & Cochrane Ginger Ale
Seltzer, Apollinaris, Radnor
and White Rock Waters

Angostura, Orange, John Bull and
Cocktail Bitters
French and Italian Vermouth
All the leading Brands of Champagne

Sole selling agents for the famous whisky
"Scotland's Best" In bond or duty paid.

Also a full line of

Staple and Fancy Groceries
French and Canadian Goods In glass and tins.

Try
Dillon's Special or British Blend Teas

If there is anything good we get it.

Telephone 213

71, 73, 75, 76, 78 and 80 Sackville Street
Halifax, N.S.

flour, sold in bbls. or ½-bbls. Brown's clams is another line which this firm handle in large quantities.

L. G. Crosby.

L. G. Crosby, who is making a specialty of molasses at St. John, N.B., is well known, having been in the West Indian business for twenty-five years. Mr. Crosby is a native of Yarmouth, N.S., where he started in the West India shipping business in 1888, but has been located in St. John for the past ten years. He has made frequent trips through the West Indies, and is thoroughly conversant with his business. For some years he has been one of the largest importers of molasses in Canada. Mr. Crosby also exports large quantities of Canadian products, such as lumber, shingles and flour, to the West Indies.

Dillon Bros'. warehouses, Halifax, both corners being occupied by this firm.

J. Hunter White, Merchandise Broker.

Mr. White is a St. John boy who has always been connected with the wholesale grocery trade, having been associated for many years with one of the large wholesale grocery houses. Since 1893 he has been in business for himself, acting as a manufacturers' agent, etc., selling principally to the wholesale grocery trade, although doing some business with the other wholesale houses, particularly in drug and hardware lines. Having a connection throughout New Brunswick and Nova Scotia, he has been successful in building up a large trade. Among the houses represented by him are such well-known firms as the J. K. Armsby Co., San Francisco; S. Hanson & Son, London; Maconochie Bros., London; the Island Lead Mills, London, Eng.; Jose Segalerva, Malaga, Spain; Aughinbaugh Canning Co., Baltimore; the Gwaltney Bunkley Peanut Co., Smithfield; Bennett, Day & Co., New York; N. K. Fairbank & Co., Montreal; the A. F. MacLaren Imperial Cheese Co., Toronto; L. Schepp Co., Toronto; R. J. Graham, Befleville, and others.

Having a frost-proof warehouse in the very centre of the wholesale district of St. John, Mr. White gives considerable attention to Customs House work, forwarding and storage, and also for some houses collects their local accounts. In this way, among others, he represents D. McDougall & Co., Glasgow, Scotland, and is also the distributing agent for the Diamnod Flint Glass Co., of Montreal, and regularly carries in stock several cars of the N. K. Fairbank Co.'s goods.

Associated with Mr. White is his father, H. B. White, who is manager of his large and growing business in cheese and butter factory furnishings, in which he carries the only full assortment in the Maritime Provinces. Mr. White makes a specialty of cream separators, and is the Maritime depot for the Sharples Separator Co. Mr. White is the representative of The Grocer in St. John.

Baird & Peters.

One of the largest wholesale grocery houses in the Maritime Provinces is that of Baird & Peters, Ward street, St. John, N.B.

This firm was organized in 1886 by John H. Baird and C. H. Peters, the latter being the present head of the firm. Mr. Baird was one of the pioneer travelers of the Lower Provinces, and Mr. Peters had received a thorough training in the grocery business. They established themselves in a warehouse and offices on the south wharf, but in 1889 removed to larger premises, in a four-storey building on Ward street. Their trade grew from the very start, and soon they needed more warehouse accommodation. Mr. Baird's death occurred in 1892, and was a serious loss to the firm; but Mr. Peters had the faculty of gathering about him clever and capable young business men, and the trade of the house continued to expand.

Four years ago it was decided to make a specialty of tea, which had previously been carried only as a general line. A warehouse was secured on the south wharf and a blending, packing and labelling plant installed, under the direction of a tea expert. The firm at once became large importers and blenders of tea. But the rapid growth of this branch and a corresponding development in their general business rendered enlarged premises once more necessary. They secured the very large warehouse just across Ward street from that in which their grocery business was carried on, and last Spring took possession of it, removing their tea branch to the warehouse thus made vacant.

But it was found desirable to take another step in advance, and the tea business was organized as the Vim Tea Co., named after a very popular blend they had put on the market when they first made teas a specialty.

Before removing their grocery department to the new warehouse, the latter was thoroughly renovated, and new offices constructed, which are conceded to be among the handsomest in Canada, if not on the continent in this branch of trade.

Baird & Peters claim to be the largest molasses importers in the Province. Last year they imported no less than 9,328 packages, or nearly a million gallons.

The firm employ six travelers in their general grocery, six in tea and two in the department of smokers' supplies. They are now discussing the desirability of putting in a plant to manufacture grocery specialties, as the next forward step. The record of the house has been one not only of continuous, but of rapid growth and success.

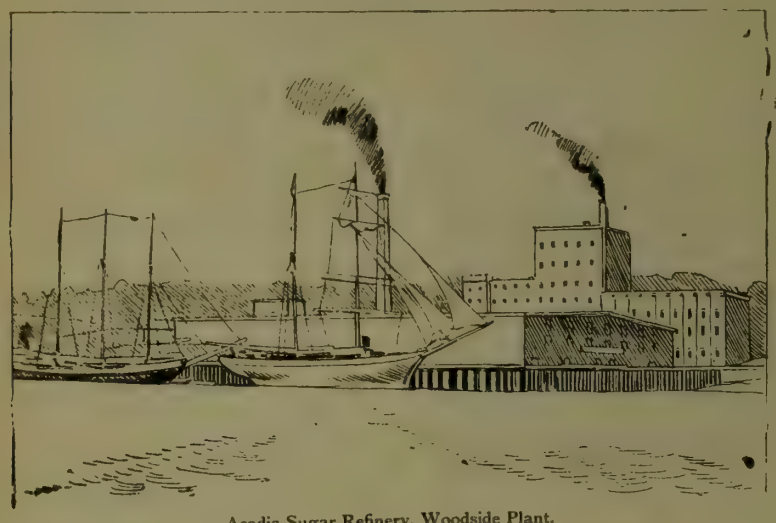
The White Candy Co. Building, St. John.

RETURNED
SEP 20 1905
To Owner
Cut Book
page 54

T. H. Estabrooks.

The success of the tea trade of T. H. Estabrooks is remarkable. Mr. Estabrooks began business on his own account in May, 1894, with one clerk, in a

small store on Dock street, St. John. For the first five or six years the trade in tea occupied only a portion of his attention. To-day he has one of the finest tea warehouses in Canada, employs over seventy persons, has seventeen travelers on the road, has branch houses in Toronto and Winnipeg, and his "Red Rose" tea is sold from Newfoundland to Vancouver. From the moment when he first devoted his whole attention to the tea business, importing, blending, and packing teas, the growth of his trade has been phenomenal.



Acadia Sugar Refinery. Woodside Plant.

A little over a year ago Mr. Estabrooks erected a new warehouse. The new building consists of five-storeys with the basement, and is located on a corner of one of the principal streets of the city near the Intercolonial Railway station; a cut of the same appears in Mr. Estabrook's advertisement in this issue of The Grocer.

White Candy Co.

This firm was established in 1891 by Mr. Thomas White, who had had some twenty-six years' experience in the wholesale and manufacturing confectionery business.

The firm manufactures a full line of confectionery from penny goods to high-grade chocolates and caramels, and in 1900 received the medal from the Paris Exposition for their exhibit of high-grade chocolates.

Their present building consists of four storeys, and basement, has 40 feet frontage and extends 100 feet to the rear.

Mr. White has always looked after the dipping of the chocolates himself, this being the most important part of the manufacturing of high-grade confections.

Mr. White claims the people of the Maritime Provinces, owing to the proximity to Boston, are better able to appreciate high-grade chocolates than are the people in any other place in Canada. This compels the manufacturer to put out the very best goods.

The firm have been gradually extending their business, and have now an excellent connection in Winnipeg. They are represented in Montreal by J. S. Creed, Board of Trade Building, and in Winnipeg by A. L. Moran.

ST. STEPHEN.

Ganong Bros., Limited.

About thirty-six years ago Ganong Bros. began business in St. Stephen as manufacturing confectioners. They have always manufactured a complete line of candy, although they state that the quality of their high-grade chocolate has steadily advanced.

They were incorporated in 1891, and erected a fine brick building in 1895, which was destroyed by fire. Another building was built and this was again destroyed by fire. They immediately rebuilt, and have now one of the finest manufacturing plants to be found east of Montreal.

"G.B." chocolates are their specialty. This is their high-grade chocolate, and the initials "G.B" are stamped on every chocolate as a guarantee of quality.

The firm are doing business in all parts of Canada, having offices in Quebec, Ottawa, Montreal, Toronto, Winnipeg and Vancouver. Their business has increased over 50 per cent. in the last two years.

The firm consists of G. W. Ganong and Arthur D. Ganong. G. W. Ganong is the member of Parliament for Charlotte county.

MONCTON.

F. P. Reid & Co.

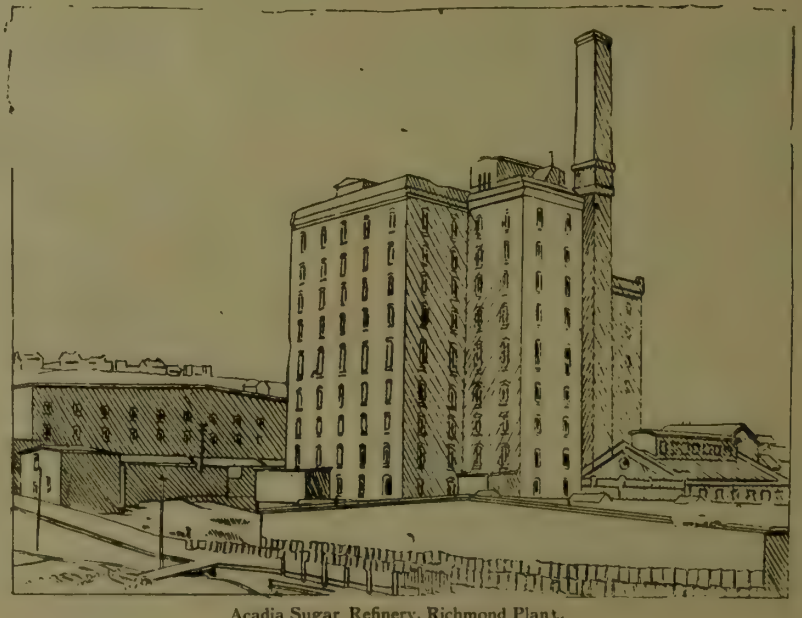
This Moncton, N.B., firm was established in 1891 as a wholesale grocery firm. They were burned out in 1897 and erected their present building in 1899. Their main building is 90x50 ft., and four storeys high. In addition to this, they have four small warehouses, all close together. They ship by both boat and rail. They have an I.C.R. siding close to their building, and for their river business they have two boats of their own. Mr. Reid died in 1902, and the business is now carried on by Mr. J. W. Y. Smith and Mr. I. F. Edgett.

"Nectar" tea and "Pyramid" lard, spices and flour are their specialties. They have a branch warehouse in Campbellton for their North Shore business. Their travelers are: Chas. L. Carter, Jas. P. Whelan, and W. H. Sharpe.

HALIFAX.

The wholesale business of Halifax is largely confined to Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland. Some firms have extensive business connections in the West Indies and Bermuda. Trade with the West Indies has shown special progress during the last few years. The exports from Halifax and St. John show a large increase in agricultural products and manufactured goods. Canadian flour is growing more and more in favor with the West Indies as well as other lines of mill products. Boots and shoes, corn brooms, box material, paper, paints and cordage are finding their way to the southern markets, and in return Canada is taking largely increased quantities of sugar, cocoanuts, cocoa, coffee, pimento, hides, etc.

All Canada is proud of Halifax harbor. Here the water is so deep that the



Acadia Sugar Refinery, Richmond Plant.

G. E. BARBOUR COMPANY, LIMITED

Wholesale Grocers

Importers : Manufacturers

PROPRIETORS:

Maritime Spice and Coffee Mills

DEALERS IN

Sugars, Molasses, Salt Fish, Flour, Provisions, Dried Fruits, Staple and Fancy Groceries, etc.

MANUFACTURERS OF

"Acorn" Brand Pure Spices, Coffees, Baking Powders, Flavoring Extracts and Package Specialties.

OFFICE AND SALESROOM, 11-12 NORTH WHARF

ST. JOHN, N. B.

LEST YOU FORGET

We would remind the trade that we carry a full and complete stock of

Staple and Fancy Groceries

. . INCLUDING . .

Beef Flour Molasses Tobacco Cigarettes
Pork Meal Sugars Cigars Pipes
Breakfast Cereals, Jams, Jellies, Pickles
and Fancy Shelf Goods

We pride ourselves on keeping our stock always fresh and up-to-date, prices right and satisfaction guaranteed. Prompt attention to orders is our specialty.

If You Give Us One Order You Will Give Us More.

J. FRANK CROWE & CO., Wholesale Grocers

213 and 215 Lower Water St., HALIFAX, N.S.

If our traveller does not call on you, drop us a line and your interests shall receive our prompt attention.

MOLASSES

A large and fresh stock of the following brands always on hand.

PORTO RICO.

Cintron Brand (Fajardo) Extra choice Molasses.
Bravo & Co. Brand (Mayaginz) Extra choice Molasses.

BARBADOS.

Jones & Swan Brand (Barbados).
Jones & Swan Brand fancy Molasses.

All the above goods are direct importations and quality guaranteed the best.

Write or wire for Quotations.

L. G. CROSBY,

Office—7 Nelson St. ***ST. JOHN, N. B.***

PRICES ALWAYS RIGHT.

largest vessel can come in close to shore, and the harbor is large enough to float the whole of the British fleet of warships. It would be hard to overestimate the commercial favor of such a harbor to any nation. Up to the present time the advantages have been purely commercial, but the time may come when the life and independence of the whole nation will depend on the fortification of Halifax.

Warehouse of J, Frank Crowe & Co., Halifax.

The supremacy of England and Germany as the leading manufacturing countries of Europe has resulted in the possession of their extensive coal fields, and of a navy powerful enough to protect the interests of their trade vessels. The New England States still hofd supremacy in manufacturing and distributing trade of the United States. We may therefore expect Halifax to be one of the best distributing points in Canada for sea-borne commerce.

Tendency for the last few years has been for many manufacturers either to sell direct to the retailer instead of through the jobber, or put their own trademark on the goods they manufacture. The argument is that the manufacturer must first interest the retailer in his goods before the jobber will handle them, and that when he has gone to the expense of making the goods known to the retailer he might as well have the profit instead of dividing it up with a middleman. There is much to be said for and against this argument, but the jobber must always be the medium through which imported goods are to be distributed. The manufacturer in Canada has his whole organization to look after his Canadian business. Moreover, he is familiar with the needs of the country and the idiosyncracies of the people to whom he must sell. The foreign manufacturers, on the other hand, must depend on some firm to look after their interests, aad the jobber, with his wide and extensive connections among the retail trade, is the one man available. Halifax, therefore, with its excellent harbor and its wide steamship connection, has the very best facilities for imported goods. It is for this reason we see more foreign goods in the wholesale warehouses in Halifax than in any other city in Canada.

Many years ago ship chandlery was the line to which not only wholesale hardware but provision firms as well devoted most of their attention. Wooden ships built and rigged up in the Maritime Provinces were to be found all over the world. It is interesting to note how some of the firms, as the ship chandlery line decreased gradually, worked in other lines. Black Bros., for instance, have worked into the fish curing business and have had marked success with their Halifax and Acadia brands of package codfish. Halifax is, indeed, a great fish centre for the Nova Scotia Coast and in this connection has developed an important trade with the West Indies, trading fish and other food products for the sugar, molasses and rum of the Indies, which from Halifax is sent all over the Dominion.

Halifax has many advantages to offer manufacturers. There are from twelve to fifteen miles of waterfront yet not used, and suitable sites for manufacturing plants can be procured at very reasonable prices. The rate of taxation in Halifax is very low and the manufacturer improving his plant to the extent of say $30,000 or $40,000, will not be taxed one cent for the improved value. Halifax has excellent railroad and steamship connections. It is served by four different lines of railway, Intercolonial, Dominion Atlantic, Canadian Pacific and the Southern Railroad, which has just recently been built. Another line is to be built shortly to run along the eastern coast. There are also three large steamship lines plying between Halifax and distant points. The Allan line to Liverpool and Glasgow, Pickford & Black steamers for Bermuda and the West Indies, and the Plant line to Boston and New York. There is also a monthly steamship service direct to Havre, France.

Below we give short accounts of a number of the leading wholesale and manufacturing industries located in Halifax.

H. W. Wentzell & Co.

One of the finest wholesale warehouses in the Maritime Provinces is that of H. W. Wentzell & Co., Halifax. They started in business in 1887 on Water street, when the firm was known as Wambolt & Wentzell. In 1889 the partnership was dissolved and the business has been continued up to the present by Mr. Wentzell under the name of H. W. Wentzell & Co.

Quite recently they moved into new quarters—a solid brick building, 85 x

Offices of the Pickford & Black Co., Halifax.

A Business Built On the Solid Rock Of Quality

THIS IS THE LARGEST BISCUIT AND CONFECTIONERY FACTORY IN THE MARITIME PROVINCES

It was not always so, for it was once a very small affair; and it would not be so to-day, except for the fact that its policy has always been to make quality the foundation of its appeal to consumers. Beginning in a small way it grew "from less to more," as the poet says, "and from more to more," until now its products are familiar in every part of the Maritime Provinces and even further afield. We claim that in ***Moirs Biscuits and Confectionery*** the consumer gets the best value that the best materials and the best manufacturing methods can afford. People may get goods they will have to pay more for, but nothing they will like better, line for line. We are not the least bit afraid of comparisons and would be pleased to enter into correspondence with merchants anywhere who may be interested in knowing what we can do for them.

MOIRS, Limited,

HALIFAX, N. S.

210, formerly known as the Kenney Block—purchased over a year ago from the Kenney estate for $30,000. It consists of four floors, all lighted by electricity with electric freight elevators in the rear and many other modern and up-to-date conveniences to correspond.

H. W. Wentzell & Co. are direct importers and have their own bonded warehouse. Their success is largely due to their up-to-date business methods, and they do practically a cash business. They employ some forty hands, including six regular outside travelers. They claim to have the largest stock of groceries in Nova Scotia and have a reputation for handling goods at a very close margin. One of their specialties is the "Three Star" brand tea, which is widely advertised and has an extensive sale in the Maritimes. Mr. Wentzell is also the largest shareholder in the Cape Breton Wholesale Grocery Co., of Sydney, C. B.

Acadia Sugar Refining Co.

Sugar refining began in Halifax immediately following the adoption of the National Policy, the first sugar being placed on the market early in 1880. At that time three refineries were built in the Maritime Provinces, one at Moncton, and two at Halifax. In 1893 these were merged into one company under the name of the Acadia Sugar Refining Co. The refinery at Moncton was destroyed by fire in 1896; the other two, situated at Richmond and Woodside, have worked continually since that date.

The raw sugar used by the Acadia Sugar Refining Co. is imported exclusively from the British West Indies, and the regular steamers running between Halifax and the British West Indies have the bulk of their space on the inward voyage taken with sugar for this refinery.

The company's offices are at the corner of Duke and Hollis streets, Halifax, and in Glasgow, Scotland. The directors are as follows: Thos. E. Kenney, chairman; Wiley Smith, Robert E. Harris, and T. M.Cutler, secretary, all of Halifax; W. D. Gillies, Alex. S. Brand, Wm. Henderson, and D. Brand, secretary, all of Glasgow, Scotland, and Wm. F. Humphrey, of Moncton, N.B.

Payzant & King.

Payzant & King have been in the wholesale grocery business since 1862. Their territory is confined to Nova Scotia. Owing to the rapid development of their business they have increased the size of their warehouse no less than three times. At the present time they are situated at the corner of Bedford Row and Sackville street. The personnel of the firm is made up of L. S. Payzant and L. K. Payzant.

Black Bros. & Co.

The firm of Black Bros. & Co. was founded by W. A. and S. Black as early as 1815. In 1830 the firm name became Black Bros.; in 1854 it was changed to Black Bros. & Co., and in July, 1903, to Black Bros. & Co., Limited. The present directors are: C. J. Troop, president; G. S. Troop, vice-president and manager; W. S. Troop, secretary, and R. P. Butler, treasurer. In September, 1904, they gave up their hardware business, and since then have dealt exclusively in fish, with headquarters at La Have. They have also branches at Meccatina Island and Mutton Bay, Saugenay County, Quebec, their head office being at Halifax. Black Bros. & Co.'s

package fish, "Halifax," "Acadia" and "Blue Nose" brands, are all well known throughout the Canadian trade.

R. B. Seeton & Co.

R. B. Seeton & Co. date their business existence from 1875, when the firm was organized by Robert B. Seeton, who died in 1900. Since then the business has been carried on by R. M. Symons and R. H. Seeton, who conduct a wholesale grocery business under the firm name of R. H. Seeton & Co. Their offices and warehouse are situated on Pickford & Black's wharf.

Bauld Bros. & Co.

This pioneer wholesale grocery firm date from 1860. Wm. Bauld was the founder, and with his half-brother, John Gibson, carried on business in the early days under the name of Bauld & Gibson. Later, Wm. Bauld, jr., was admitted to the firm and in the year 1880, Henry G. Bauld. Since then the three senior partners have died and the junior partner, Henry G. Bauld, has carried on the business, which was started seventy-four years ago. Bauld Bros. & Co. carry one of the largest assortments of groceries in the Maritime Provinces and make a specialty of tea.

Pyke Bros.

Pyke Bros. recently celebrated their fifth birthday as manufacturers' agents in Halifax for staple groceries. Since 1900 the development of their business has been phenomenal and at the present time they occupy a large warehouse extending from Hollis to Water streets, in which they keep large stocks to supply the wholesale trade. Among the western firms represented by them are Christie, Brown & Co., the N. K. Fairbank Co., Libby, McNeil & Libby, B. L. Schepp Co., the St. Lawrence Starch Co, Collingwood Meat Co., Swift & Co. and the Postum Cereal Co.

Chas. H. Harvey.

Mr. Harvey is one of the pioneers in the grocery and fruit trade of the Eastern Provinces, having made his first sale when he was seventeen years of age. He started in business in 1879 on Sackville street, which premises he has occupied ever since. He does a big trade with the West Indies and is a large importer of West Indian and Mediterranean fruits and produce. He has also established a big business connection throughout Newfoundland and the Maritime Provinces, and has a large sale among other things for his special brand of tea known as "The Crescent."

Dillon Bros., Halifax.

Dillon Bros. have been in the grocery business in the Maritime Provinces for upwards of fifty years. The firm was organized in the first place by Patrick Dillon and twenty years later it was handed over to his sons, John, William and Denis, who gave it the firm name of Dillon Bros., which it has retained ever since. The present members of the firm are: D. C. Woods and H. B. Mackasey. Dillon Bros. have two fine warehouses on Sackville street, which are elegantly fitted out. They make a specialty of fancy French groceries and high-class wines. For many years they have had a contract for supplying H. M. ships of war calling at the port of Halifax.

Bryant & McDonald.

Bryant & McDonald started in business as tea merchants in 1900, but had the misfortune to be burned out in September last. A fine new building has replaced the old one and is fitted out with every modern appliance required by an up-to-date wholesale warehouse. They report a satisfactory trade throughout the Maritime Provinces and Quebec, especially in a package tea of "The Three Crown" brand.

Billman, Chisholm & Co.

This enterprising firm occupy a large three-storey brick warehouse on Hollis street, Halifax, where they started business in 1892. James Billman and John S. Chisholm are the principal members of the firm and do a large business as wholesale grocers throughout the Maritime Provinces.

I. B. Shaffner & Co.

About ten years ago, Ingram B. Shaffner and James Adams started in business on Barrington street as wholesale merchants in hay, flour, feed, etc. A year later they bought a large building on Water street—their present premises—from which point they conduct one of the largest businesses in their line in the Maritime Provinces. They have a branch establishment at Elmsdale, N.S., and do an extensive business in the West Indies, Newfoundland, St. Pierre and other foreign ports. Their biggest seller is "Ogilvie's Royal Household" flour.

John Tobin & Co.

John Tobin & Co. enjoy the distinction of being one of the oldest grocery firms in Canada, having started the business in 1825. Their present fine warehouse on Water street, Halifax, is a sure indication that they are still enjoying a first-class patronage from merchants in the Maritime Provinces.

Dominion Molasses Co.

While not one of the oldest business firms of Halifax, the Dominion Molasses Co. are easily one of the most progressive. Their manufacturing plant is new and up-to-date and the company have won an enviable reputation in catering to the requirements of the Canadian grocery trade. The organization of the firm dates from 1901, when the molasses business of H. R. Silver was taken over; since then their trade has developed rapidly, and at the present time it extends from Halifax to Vancouver. All the standard brands of molasses are handled by the company in addition to their private brands. These have secured a strong position among the retail trade, namely, "Beaver," "Porto Rico," "Fancy Trinidad," "E. M. Co.," all of which are too well known throughout Canada to require further reference.

An illustration on another page shows the company's premises at Dartmouth, opposite Halifax. The plant is devoted exclusively to the molasses business and contains every modern appliance for handling goods in a clean, economical manner. The business of the firm is conducted from the head office, Halifax, 109 to 111 Upper Water street.

Black Bros.' Factory at LaHave.

Moirs, Limited.

One of the foremost manufacturing establishments in Halifax city is that of Moirs, Limited, who produce biscuits and confectionery and supply a large percentage of the bread, cake and pastry sold in Halifax. It commenced as a bakery many years ago and was conducted in a small way for some time, producing the kind of bread known in those days as "baker's bread." It occurred to this management that if they would produce bread as good as the home-made article they would not only capture the best part of the bread trade then existing, but would create more by inducing people by the quality of their product to give up making bread at home This they set out to do, and how they succeeded will be understood from the fact that they make and sell 40,000 loaves every week. They were also producers

RETURNED
SEP 20 1905

White's
ST. JOHN, N. B.

Chocolates and Caramels

STRICTLY FIRST-CLASS

....Received Medal at Paris, 1900....

Put up in 1-lb., ½-lb. and 10c. boxes, for fine retail trade. Put up also in 5-lb. boxes bulk.

RETURNED
SEP 20 1905

Correspondence invited from leading Grocers, Druggists and Confectioners in every town.

SAMPLES ON APPLICATION.

THE WHITE CANDY CO., Limited

ST. JOHN, N.B.

AGENCIES : MONTREAL—J. S. CREED, Board of Trade.
WINNIPEG—A. L. MORAN, 62½ Princess St.

of cake and pastry for city trade, and out of this branch grew their biscuit trade, which now extends all over the Maritime Provinces, and into outside markets as well. In this as well as in the bread department, they made quality the point to be arrived at, and they have had the reward which quality always brings, viz. apprecition and increasing patronage. When they commenced the manufacture of confectionery they undertook to build up their trade on exactly the same principle, and they succeeded. Their chocolates are first-class, and they have the reputation of manufacturing the biggest and best piece for a cent that the market affords in the line of penny goods.

Moirs, Limited, have also had their vicissitudes; three times their plant was burned out, and on two other occasions they suffered from fires which partially destroyed their premises. Their last fire was on February 28, 1903, when the whole plant was destroyed, leaving only bare ruined walls and confused piles of brick and twisted iron. They were not daunted, however. The very next day they were producing bread as usual, having rented various ovens, by means of which they were able to maintain their output. They promptly commenced manufacturing candy in another building and proceeded to rebuild. Within a few months they were occupying a new biscuit and candy factory, the largest and best equipped in Eastern Canada. The firm also make paper boxes, and the capacity of their two box plants is sufficient to supply not only the wants of their own business, but of a large clientele of customers for their packages.

J. Frank Crowe & Co.

This successful wholesale grocery house dates from 1897 when Mr. J. Frank Crowe purchased the wholesale and retail grocery business of A. M. Boutilier & Co. on Gottingen street, Halifax. Under the new regime trade assumed big proportions, and about five years ago it was thought advisable to sell out the retail business and concentrate on the wholesale trade. About this time the firm were obliged to move into larger premises on Water street, formerly occupied by George A. Pyke & Son. In March, 1904, fire almost completely wiped out their warehouse and stock, but thanks to their commendable enterprise, the trade was occasioned only a temporary inconvenience. On May 1, 1904, they moved into their present commodious quarters at the head of City Wharf, Water street, and since that time to date report business as having exceeded their most sanguine expectations.

NEW SWEET-MEAT.

Sutcliffe & Bingham, of Manchester, England, are placing on the Canadian market an attractive sweet-meat in the form of "Jelly Cubes." This confection has been on the English market for some time and, we understand, has made a hit.

Your Trade Requires the Very Best

RED ROSE TEA, in the Maritime Provinces, has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth.

When it was first put on the market it was the best tea that had ever been sold at the price.

To-day it is the best tea sold anywhere in Canada.

This is a fact admitted by every independent judge of tea—admitted by every tea salesman who tries to sell a tea which he claims is "as good as Red Rose."

I have the same faith in **good goods** that I have always had—I have the same determination that Red Rose Tea shall always be **the best**—a tea without an equal.

Order a case now. Your next order will come without being asked for.

T. H. ESTABROOKS, St. John, N.B.

Branches : TORONTO, WINNIPEG.

SARDINES

Sardines are liable to be higher, as this year's catch has been very limited. We have anticipated this, with the result that we have laid in a large stock of standard brands and we are therefore in a position to sell at **old prices.**

John Sloan & Co.

Toronto Belleville

THOS. GORMAN

WHOLESALE GROCER

DRY, PICKLED and SMOKED

—FISH—

27 and 28 South Market Wharf, - SAINT JOHN, N.B.

TELEPHONE NO. 284.

Our Leaders: Gold Coin Flour and Index Blend Tea

Eleventh Annual Convention of the Maritime Board of Trade

Yarmouth, N.S., August 16, 17 and 18, 1905

Special Report by Our Own Representative.

DESPITE wet weather at the outset and a somewhat small attendance of delegates, the eleventh annual convention of the Maritime Board of Trade at Yarmouth, N.S., will go down to history as one of the most valuable and satisfactory meetings ever held by this important commercial organization. A stage has at length been reached in the career of the board when its members have come to the conclusion that its functions should be more than deliberative. At the Yarmouth meeting, time and time again, speakers impressed on the board the need for action, and as a result, this year an important step has been taken by the board and a permanent committee has been appointed to follow up and take action on the various resolutions passed.

Prince Edward Island was prominently to the fore at the meeting and the presence of Rev. Father Burke contributed much to quicken the interest of the board in the efforts the Islanders are making to secure their pet project,—the tunnel. At the election of officers, another Prince Edward Island man, Captain Joseph Read, was honored by being appointed to the presidency.

Several important resolutions were put through. A fast Atlantic service, better train service throughout the Provinces, a legislative union of the Provinces, confederation with the West Indies, the cultivation of tourist travel, steel shipbuilding, the abolition of statute labor and the representation of incorporated towns in county councils, were among the subjects discussed.

The meetings were presided over by Past-President E. K. Spinney, of Yarmouth, who, together with Mayor Armstrong, the city council and the Yarmouth Board of Trade, did all in their power to make the visit of the delegates a pleasure. By way of entertainment they gave a drive about the city just prior to the Thursday afternoon session, while on Friday a most enjoyable trip to Barrington by rail and return by boat was provided.

As the place for next year's meeting, Amherst was selected, as being a central place and one to which many delegates could come.

The Convention Opens.

In a steady downpour of rain, which has lasted since the preceding afternoon, the convention opened in Boston Hall soon after ten o'clock on Wednesday morning. President E. K. Spinney occupied the chair, and with him on the platform were Vice-President Joseph Read, Secretary Creed and Father Burke of Alberton, P.E.I. About fifty members were present.

Before proceeding with the business of the convention the chairman called on Mayor Armstrong, of Yarmouth, and introduced him to the delegates.

The Mayor's Welcome.

Mayor Armstrong recalled having invited the board to come to Yarmouth last year at the meeting at Moncton. It was an additional pleasure for him to be privileged to welcome the delegates this year to Yarmouth. On behalf of the citizens of the town he extended a most hearty welcome to all those present and hoped that their sojourn in Yarmouth would be both pleasant and profitable.

Roll Call.

Secretary Creed then called the roll and the majority of the constituent boards were found to be represented. The list of delegates present was as follows:

Nova Scotia.

Amherst—E. B. Elderkin, C. Owen Thompson.
Annapolis—J. M. Owen, F. C. Whitman.
Beaver River—Herbert Rice.
Bennick—J. E. Woodworth.

YARMOUTH.

Historically, Yarmouth is one of the most interesting towns in the Dominion of Canada, as in point of time it is one of the oldest. While to-day it has lost much of its early splendor as a great shipping port, this deficiency has been somewhat compensated for by a greater attractiveness in its appearance, which bids fair to make it one of the most pleasing tourist centres in the Dominion. Situated near the western extremity of Nova Scotia, on an arm of the Bay of Fundy, it extends along a gentle slope for a considerable distance east and west. It has direct railway communication with Halifax by Dominion Atlantic Railway, while it can also be reached by boat from Boston and other points.

At one time Yarmouth could boast of possessing the second largest tonnage of any port in the world, having no less than 260,000 tons afloat at one time. It was then world-famous. To-day its maritime interests are comparatively small and its industries are not very important. It is, however, a beautiful residential town, possessing attractive homes, beautiful gardens, extensive hedges and excellent roads. Its leadtng hotel, the Grand, is one of the best appointed houses in the Provinces, and one where the tourists' lot is made extremely pleasant.

Canning—C. E. Starr.
Canso—J. B. Saunders.
Digby—Clarence Jamieson, E. F. L. Jenner, W. E. Van Blascom.
Halifax—J. E. DeWolf, A. Stephen, W. A. Major, A. M. Bell, Hon. W. Ross.
Kentville—M. G. DeWolfe, C. W. Webster, Robert Harrington, W. E. Potter, Wm. Yould, B. H. Dodge.
Kings Co.—J. A. Kinsman.
Lockport—Robert McDonald.
Parrsboro—James W. Day.
Windsor—W. H. Roach.
Wolfville—J. D. Chambers, R. W. Starr.
Yarmouth—E. K. Spinney, B. B. Law, E. N. Armstrong, Arthur W. Eakin, Seymour C. Baker, W. D. Ross, R. S. Crawford, Augustus Cann, Willard M. Kelly.
Sydney, C.B.—C. P. Moore, S. P. Challoner.

New Brunswick.

St. John—W. S. Fisher, E. A. Abbott, H. C. Tull, L. G. Crosby.
Chatham—W. S. Loggie, James Nichol.
St. Stephen—E. G. Vroom.

Prince Edward Island.

Alberton—Rev. A. E. Burke, John Agnew.
Summerside—Joseph Read, M. P. P., Neil Sinclair, W. A. Brennan.

Committee on Orders.

A committee to determine the order in which the various subjects proposed by the local boards should be discussed was named by the chairman and was composed of J. E. DeWolf, Halifax; F. C. Whitman, Annapolis; E. B. Elderkin, Amherst; C. Jamieson, Digby; B. H. Dodge, Kentville; J. Kinsman, Kings County; J. Day, Parrsboro; W. H. Roach, Windsor; R. Starr, Wolfville; W. Kelley, Yarmouth; S. P. Challoner, Sydney; L. G. Crosby, St. John; J. Read, Summerside; Father Burke, Alberton; E. G. Vroom, St. Stephen; C. P. Moore, Sydney.

While the committee were absent from the hall, Secretary Creed read letters of regret from R. L. Borden, W. S. Fielding, Hon. Senator Josiah Wood, Sackville; P. Gifkins, general manager D. A. R.; D. Pottinger, general manager I.C. R.; J. M. Lyons, general passenger agent, I.C.R.; Lieut.-Col. J. B. Maclean, Toronto; the secretaries of the Montreal, Ottawa, Toronto and Hamilton Boards of Trade and the Montreal Star and Toronto Globe.

Minutes of Last Meeting.

On motion of M. G. DeWolfe, seconded by J. M. Owen, the minutes of the last annual meeting at Moncton, as published in The Canadian Grocer and the annual report, were taken as read.

Report of Committee on Resolutions.

After a protracted session the committee on resolutions presented their report, recommending the discussion of the following subjects:

1. Annapolis—The inspection of cooperage stock and a standard apple barrel.
2. Berwick—The necessity of an improved railway train service between Halifax and that portion of the Annapolis Valley west of Kentville.
3. Halifax—Fast Atlantic steam service.
4. Kentville—Should not incorporated towns have representation in the council of municipalities?
5. Kentville—Municipal ownership of electric light plants.
6. Wolfville—Preservation of historic grounds.
7. Kings County—Is it desirable that the young men of the Maritime Provinces between the ages of 16 and 21 should be obliged to perform three annual drills in the militia of Canada?
8. Sydney—The desirability of wider publication in Maritime press of reports of Canadian commercial agents abroad.
9. Halifax—Protection of inland fisheries.
10. West Prince—Subsidy for steam-

ship to ply between ports on the north side of P.E.I., Miramichi, Magdalene Islands and Sydney.

11. Parrsboro—Diversion of the Intercolonial by building a loop from Truro to Amherst, via Parrsboro.

12. Amherst—The advisability of uniting the three Maritime Provinces under one Government. Union of the Maritime Provinces.

13. Amherst—The question of the advisability of advertising by literature the advantages of the Maritime Provinces as a desirable place of settlement. What can be done to investigate and make better known the resources of these Provinces?

Co-operative efforts on the part of the Governments of the Maritime Provinces to promote desirable immigration from Europe.

14. Bear River—The necessity of urging upon the Government the granting of adequate financial assistance to any company that will build a railroad from Caledonia in the County of Queens to a point on the D.A.R. at or near the mouth of Bear River or to Digby, as may be deemed advisable, thereby affording railway connection to that section of Nova Scotia which is entirely without railway communication, and placing the towns along the route of said railway upon equal terms with other parts of the Province.

15. Halifax—Is it advisable to place the Intercolonial under a commission?

16. St. John—Daily steamship service between New Brunswick and Nova Scotia via St. John and Digby.

17. Wolfville—Abolition of statute labor in Nova Scotia.

That the Maritime Board of Trade urge upon the Governments of New Brunswick, Nova Scotia and Prince Edward Island the importance of improvement in the common roads of the Provinces, and to take steps to diffuse information on the subject, especially by the distribution of literature and the appointing of an official who shall confer with the county councils and lecture on the subject in the various communities throughout his Province.

18. St. John—Recoinage by the Government of worn and mutilated Canadian silver coins.

19. Charlottetown, Southern Kings, Souris, Summerside and West Prince—Transportation between P. E. Island and the mainland.

Tunnel under the Northumberland Straits connecting P.E.I. with the mainland.

Better Winter communication between P.E.I. and the mainland.

The tunnel from P.E.I. to the mainland.

Daily Winter communication with the mainland.

20. Yarmouth—The advisability of the Government of the Maritime Provinces assisting local associations or boards of trade in promoting tourist travel.

21. Halifax—Steel shipbuilding.

22. St. John—Improvement in the London steamship service.

23. St. John—Prohibition of export of pulp logs.

24. Sydney—Night express train between Sydney and Halifax.

25.—Advisability of confederating the Dominion of Canada and British West Indies.

26. Yarmouth—The advisability of the Dominion Government taking over the railways of Western Nova Scotia and making them a part of the Intercolonial system.

WEDNESDAY MORNING.

Secretary's Report.

Amid applause the veteran secretary of the board, C. M. Creed, rose to present his report as follows:

To the President and Members of the Board of Trade:

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year. All the resolutions and recommendations passed at the last annual meeting were forwarded to the Ministers of the various Departments of the Federal Government, those concerning the Local Governments were forwarded to the Premiers of same. Copies of The Canadian Grocer containing the proceedings of the annual meeting were forwarded to all boards of trade in the Maritime Provinces, as also to the delegates to the meeting.

Members of the Maritime Board of Trade in Convention Assembled at Yarmouth, N.S.

On October 28, in order to keep the resolutions passed at the annual meeting before the boards, they were printed and copies forwarded to each board, with a circular letter impressing upon them the necessity of calling the attention of the members of both the Dominion and Local Parliaments in their counties to them.

On December 21, copies of all resolutions were forwarded to W. S. Loggie, M.P., Chatham, N.B.; J. J. Hughes, M.P., P.E.I.; Dr. J. B. Black, M.P., Windsor; H. J. Logan, M.P., Amherst, and B. M. Law, M.P., Yarmouth, in advance of the meeting of the Federal Parliament in order that they could become familiar with them. On January 23, shortly after the opening of the Federal Parliament, copies of all resolutions were forwarded to all the members from the Maritime Provinces and also to several of the Senators. The correspondence connected with the same, as also from

the various boards, being too voluminous to read, are on the table for the inspection of the members.

Correspondence With the Board.

This has been conducted with vigor during the year. Some of the secretaries have promptly responded to notices and letters, but the majority of them have been slow in answering, while some have never answered. It is hoped, however, the secretaries will be more prompt the coming year.

The subjects for discussion, notices to boards of the annual meeting and railway arrangements for delegates, were mailed to the boards affiliated and unaffiliated.

The annual report was published as usual and forwarded to all the boards of trade in the Maritime Provinces, and circulated generally as occasion presented.

New Boards.

During the year two new boards have been formed in Nova Scotia, viz.: Lockeport and Bear River. I am also pleased to say that the Boards of Parrsboro and North Sydney have re-affiliated and are in fine working order.

Unaffiliated boards have had every attention paid them, they have been written to frequently asking them to affiliate, I also forwarded them copies of all resolutions passed at the annual meeting and copies of the annual report, and invited them to send delegates to the annual meeting.

Affiliated Boards.

The affiliated boards on the roll of membership are as follows: New Brunswick, 6 boards, Chatham, Moncton, Newcastle, Sackville, St. John, St. Stephen; Prince Edward Island, 5 boards, Charlottetown, Summerside, Souris, Montague, Alberton; Nova Scotia and Cape Breton, 23 boards, Annapolis, Amherst, Antigonish, Berwick, Bear River, Canning, Canso, Chester, Digby, Halifax, Kentville, Kings Co., Lockeport, New Glasgow, Pictou, Parrsboro, Truro, Windsor, Wolfville, Yarmouth, Louisburg, Sydney, North Sydney.

Unaffiliated Boards.

New Brunswick, 2 boards, Fredericton, Woodstock; Nova Scotia and Cape Breton, 10 boards, Bridgewater, Dartmouth, Hantsport, Lunenburg, Liverpool, Middleton, Pugwash, Stellarton, Westville, Glace Bay. Total membership of all boards 2,205.

Chambers of Commerce.

The sixth congress of Chambers of Commerce of the Empire will be held at London, G.B., in June, 1906. An invitation has been received from the secretary, Kenric B. Murray, Esq., asking this board to send delegates and subjects for discussion at said congress, to which a reply was sent thanking him for the invitation and informing him that it would be laid before the members at the annual meeting at Yarmouth, on August 16.

In conclusion, during the past year everything requisite has been done for the advancement of the board, at the same time doing all possible to assist your worthy president, and as usual the valuable assistance and advice of M. G. DeWolfe, Esq., of Kentville, has been given, and also the able assistance of E. H. Armstrong, Esq., of Yarmouth, the corresponding secretary.

Accounts for the Year.

The accounts for the year are all prepared, but as several boards will pay their per capita tax before the close of this day's meeting they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED,
Permanent Sec'y-Treas.

On motion of Captain Read, seconded by C. Jamieson, the report was unanimously adopted.

President's Address.

The popular president of the Maritime Board, E. K. Spinney, was heartily received on rising to read his annual address.

RETURN
SEP 8 19

Courtesy of Yarmouth Herald. Grand Hotel, Yarmouth, N.S., where Board of Trade met.

Gentlemen of the Maritime Board of Trade:

Before proceeding to the subject of my address, I wish to avail myself of this, the first opportunity I have had, to express my thanks for the honor you have done me in electing me president of this most important body of commercial and professional men. I regret that this prominent position has not been placed in the hands of one more competent to discharge its duties, or who would have achieved greater results. I regard your generous act, however, as a compliment to the town of Yarmouth.

You will also permit me, on behalf of the Yarmouth Board of Trade to extend a most hearty welcome. I sincerely trust that the time spent here will be well freighted with pleasure to yourselves, and as a result of your delibera-

tions a vast amount of good may be done to the Maritime Provinces in particular and to the Dominion of Canada generally.

The discussion of the very important matters which will come before you systematically and vigorously, following up decisions reached by determined effort, must result in needed reforms and increased prosperity.

The report of your secretary, Mr. C. M. Creed, whose efforts have been indefatigable in the interest of the boards of trade of the Maritime Provinces, has been placed before you.

While the growth and extension of these boards have not been so great as we could have wished, yet there has been much encouragement in the fact that two new boards have been established and two others have become affiliated with the Maritime Board in the past year, and which now represents within its fold thirty-seven boards with memberships aggregating nineteen hundred and eighty-five members.

We can look to the future with confidence in anticipating the great influence they may exert on all important questions, voicing as they do the carefully considered views of the leading commercial and professional element of the Maritime Provinces.

Canada's Growth.

I do not propose to take up much of your valuable time on this subject, but simply desire to draw your attention to the fact that immigration has increased our population during the past ten years by 443,661. Of this Europe supplied 284,096 and our neighbors to the south 159,565.

Nearly two-thirds of this particularly large increase to our population has taken place during the years 1903 and 1904, and statistics of immigration into Canadian ports during the present year give promise to exceed greatly that of the past two years.

The financial report of the exports in 1904 shows an increase over that of 1895 of $99,882,432, while the imports in comparison with similar dates show the enormous increase of $148,430,121.

Canadian Banks.

show a net increase from beginning of 1900 to June 30, 1905, of

In paid-up capital	$ 15,975,357
Net increase in reserve	23,666,779
Increase in deposits	227,309,721
Increase in current loans ...	203,375,159
Increase in circulation	33,219,751

The above statement shows: First, that Canada is regarded favorably as a permanent home for reasons of climate, resources and broad educational facilities. Second, this fact has developed the enormous expansion of commerce. Third, the successful employment of capital is the natural outcome of commercial prosperity.

Transportation.

Since your last annual meeting that second great national transcontinental highway, the Grand Trunk Pacific, has made substantial progress. Corps of engineers have surveyed a great section of the route which this important road will traverse. It will only be a few months before the work of construction will begin, opening up a new field for the further expansion and development of this, the most important colony of the Mother Country.

While the greater benefits arising from the construction of this great national highway must necessarily accrue to the western Provinces, and while the transportation question is of supreme moment to the whole Dominion, its importance to Maritime Province interests, both for land and sea transit, cannot be overestimated.

Our coast line of 3,000 miles, dotted with commodious ports with rail connections, demand at our hands the imperative duty of unflinching vigilance to secure the material advantages to which our geographical position entitles us.

Rail connection is steadily increasing through the length and breadth of the Atlantic Provinces, and it is confidently anticipated that by the time the national transcontinental line is completed the internal arteries will supplement the great main trunk system with up-to-date branches in each of the three Provinces.

The Halifax & South Western Railway is already circling the western portion of Nova Scotia, and construction will be

Capt. Joseph Read, Summerside, P.E.I.
President Maritime Board of Trade 1905-06.

well under way by next season on the eastern side of that Province, giving alternate lines from Yarmouth to Sydney.

The heart of New Brunswick will be intersected by the N.T.R. and other connections between Quebec and Moncton. The long-desired and urgently-needed communication between New Brunswick and Prince Edward Island will round out the plan of twentieth century methods of transit to and from eligible trade centres at all seasons in this end of the Dominion. The coastal steam packet service gives evidence of continuous improvement. Substantially every harbor and connecting vantage point is being brought in regular touch with the principal supply centres of trade in the Maritime districts.

Business Interests.

In natural products the output throughout the Maritime Provinces has been fairly well maintained. The catch of fish has not been up to the ordinary average but higher prices have prevailed, compensating to some degree for the shortage.

An important paper was introduced at your last annual meeting discussing the importance of the Government taking active measures to preserve the lobster fisheries. While no action has yet been taken, I am informed the subject is under their careful consideration and doubtless some course will be adopted by them to further this very necessary end. Efforts should not be relaxed, as it is a matter of vital importance to those engaged in this lucrative industry.

The recommendations to establish freezing establishments and fertilizing plants for abating the ravages of the dog fish have had the attention of the Ottawa authorities, and a better condition in both cases is hoped for in the near future.

The depressed condition of the lumber trade in Great Britain has had the effect of restricting the output of lumber in sections catering to this branch of supply. The South American and West Indian markets, however, are well maintained, with the result that the mills operating in this class of product are actively and lucratively employed.

Coal mining progresses favorably, the large quantities now raised annually making it one of our leading industries. The gold from our gold fields shows a trifle lower result than the average of previous years, but with the introduction of new and up-to-date machinery much improvement is anticipated. In manufacturing industries steady advance is well sustained, the operations of several organizations assuming proportions entitling them to the front rank in comparison with similar enterprises in any part of the Dominion. The distributing business, the West Indies' trade, and different wholesale and retail trades have all enjoyed a profitable turnover, the imports and exports of the three Provinces giving in nearly every instance fair all round averages in comparison with former years.

Tourist Travel.

The volume of tourist business in the direction of the Maritime Provinces maintains satisfactory averages. Some idea of its magnitude can be gathered from the fact that the line of steamers plying between the United States and Yarmouth carried to and from these ports last season over sixty thousand passengers. Statistics for this year are not, of course, complete, but during the past month the number of passengers arriving at this port was increased by six hundred over the same month last year.

The scenic advantages and salubrious climate in our sea port Provinces are being gradually supplemented by hotels and Summer cottage accommodations in keeping with modern improvements, while entertainment and recreation show marked improvement with each successive season.

By systematic attention to advertising and furnishing concise guide books and data, the tourist business has become a recognized and welcome addition to the ordinary "between season" business of many localities.

The aggregate of tourist expenditure in the Maritime Provinces now runs into several millions of dollars annually, clearly illustrating the advantages to be derived from well directed effort. This important question will come up for

your careful consideration during the present session.

Steel Ship Building.

The ardently-desired establishment of steel ship building at some point within the Maritime Provinces to replace the former flourishing industry of wooden ship building has not yet materialized, although strenuous efforts have been made to make a commencement at Halifax as an eligible locality. The postponement of the granting of a bonus by the Dominion authorities at the recent session of Parliament is a source of regret to the persons undertaking this important national work, but further efforts will be made to secure its realization in the near future.

A modern steel ship building plant has been well described as the mother of nearly every other industry, and the expansion of population resulting has been marvelous, especially in the ship yards of Germany as the latest instance. The subject is doubtless an ambitious one to carry out, but the enterprise and determination of the live business men in these Maritime Provinces will surely solve the problem at no distant day.

Chamber of Commerce of the Empire.

The London Chamber of Commerce has notified the boards of trade and commercial bodies throughout the Empire that the sixth Colonial Congress will be held in London in June, 1906. The last congress assembled in Montreal in 1903, about five hundred delegates being in attendance. Numerous important subjects will come up for discussion, some of which may well come within the scope of this board.

Trade and tariff relations between the Mother Country and its dependencies —the vital question of Imperial defence, codification of the commercial laws and customs of the whole Empire in connection with bills of lading, consignment advances, etc., are among the subjects for discussion suggested by the London Chamber.

The beneficial results accruing from these colonial conferences fully justify systematic endeavor to assist in development of the movement to promote concentration of Imperial influence on twentieth century lines to meet the strenuous trade competition in evidence throughout the world.

The cordial reception of the Canadian Manufacturers' Association in England recently is an object lesson, illustrating the far reaching benefits to be achieved by thorough combination in efforts to impress business circles in Great Britain of the great strides of progress taking place in all sections of Canada from year to year.

Maritime Union.

The rapid expansion of the western portion of the Dominion of Canada, demonstrated by the creation and admission of the Provinces of Alberta and Saskatchewan, emphasizes the importance of safeguarding the status of the Atlantic Provinces on lines of co-operation, securing a due equilibrium of political influence. The prospect of a legislative union of the Maritime Provinces was one of the leading ideas submitted at the formation of the Maritime Board of Trade.

Economy in local administration and more substantial influence in the councils of the several Parliaments are as potent factors to-day as they were a decade ago.

In connection with this important question should also be considered the imperative necessity of our Federal Government arranging some basis by which Newfoundland can be brought into union with Canada. The benefits accruing from such a result would be of incalculable value.

Fast Atlantic Service.

A slight improvement in the Atlantic mail service between the Mother Country and Canada is claimed from the records of the two new turbine steamers placed on the route in March and April last.

The first voyages of the Victorian and Virginian from Moville to Halifax did not come up to expectations. But somewhat better speed was accomplished by the Cape Race course up the Gulf of St. Lawrence to Rimouski—the last trip of the latter having reduced the time between Moville and Rimouski to six days

A test was made in June of the chances of a more rapid and satisfactory Atlantic mail delivery by intercepting

E. K. Spinney, Yarmouth, N.S.
Retiring President Maritime Board of Trade.

the Virginian off the port of North Sydney and rushing the mails by special trains from that point. The result was a considerable improvement in the deliveries to the Maritime Province trade centres, but the deliveries beyond Rimouski were somewhat disappointing.

The running time of the special train between North Sydney and Montreal established a record, conclusively demonstrating the great advantages to be secured through landing the mails at an Atlantic terminal by steamers of modern speed. The subject will doubtless be one of those nominated for your consideration, as in the case of each of the annual gatherings since the formation of the Maritime Board of Trade.

Insurance.

Excessive premium rates of fire and marine insurance have occupied the attention of the Maritime Board of Trade for several years past, but an all round satisfactory solution has not yet been reached.

An important paper was discussed before your board at one of your previous sessions urging upon the wholesale houses insisting upon their clients protecting themselves against losses by fire. It is to be regretted that no practical results have followed the resolutions passed at that time. The subject is worthy of your earnest attention.

In addition to the increased and necessary security to the system of credit, it would lead to such improvement to the physical hazard that lower rates of premium would unquestionably result.

Some improvement has taken place in the rates on marine risks, due to the additional care given to our seaboard by the several Governments in increasing and improving the light and buoy service.

The business of life insurance, which is of even still larger importance to the people as a whole, also represents phases suggesting careful inquiry as to the safety of the invested funds representing the hard-earned savings of nearly every family in the land.

The overwhelming necessity of absolutely faithful Government inspection applies to holders of policies in the Maritime Provinces as urgently as in other portions of the continent. On general public grounds it is beyond doubt a subject demanding a certain amount of watchful consideration by representative bodies.

Exhibition.

The Provincial and county exhibitions have been held throughout the Maritime Provinces as usual, resulting in healthy emulation and endeavor in the various localities.

Next year the Dominion Industrial Exhibition will be held in the Maritime Provinces, Halifax having been decided on as the location. To these fairs and exhibitions we are undoubtedly indebted for the establishment of the Agricultural College at Truro, by the Dominion Government, under the able superintendence of Professor Cummings.

In view of the establishment of a line of steamers between Canada and Mexico, opportunities are presented for trade in farm products and live stock in the West Indies, as well as in Mexico and South America.

The Maritime Stock Breeders' Association has already taken steps to develop its business by holding annual auction sales, duly advertised in these new markets.

Wireless Telegraphy.

The installation of wireless telegraphic apparatus at Glace Bay, Sable Island and Chebucto Head, under the personal supervision of the distinguished inventor, Signor Marconi, clearly indicates the importance of these geographical vantage points in the Atlantic Provinces, not only to the Dominion but to the marine interests of the Empire.

The successful operations of these wireless stations should also prove of substantial value to passing ships of every nationality and add to the prestige of Canada as one of the foremost factors in utilizing this modern aid to the world's progress.

Municipal Betterment.

A noticeable advance is taking place in many cities, towns and villages in the Maritime Provinces in the better shape of roads and the installment of asphalt pavements, the cultivation of lawns in front of residences and numerous other improvements designed to further higher

ideals of utilizing the conveniences and comforts to modern social needs.

Russo-Japanese War.

The war between Japan and Russia has continued without cessation since our last annual meeting. Although much more remote from the scene of conflict than our fellow Canadians on the Pacific Coast, we are fully alive to the dangerous complications liable to arise among the great world powers, particularly in maintaining neutral rights on the high seas, in which all Maritime communities are more or less interested.

The indications at present all seem to augur hopefully for peace, and it is much to be desired that the negotiations at Portsmouth, New Hampshire, so largely due to the well meant efforts of President Roosevelt, will, ere long, result in a complete termination of the war and the establishment of an enduring peace.

The shrewd diplomacy of King Edward VII has brought about a better understanding with France, clearing away many former causes of difference.

Cordial co-operation between the Mother Country and the great American nation to the south of us will exert a powerful and almost overmastering influence in bringing about a cessation of war for many years to come, and the substitution of arbitration in its stead for the settlement of international disputes.

All of which is respectfully submitted.

E. K. SPINNEY, President.

Referred to a Committee.

When the applause evoked by the address had subsided, M. G. DeWolfe rose and expressed his appreciation of the president's report, which he termed one of the best he had ever heard during his eleven years' connection with the board. He moved that the address be referred to a committee consisting of J. M. Owen, Alex. Stephen and Father Burke, who would report at the evening session. The motion was seconded by J. E. DeWolf and carried.

The convention then proceeded to take up the subjects for discussion in the order suggested by the committee.

A Standard Barrel.

F. C. Whitman, of the Annapolis Board, introduced the subject of a standard apple barrel and the inspection of cooperage stock. He thought there should be a standard-sized barrel for the whole Dominion. In Ontario, where the barrels were made from seconds and flour barrel staves, the size was larger than in Nova Scotia and the apple shippers of the latter Province were consequently laboring under a disadvantage. Mr. Whitman explained that a committee from the Nova Scotia Fruit Growers' Association had gone to Ottawa, and they had been promised a general meeting next June, at which a standard barrel would be established.

At present, conditions in Nova Scotia were most unsatisfactory. A large number of barrels were unfit for use and all sizes were utilized. The remedy was legislation along the line of uniformity. Every barrel should be subject to inspection; both ends should be planed; the name of the cooper should be stamped on the barrels and an inspector should visit the factories. Mr. Whitman suggested that under the Fruit Marks Act, the fruit inspectors should be required to watch the manufacture of barrels. He presented a resolution to the board along these lines.

Father Burke, president of the P.E.I. Fruit Growers' Association, in seconding the resolution, suggested leaving the working out of details to the Government and resolving the resolution into the following form:

"That a uniform barrel be adopted for Canada and the material entering into its construction be placed under Government inspection."

R. W. Starr said that he could not add much to what had been said, except to emphasize how reasonable it was to have a uniform barrel for the Dominion. Nova Scotia has passed an Act before Confederation for a minimum barrel, and now she had to compete with the large Ontario barrel. What should be impressed was that the barrel should be a unit of measurement.

J. M. Owen thought the resolution should be worded to the effect that a standard barrel be made and no shipments be sent from the Dominion except in standard barrels. He would present

W. S. Fisher, St. John, N.B.
1st Vice-President Maritime Board of Trade, 1905-06.

an amendment that no apples be exported from the Dominion in other than standard barrels and that suitable provision be made for the inspection of barrels.

J. E. DeWolf—"Why should there be a different standard for export and home consumption? I am prepared to support Mr. Whitman's resolution, as a fruit inspector could do the work before the apple season begins."

C. Jamieson suggested referring the several resolutions to a committee to draft a uniform motion, but this idea was overruled as establishing a dangerour precedent.

Upon Mr. Whitman accepting Father Burke's revision of his original resolution, the motion was put to the meeting and carried unanimously.

WEDNESDAY AFTERNOON.

At 3.15 the convention was again called to order, when Chairman Spinney read a telegram from the Amherst Board inviting the Maritime Board to come to Amherst next year.

Improved Railroad Service

J. E. Woodworth, of the Berwick Board, in introducing the resolution from his board (No. 2), pointed out that his district was being discriminated against by the Dominion Atlantic Railway in their train schedule. People living east of Kentville could go to Halifax or Sydney, spend the day there and return the same day. Business men west of Kentville could only reach Halifax by an afternoon train and must spend the night there. Mr. Woodworth also pointed out that the small fruits from the Valley were at a great disadvantage in reaching the Halifax market. Correspondence with Halifax was also seriously handicapped by the lack of trains. Efforts to get the D.A.R. to remedy the trouble had so far been futile.

Mr. Woodworth moved the following resolution: "That in the opinion of this board, increased facilities for railway travel between Halifax and that portion of the Annapolis Valley lying west of Kentville should be provided."

This was seconded briefly by J. M. Owen. The discussion was continued by several of the members.

M. G. DeWolfe took exception to the resolution as a local one. He thought the board should only deal with broad and general subjects, and regretted that the present resolution had not been amalgamated with the general question raised by the Yarmouth Board on the subject of railway service, through the whole of Western Nova Scotia.

The chairman proposed deferring the settlement of the question until the Yarmouth resolution came up.

J. E. DeWolf saw no similarity between the two resolutions.

J. E. Woodworth claimed his resolution was not a local one, as the interests involved were not local by any means, but concerned the welfare of the whole Province.

The resolution was carried unanimously.

Fast Atlantic Service.

A. Stephen, of Halifax, found it difficult to introduce this subject in any new way, as it had been up before the board for many years. The question now was, where did the board stand after all the resolutions that had been passed since Confederation. He thought but little progress had been made and hoped that the series of resolutions, which he was about to make, would result in some definite good. The resolutions read as follows:

"Whereas the Atlantic mail service between the Mother Country and her possessions in British North America at the inception of Confederation was admittedly the shortest mail route between the continents of Europe and America, having been already in 1867 fully tested by the matured experience of over a quarter of a century;

"And whereas in the negotiations incident to merging the intended union of the Maritime Provinces into the larger compact between the two Canadian Provinces and their Atlantic neighbors a binding stipulation was agreed to in clause 145 B.N.A., to insure independent modern means of communication throughout the Dominion for obvious national considerations;

"And whereas this stipulation in clause 145 B.N.A. was the one thing needed to maintain the established ad-

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vantages of the all-British mail route between Liverpool and Halifax through the construction of the railway between Halifax and Quebec, afterwards known as the I.C.R., or the people's road of Canada;

"And whereas immediately after the Act of Union the alteration of the Atlantic mail route at first to Portland, Maine, and subsequently to an unsatisfactory divided Summer and Winter route has resulted in the transfer of the greater portion of the Canadian Atlantic mails through distant foreign avenues of communication, the Postmaster-General of Canada having stated in Parliament that 564,000 pounds of Canada's Atlantic mail matter had been conveyed via New York in 1903, while only 147,000 pounds (largely parcel post) had been conveyed by the subsidized Canadian mail steamers, notwithstanding our great geographical advantages;

"And whereas the rapid expansion of Canada's cereal areas in the Western Provinces forecasts an immense development of transportation interest by land as well as by sea towards both hemispheres, which transportation interest will be largely dependent on the control of national avenues of transit for mails, passengers and freight equipped on the most modern lines;

"And whereas the opportunity to control the shortest and quickest ocean communication between Europe and America, which was within the grasp of the Dominion, has been unaccountably neglected by the governing powers in Canada, to the amazement of successive viceroys and prominent statesmen and visitors from abroad, who find themselves practically compelled to avoid Canada's direct subsidized mail and passenger service, and seek the better transportation afforded by foreign ports;

"And whereas the recent I.C.R. speed tests between Sydney and Montreal confirm and emphasize the certainty of regaining control of the shortest and quickest mail and passenger route between Europe and America as soon as modern steamers connect;

"Therefore, resolved that the Maritime Board of Trade emphatically urges upon the Dominion Government the paramount importance of stipulating in future Atlantic mail contracts that steamers capable of competing with the swiftest liners on the Atlantic should be the only vessels eligible for mail service and that Canada's expanding revenue justifies the appropriation of adequate subsidies for that purpose.

"And further resolved that the arrival and departure of the Canadian mails for Europe shall be, as far as the Dominion of Canada is responsible, at one Canadian port on the Atlantic coast line, accessible all the year round, in order that the mails between London and Montreal shall be delivered in from 120 to 150 hours, with reasonable regularity at all seasons of the year.

"And further resolved that while it may be inexpedient to enforce binding stipulations as to the transatlantic course for mail steamers, the Maritime Board of Trade once more unreservedly endorses the chart of Capt. C. O. Allen, submitted and approved at the annual meeting held at Sydney, Cape Breton, Aug. 20, 1902, as not only the shortest, but also the safest and most reliable sea route, year in and year out, for subsidized Canadian Atlantic mail steamers."

Mover A. Stephen, seconder Jos. Read.

Commenting on these resolutions, Mr. Stephen said that after Confederation the Allan Line secured a subsidy from the Government to carry the mails. These were landed at Portland until such an outcry was raised that the next contract required a landing at a Canadian port. Halifax was selected as a port of call by the Allans, and the mails were landed there. Later mails were landed at Rimouski in Summer, and this is the position to-day.

Mr. Stephen felt that the board was not active enough in this matter, and that resolutions were useless. Delegations received attention from the Government, while resolutions were pigeonholed. He hoped the board would send two or three well-informed men as far as the Pacific Ocean to address the leading Canadian boards and secure their support. He pointed out that much attention was being given to securing quick communication with the west, while the connection with the Old Country was being neglected.

"What is the cause of the delay in the establishment of a fast mail service?" asked Mr. Stephen. "It is not a matter of such enormous expense. The Allans stand in the way, endeavoring to keep things as they are. They are getting big subsidies for freight boats. How long is this condition to last? I think it has lasted long enough. Let us subsidize a service which will give us the quickest and best service."

A. M. Bell,
2nd Vice-President Maritime Board of Trade.

Continuing, Mr. Stephen pointed out how safe the route was and how rapidly mails could be delivered. While it might be doubtful whether New York would profit by such a service, there was no doubt about Chicago and the Western States.

It was often asked whether the service would pay. That was not the question, but rather would it benefit Canada? This he believed it would do by advertising the country and strengthening the ties between the Dominion and the Mother Country.

Mr. Stephen urged the sending of a delegation to Ottawa, and hoped the question would not be laid over by the board.

Captain Read, in seconding the resolution, pointed out that it was not the present kind of boats that were required, but boats equal in speed to the best that come into New York harbor. The Government were trying to placate Canadians with small morsels now and then, but Canadians required the best. They should stand on their rights, and when they asked for a fast Atlantic service show that they meant what they said.

S. P. Challoner, Sydney, referred to the fact that Sydney was the nearest point to Europe. Why should steamers go to Halifax, two hundred miles farther west? In the recent experiment in landing mails at Sydney, Sir Wm. Mulock selected that port because it was nearest to Liverpool. When the mails were landed at Sydney they reached Halifax in 10 hours. Later, when landed at Rimouski, they were 24 hours on the way. He put in a plea for Sydney as the landing place for the mails, and thought that the resolution was restricting the Atlantic port to Halifax.

J. E. DeWolf denied there was any localism in the resolution, and held it should remain as it was.

A. Stephen said it was time to stop the antediluvian method of carrying mails up the Gulf. If they were carried there Sydney was all right, but there were considerable periods when Sydney was not accessible. The board stands on record as favoring the best all round route.

The resolution was carried unanimously.

Towns and County Councils.

M. G. DeWolfe introduced the subject (No. 4) showing how the incorporated towns paid more taxes in proportion than the rest of the county. It was a case of taxation without representation. He moved, seconded by Robert Harrington:

"That in the opinion of the Maritime Board of Trade incorporated towns should have representation in the councils of the municipalities."

Jas. Nichol, Chatham, N.B., referred to the law in New Brunswick and sympathized with the incorporated towns of Nova Scotia.

J. W. Day, Parrsboro, said that in Cumberland county there were four incorporated towns, which contributed 50 per cent. of the county's expenditure. This called for some representation from the towns.

Captain Read explained conditions in Prince Edward Island.

A. W. Eakins, Yarmouth, showed how Yarmouth was treated under the existing system. He was followed by Mayor Armstrong, who expressed grave fears about the efficacy of the remedy suggested. There would be difficulties about how the representation should be made.

M. G. DeWolfe asked if there were not cases when questions came up in the county council of interest to the town, of which the town never heard until too late. To this Mayor Armstrong replied there were such cases, but that the relations between towns and counties were usually amicable.

Municipal Ownership.

J. W. Day of Parrsboro brought up subject No. 5.—the municipal ownership of electric light plants. He stated that Parrsboro was the first town in Nova Scotia to install its own electric light plant. It was now running 150 sixteen candle power lights on the streets of the

town, as well as giving private service to the citizens. The revenue derived from the latter was at present only a little behind the total expense of running the plant, which was a very complete one valued at $17,000. Mr. Day referred to the difficulty other towns encountered in taking over lighting plants from private ownership and then moved:

"That municipal ownership of electric light plants would be beneficial and in the best interests of the towns in the Maritime Provinces."

The resolution was seconded by Captain Read.

W. S. Fisher, St. John, inquired of Mr. Day what provision was made at Parrsboro for wear and tear, and how they paid interest on their investment.

In reply, Mr. Day stated that they were able to pay about $125 for new equipment last year out of current revenue and the interest on their loan was also charged up to current expenses.

The resolution on being put to the meeting was carried unanimously.

Historic Spots.

J. D. Chambers, Wolfville, introduced this subject in an excellent speech. He referred to the resolution along the same lines passed last year at Moncton, A committee had at that time been appointed to discuss the whole question, but no report had as yet been prepared.

Continuing, Mr. Chambers pointed out how tourist travel meant dollars and cents to any country. The marking of spots of historic interest by monuments and stones gave a new interest to them and attracted the tourists. He believed that Canada should do its utmost to cherish the memories of the past, and moved that last year's resolution be reaffirmed.

S. P. Challoner, of Louisburg, seconded the motion, referring to the private efforts which were being made to raise a fund of $25,000 to erect a monument at Louisburg to the English and French soldiers who had fallen there.

J. M. Owen gave some details about the preservation of the old fortifications at Annapolis.

The resolution being put to the meeting was unanimously passed.

Annual Drills.

J. Kinsman, of the King's County Board, introduced the following resolution from his board:

"That it is not desirable that the young men of the Maritime Provinces between the ages of 16 and 21 should be obliged to perform three annual drills in the Militia of Canada."

In this connection Mr. Kinsman said this military service interfered with the work both of the farmer and the manufacturer, as young men of this age were the persons they relied on for their help.

J. E. Woodworth seconded the resolution, stating that the advantages to be derived from compulsory drills did not appeal to him. The drill became antiquated in ten years. Facilities for training the youths of the country in the use of the rifle were more to the point.

R. W. Starr, as an old militia officer, held that every young man should know something about drill and the use of the rifle. The early days were the time to train soldiers and make them obey orders.

M. G. DeWolfe saw good in both sides of the question, feeling that military training for the young was needed, but realizing that to take youths away from the country's industries would interfere with the revenues of the country.

A. Stephen said it was absurd to bring up such a subject at the meeting.

J. D. Chambers advocated rifle clubs, and thought militarism was running rampant in King's county.

J. E. DeWolf pointed out that they were discussing a question about which they knew little or nothing. They did not know whether there ever would be such a law.

W. S. Loggie, M.P., on being appealed to, said he had no information to give.

On motion the subject was deferred for consideration until the next annual meeting.

Commercial Reports.

In speaking on this subject (No. 8) C. P. Moore of Sydney explained that even though the Government supplied weekly reports from agents in all parts of the world, yet these were never made prominent in the local press. He would request the press to give a wider publicity to these matters. The people were a little slow in advertising, and should be educated up to it.

He moved:

"Whereas, in the opinion of this Maritime Board of Trade the reports of Canadian commercial agents abroad, as published by the Department of Trade and Commerce, contain much information of value to Canadian manufacturers, to Canadian shippers and dealers in produce; and whereas, these reports constantly present opportunities looking to the advancement of the export trade of the Dominion;

"Resolved, that this Maritime Board of Trade do, and does hereby, request of the Maritime Province press that they publish each week such information as these trade reports may contain relative to Canadian trade and commerce, and that a copy of this resolution be sent to each and every newspaper in the Maritime Provinces."

The motion was seconded by W. S. Fisher and carried unanimously, whereupon the convention adjourned until 8 o'clock.

WEDNESDAY EVENING SESSION.

When the delegates reassembled at 8.15 a good attendance of members was present, quite encouraging the hearts of the officers. J. M. Owen, on behalf of the committee, appointed to draft a vote of thanks to the president for his address, read a resolution which the committee had prepared. This was, on motion, adopted by the meeting. President Spinney replied briefly, thanking the delegates for their appreciation.

Headquarters of Pickford & Black Steamship Line, Halifax.

Steel Ship-building.

This important subject was introduced by J. E. DeWolf, of Halifax. In 1904 the difficulty had been to get a uniform opinion as to what should be the necessary protection, builders above the canals requiring more than those below. At a meeting last March, however, a resolution was drawn up and presented to the Government. Unfortunately the Government had not dealt with the matter. Mr. DeWolf simply desired to reaffirm last year's

resolution and to lend the board's support to the memorial presented to the Government. Extracts from the memorial were read by Mr. DeWolf, who expressed a hope that the Government would yet take some action in the matter. He moved:

"That the Maritime Board of Trade reaffirms its resolution of Aug. 18, 1904, in favor of Government assistance to steel shipbuilding, and regrets that the Federal Government did not deal with this important matter during the last session of Parliament.

"Further resolved that this board approves of the memorial presented to the Government at Ottawa, March 23, 1905, by those now engaged or interested in steel shipbuilding and urges that early action be taken by the Government to grant the measure of assistance necessary to secure the resumption of work in the shipyards now idle, and to establish other steel shipbuilding plants in Canada. Also resolved that copies of this resolution attached to copies of resolution of 1904, be sent to all members of the Cabinet, as well as to all Maritime Province members of Parliament, and that each board here represented solicit the support of its representatives at Ottawa toward securing the necessary Government aid."

C. P. Moore, Sydney, seconded the resolution, remarking that Sydney was deeply interested in the question.

E. B. Elderkin, Amherst, said it was not a subject to be passed over lightly, as Canada needed the industry. He held that it was on just such a subject as this that the board should take energetic action. Pressure should be applied and pressure was needed to secure prompt action on the part of the Government. He did not see why the Provinces should not take the same position in steel shipbuilding as they used to in wooden shipbuilding.

J. E. DeWolf thanked Mr. Elderkin for his support and said that the Halifax Board did not intend to let the matter drop until it was settled.

Senator Ross felt that with unanimity and pressure the matter would receive better attention at next session. The Ministers had many weighty matters to consider at last session.

Father Burke recalled seeing Mr. Fielding at Ottawa soon after the delegation of manufacturers interviewed the Government and at that time the Minister was strongly in favor of helping the industry. Possibly it was for the reason given by the Senator that no action was taken.

Speaking for St. John, W. S. Fisher, explained what that city had done in helping on the matter. He believed much of the work of the board was useless, because it was never followed up, and advocated the sending of delegations to the capital. He admitted difficulties in making up delegations, but felt that obstacles were not insuperable. He felt that the time was now most opportune for the men of the Provinces to make demands for those things they needed for their development.

M. G. DeWolfe said that with such speakers as Mr. Fisher on a delegation success would be undoubted. But the Provinces had many champions at Ottawa. and yet why was it necessary to reaffirm year after year resolutions on vital matters. He could not understand it, and believed a good strong delegation might do some good.

Captain Read pictured conditions today and contrasted them with conditions a few years ago.

W. H. Roach of Windsor feared the resolution would be side-tracked again, and hoped that a delegation would be sent to Ottawa who would present such resolutions as were deemed important enough. He advocated a committee of three, one from each Province, who would deal with these questions.

E. B. Elderkin thought the matter should be crystallized immediately and a determined lobby be begun at Ottawa.

The resolution was then put to the meeting and carried unanimously.

P. E. I. Transportation.

Father Burke introduced the vital question of communication between Prince Edward Island and the mainland.

C. M. Creed, Halifax, N.S.
Secretary Maritime Board of Trade.

After thanking the board for the opportunity of presenting the subject, Father Burke proceeded to discuss the proposed tunnel. The question of communication was constantly to the fore. The people of Prince Edward Island would not desert the project until it was accomplished. Support was being received from many boards of trade in Canada.

Father Burke pointed out that Confederation was discussed in Prince Edward Island as early as 1864. The Province, however, did not enter Confederation in 1867, holding off until conditions should be made favorable for them. Efforts were made time and again to get Prince Edward Island into Confederation. Sir George Cartier finally made a promise to give the Island adequate communication, and the Island Province joined the Dominion. The terms of Confederation called for a daily steam communication with the mainland. These terms have never been carried out, and it now became the duty of all Canadians to see that they should be. Father Burke trusted the Maritime Board would lend its support to the agitation.

He traced the methods of communication since Confederation, all of which have been inadequate. Last Winter the Island was cut off for 59 days, and in other years for even longer periods the Island had been isolated. Some other means than navigation must be adopted. No one believed that continuous communication could be kept up by navigation. One permanent system of communication must be secuced, and that could only be secured by a tunnel under Northumberland Straits.

The project was not impossible. The distance was only 6½ miles, and conditions were such as to make the work of construction very easy. This project of a tunnel had been before the people for twenty years. Famous geologists had found the strata under the straits most favorable for tunneling. Shale and clay existed there, and there would be little percolation of water. The tunnel, said Father Burke, could be built in five years at a cost not exceeding $10,000,000. M. J. Haney of Toronto had offered to undertake the work for that price and to hand over the complete tunnel in 6 years. American contractors were eager to build the tunnel as a private venture.

Father Burke believed the payment of $300,000 a year interest would more than be justified in comparison with the present expenditure on ships. These cost annually $100,000 for depreciation, $100,000 for insurance, and the Prince Edward Island Railway lost $100,000 of business every year because it lacked a connection with the mainland. Accordingly Father Burke moved:

"Whereas, the Province of Prince Edward Island entered the Canadian Confederation under specific terms as to continuous communication; and, whereas, such communication has not to this day been accorded to her; and, whereas, much loss and very great hardship is occasioned to her yearly in the Winter season especially, owing to the want of permanent communication, her natural progress and the extension of interprovincial trade being thereby greatly hampered and handicapped; and, whereas, no Province of Canada, irrespective of size or population, should be without at least one permanent and efficient system of communication, provided it can be afforded by the reasonable expenditure of public money, since such system is essential to the intercourse of the the different parts of the Federation and lends greatly to up-build and consolidate them; therefore,

"Resolved, that this Maritime Board of Trade in annual convention assembled request, and does hereby urgently request, the Federal Government to complete the terms of Confederation with Prince Edward Island by the construction and operation as soon as possible of a railway tunnel under the Straits of Northumberland, the only sure, permanent and adequate system of communication available; and, further resolved, that the system of navigation in vogue, pending the construction of the tunnel, be made as perfect as may be, the new ice-breaking steamer to be built being equipped with all the modern improvements for such vessels, and by employing one of the fleet of ice-breakers on what is known as the western route."

Captain Read, in seconding the motion, gave some practical information about tunnels, referring to tunnels in London, railway tunnels under rivers, where ferries used to run, and tunnels where bridges stood. He pointed out

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the heavy freight rates between the Island and Halifax, and the frequent handling of freight. If direct rail communication could be secured, values in the Island would go up immensely. Then, too, the tunnel was as necessary in Summer as in Winter.

He showed how tunnels are built, referring to the Severn Tunnel, almost quite as long as the proposed Island Tunnel. To-day a tunnel could be built much more rapidly.

Still further he explained the need for regular communication with the mainland in order to steady prices, and the necessity for having the Island food products put down rapidly in any part of New Brunswick or Nova Scotia.

The resolution, on being put to the meeting, was carried unanimously.

THURSDAY MORNING SESSION.

A. M. Bell brought up the subject referred to on the preceding day—the neglect to follow up resolutions by the board—and introduced the following motion :

"That on the request of any board of trade in the Maritime Provinces, the president, or in his absence one of the vice-presidents, may appoint one or more delegates to represent the Maritime Board in any matter which has been favorably passed on by this board at any of its meetings, provided that if such delegate should not be immediately interested in the matter to be presented, his expenses shall be paid by the local board making the request."

Father Burke believed there should be a permanent committee to follow up resolutions. He suggested three men from each Province.

E. B. Elderkin seconded the resolution but believed a standing committee of one man from each Province, one of whom should be the president of the board, would be a good arrangement.

W. S. Fisher outlined a plan for a permanent committee, consisting of three men from each Province. The president and the two vice-presidents would be the senior members of the committee, and would be supported by two men from each Province.

The discussion was continued by M. G. DeWolfe, Senator Ross, and several other members.

Alex. Stephen considered a committee of three too small. He advocated a larger deputation, who would convince the Government that the Maritime Board meant business. He thought the delegation should be appointed immediately.

Father Burke, having consulted with Mr. Bell, introduced a revised resolution covering both suggestions. The following prefix was added to the original resolution :

"That a permanent committee on resolutions, composed of three members from each Maritime Province, the three presidents being members ex officio, be appointed to carry on resolutions to the sources affected and further resolved."

W. S. Fisher objected to the sending of local delegations.

J. M. Owen explained how cases would arise when local matters would have to be considered and local boards would have to take action. He believed the resolution was satisfactory.

A. M. Bell considered that the resolution should be made as elastic as possible.

The revised resolution, being put to the meeting, was now carried unanimously.

Steamship Service.

On behalf of the West Prince Board, John Agnew introduced the subject of a steamship service for the northern ports of Prince Edward Island. At present a few schooners do the trade, but a good steamship would be most beneficial. He moved :

"That the resolution passed at Moncton last yaer, with reference to steamship communication between Sydney, north ports of Prince Edward Island and the Magdalen Islands and Miramichi, be, and is hereby, reaffirmed."

S. P. Challoner seconded the motion on behalf of Sydney Board, believing such a service would be of considerable advantage to Cape Breton Island.

James Nichol, speaking for the Miramichi District, pointed out the advantages his section would derive from this service.

The question was put and carried.

Maritime Union.

W. S. Fisher regretted that the St. John member, who had proposed the subject, was unable to be present.

Speaking for Amherst, E. B. Elderkin said he was in much the same position as Mr. Fisher. He had no resolution to offer.

J. E. DeWolf suggested a large committee to draft a resolution, as the matter was most important.

M. G. DeWolfe saw no reason for putting off the settlement of the question. It had been put off at Moncton, and should not be put off again. He read the 1303 resolution introduced at Charlottetown, and suggested passing it this year.

A. M. Bell moved that the considera-

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tion of the question be deferred, and a committee of three be appointed to draft a resolution.

Mr. Fisher seconded the motion which was carried. A committee consisting of W. E. Porter, Captain Read and W. S. Fisher was appointed.

I. C. R. Diversion.

In the absence of Mr. Day, of Parrsboro, E. B. Elderkin introduced the resolution of the Parrsboro Board. At present the road from Moncton to Truro was over-taxed. A loop by Parrsboro would be only slightly longer and the grades less steep. Either the present road would have to be double-tracked or a new loop be built. The former alternative was not a wise one. He accordingly moved :

"That this board press upon the Government of Canada the importance of constructing a loop on the I.C.R. between Amherst and Athol to a point on the I.C.R. at or near Truro, and urge the said Government to immediately hold a survey of the proposed route to locate a line with a view to constructing the same."

A Commission for I. C. R.

A. M. Bell stated that the Halifax delegate, who was to take up this subject, was absent and suggested passing it over.

Inland Fisheries.

A. M. Bell brought forward a resolution on this subject as follows:

"Resolved, that the Government of Canada be requested to ascertain by scientific investigation what measures are necessary to restore and protect our inland fisheries. That having obtained this report, it should be published and distributed as widely as possible, to the end that public opinion regarding this question may universally be aroused; and that subsequently such measures may be adopted as may be found to be desirable and practical in the light of the report and the discussion which may follow its circulation."

Mr. Bell, continuing, said the matter was not sectional, nor should it be approached from the sportsman's standpoint. He believed Nova Scotia was the natural nursery for fish, being one-fifth covered with water. He understood the Government had appointed a large number of inspectors at small salaries, who did not do their work properly. There should be proper protection. If the fisheries were only protected, sportsmen would come to the Province and spend their money there.

J. M. Owen seconded the resolution. He believed the game wardens were not paid enough. He cited instances of infractions of the law and explained how the Nova Scotia fisheries were being destroyed. He advocated a permanent commission, believing the present system quite inadequate.

Senator Ross pointed out that there were laws, but they were not enforced. Complaints were made, but the culprits were never prosecuted. He thought if outsiders were appointed inspectors, there might be some improvement.

J. E. DeWolf asked why culprits were not interfered with,—simply because the game warden didn't like to accuse his neighbors and for political reasons. Even the wardens broke the law. He thought the resolution did not go far enough.

Several other speakers discussed the question, which was unanimously carried.

Chairman Spinney appointed the following committee: W. S. Fisher, E. H. Armstrong, Father Burke, Alex. Stehpen and M. G. DeWolfe, to nominate the officers and select a place of meeting for next year.

Better Steamship Service.

W. S. Fisher introduced the subject (No. 16). He thought there was no doubt there should be a better service across the Bay, to give access to the west. He moved:

"That this board reaffirm its position with reference to the desirability of securing a daily steamship service between New Brunswick and Nova Scoria via St. John and Digby, and that the incoming executive be requested to again bring the matter before the Federal Government with an urgent request that this service be provided at the earliest possible date."

Continuing, he remarked that some doubts had been expressed on the possibility of keeping up a daily service. He felt, however, that there might be considerable improvement.

The resolution was seconded by C. Jamieson, who said the difficulty was to get the company to give a better service for a larger subsidy.

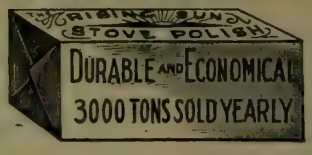
J. M. Owen considered the resolution did not go far enough and thought a service to Annapolis could be instituted as well. He desired to have Annapolis added to the resolution.

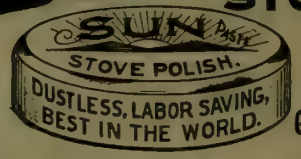
President Spinney believed he was the originator of the movement. From the business standpoint, freight service to

UPTON'S

ORANGE MARMALADE

is the old reliable brand. Many have imitated but none have equalled Upton's.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.


SUN PASTE STOVE POLISH IN TINS


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For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Western Nova Scotia was very inadequate in Winter. The matter had been discussed at Ottawa with the Minister of Commerce and should be prosecuted until it was an accomplished fact.

The question was put and carried.

THURSDAY AFTERNOON SESSION.

A Pleasant Drive.

No sooner had luncheon been disposed of than the delegates were taken in hand by the Yarmouth Board and given a drive of an hour's duration about the town. The perfect weather, the smart turnouts and the genial hosts made the drive an ideal one, and on every hand exclamations of admiration were heard at the beauties of Yarmouth. The residences in the town are of substantial build and attractive architecture and are surrounded with broad lawns, gardens and hedges. The latter are the pride of the citizens of Yarmouth, and well deserve all the encomiums that were bestowed on them.

About 3.30 the convention reassembled and business was resumed.

Abolition of Statute Labor.

R. W. Starr, of Wolfville, introduced the subject. He explained that he was not the member selected to take up this matter and consequently had no resolution to offer. However, he believed it to be a subject worthy of discussion. He contended that it was better to employ skilled labor than to force every man to perform his share. It was an antiquated law and required amendment. So far as good roads were concerned everybody wanted them, but few knew how to get them. He thought that the money now being laid out on statute labor could be employed to much better advantage in securing good roads.

Captain Read suggested framing a resolution from the words of the subject on the programme, which was accepted by Mr. Starr. The latter accordingly moved:

"That the Maritime Board of Trade urge upon the Governments of New Brunswick, Nova Scotia and Prince Edward Island the importance of improvement in the common roads of the Provinces and to take steps to diffuse information on the subject, especially by the distribution of literature and the appointing of an official who shall confer with the county councils and lecture on the subject in the various communities throughout his Province; and further, that statute labor in Nova Scotia be abolished."

Captain Read seconded the resolution, explaining conditions in Prince Edward Island, where statute labor was abolished five years ago. A poll tax was now in force to make up for the deficiency. Under the present conditions, it did not take any more money out of the treasury now than when statute labor was in force. He explained the system in force at some length. With regard to advocating good roads, he referred to the literature issued by the good roads associations in Ontario.

E. B. Elderkin was doubtful about how an improvement could be brought about. He recalled that there was a Good Roads Association in Nova Scotia, which had been active a few years ago, but did not think much good had been accomplished. He also questioned whether it would be possible to get statute labor abolished.

Speaking to the motion again, Mr Starr showed how there were difficulties in purchasing material for the roads, under statute labor, owing to the difficulty of getting money. The discussion was continued by J. E. DeWolf, J Kinsman and others.

B. H. Dodge said it was a vexed question on which he had a public and a private opinion. He explained the present system in force in Nova Scotia. The chief objection to direct taxation was that the people preferred to give the labor rather than the money.

Senator Ross referred to the advantage the farmers in Ontario derived from better roads. In the matter of bridges the Province was well supplied. He advocated a system of direct taxation in place of statute labor.

Alex. Stephen, Halifax, offered a suggestion that the Legislative Council and other useless institutions be abolished and the money be expended on roads.

Captain Read thought the trouble lay in the timidity of the politicians and yet they need have no cause to fear because the new system would soon prove cheaper than the old.

The resolution was put to the meeting and carried.

Recoinage.

H. C. Tilley, St. John, introduced the following resolution:

"That in the opinion of the Maritime Board of Trade, Canadian worn silver coins should be redeemed by the Government, because,

"(1) The Government have received full face value for the coins; have made a very large profit out of their issue (on present issues the profit being about one hundred per cent.), and can reproduce from worn coins, coins of full weight at a comparatively slight expense;

"(2) Coins pass from the current to the uncurrent stage imperceptibly, and the circulation of worn coins, when not redeemable, induces a large amount of small deceit in the passing of the coins and lowers the public opinion of Governmental management;

"(3) Great Britain and the United States redeem at the face and recoin their worn silver coins."

Speaking on this resolution, Mr. Tilley felt that there was a great deal of deception practised, which should not be allowed. He cited instances where coins were passed off for higher values than they were worth.

The motion was seconded by W. S. Fisher, St. John, in a brief speech. The St. John Board had recently passed a resolution on the subject at the instance of the Toronto Board. The proposition was a very fair one and should be adopted by the Government.

C. Jamieson brought up the resolution of the Digby Board on the subject of deporting Newfoundland 20-cent pieces and asked that it be added to the resolution before the meeting. This resolution read: "Resolved, that in the opinion of this board, the Government of Canada should deport alien silver specie of the denomination of 20 cents and call in the present Confederation silver of that denomination."

This was agreed to by Mr. Tilley and the question was put and carried.

Maritime Union.

W. S. Fisher reported for the committee appointed at the morning session, and introduced a resolution to the effect,

"That in the opinion of this board the time has arrived for a union of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island, and that a memorial to this effect be forwarded to each of the Governments and that they be urged to arrange for a meeting of representatives from each Government at an early date."

One idea brought forward by Mr Fisher was the growing power of the west, compared with the small growth of the Maritime Provinces. The question was what should be done to maintain the balance of power. The Provinces had helped in the development of the west and were now waiting for some share in the benefit. So far they had been

somewhat disappointed. The great need was summed up in the one word "transportation." Better facilities for exporting the products of the west were needed. To nationalize the ports, to make them easy of access, and to improve means of traffic were the objects to be aimed at. When it was realized that for six months of the year the Provinces were the sole exits for Canadian goods, the position was stronger than was thought. In union there was strength, and possibly in a union there would be greater possibilities for securing what the Provinces needed.

A. M. Bell seconded the resolution. He felt that the matter would be fully discussed and believed an economy in government would be secured by a union.

Senator Ross considered the matter of supreme importance. What was needed was to educate public opinion. He thought the three Premiers and their Attorney-Generals should come together and formulate a plan of union, which might be put before the people.

Speaking for the Island, Captain Read was sure the people would need education before they would come into a union, though the feeling would be different if the tunnel were built.

E. B. Elderkin felt the matter was impracticable. The Provinces could not be brought together. He referred to the fact that in Prince Edward Island the tax rate was 2 mills. In uniting with Nova Scotia they would be subject to a far higher tax. He did not see how a union would give greater influence. It would reduce the number of members at Ottawa. He felt that the three Governments with all their machinery had more power and that the Provinces were fairly well treated.

Jas. Nichol realized how foolish it was to have three Parliaments for a population of 800,000, but failed to see how a union could be arranged. Some years ago it would have been easier, before the Parliament Buildings at Fredericton were built. On behalf of the people of New Brunswick, he invited the Nova Scotians to come to Fredericton and make it the capital of the united Provinces.

M. G. DeWolfe produced and read a number of newspaper clippings illustrating public opinion on the question and showing how desirable union was. He believed that the young men of the Provinces would feel prouder if they belonged to a larger portion of the Dominion and would be inclined to remain in the country.

Mayor Armstrong felt that the day for a union of the Provinces was passed in 1867, and that the difficulties were now almost insurmountable. He held that moral suasion should be employed now and later on something might be done. He did not see how there would be any more influence exerted at Ottawa if there were a union than if there were not. More good would be done by a union of the business men of the Provinces in such business unions as the Maritime Board than by legislative unions.

Captain Read deprecated the idea that there would be no greater influence at Ottawa if there were a union. At present the members from the Island exert little influence, but as members from a Maritime Province they would have a still greater influence.

In reply, Mayor Armstrong said that on all general questions the members from the Matitime Provinces stood together.

The resolution was carried with a few dissenting voices, and the meeting adjourned.

THURSDAY EVENING SESSION.

At 8.15 the chairman called the meeting to order and J. E. DeWolf presented a resolution to the effect that the Maritime Board of Trade memorialize the Government to appoint a third member on the Dominion Transportation Commission from the Maritime Provinces.

E. B. Elderkin seconded the motion, commenting on the lack of energy in the Provinces in pressing their claims. The motion was put and carried.

Sydney and Halifax Service.

S. P. Challoner of Sydney introduced the subject of a night service from Sydney to Halifax. It was not a local question as some might suppose. Sydney was a great mining and industrial proposition, with several most important industries. It had consequently a direct interest for all the towns and cities of the Provinces. At present there are two trains out of Sydney, leaving at 7 o'clock and 1 o'clock, one of which was not satisfactory for mails or for travel because of poor connections.

Mr. Challoner outlined how mails go and come from Sydney, showing the length of time consumed. Sydney and its neighboring towns did not ask for a third train, but wanted the one o'clock train removed and a night train substituted. Such a night train would facilitate travel immensely in all directions, and give an improved mail and passenger service.

The resolution presented by Mr. Challoner read that:

"Whereas, the inaugurating of a night express train service between Sydney and Halifax must prove of very great advantage to the business men of the Maritime Provinces, and a benefit to interprovincial trade interests generally;

"And, whereas, such a service would admit of the best possible through connection by rail and water for all points west of Truro, Halifax and Yarmouth;

"And, whereas, a night express train between these points would mean a great saving of time to travelers going both east and west;

"And, whereas, such a service would stimulate tourist traffic to this Province:

"Therefore, resolved that this Maritime Board of Trade do urge upon the Department of Railways that a night express train service between Sydney and Halifax be put into operation at the earliest possible moment, and that a copy of this resolution be sent to all of the Federal representatives for the Maritime Provinces, to the Minister of Railways, and to the several civic corporations throughout these Provinces."

The resolution was seconded by Alex. Stephens of Halifax. It was simply a question of justice to Cape Breton. Today the island was in a position to demand such a concession. Sydney had all the elements to make a great city and it was being built up rapidly. In the district other cities were growing up, and the place was entitled to consideration.

The resolution was passed without further discussion.

Federation With West Indies.

The subject was introduced by E. B. Elderkin of Amherst, who claimed the matter was of the utmost importance to the Maritime Provinces and the whole Dominion. The day must be looked forward to when Canada would be a mighty nation, and it was time to round off Canada with possessions which would supply wants not to be supplied inside the Dominion. He believed the British West Indies would be willing to enter a confederacy with Canada. Neither Canada nor the Indies produced similar products, and an interchange of products would be of mutual advantage. If Canada did not take in the Indies, the opportunity would pass and the latter would join the United States. By taking in the Indies the importance of the Maritime Provinces would be increased. The ports of the Provinces would be the gateways for the passage of all Canadian products for the West Indian Islands. He moved that:

"The Maritime Board of Trade at Yarmouth in annual session convened, respectfully ask the Federal Government to take such action in the premises as will lead to the entrance of the British West India Islands into the Canadian Confederation;

"Further resolved, the secretary be, and is hereby, instructed to forward this resolution to the members of the Federal Government, and to the members of the Senate and the House of Commons."

The resolution was seconded by W. S. Fisher of St. John. There was a strong desire among the islands to trade with Canada, but they had better connections with United States ports. The time was opportune to do something, as they would soon be united with some larger country, and this larger country should be Canada.

W. D. Taunton, Halifax, corroborated the statements made about union sentiment in the islands. Since the adoption of the preferential tariff, the situation had been greatly strengthened. The system of Government was bad and was a heavy tax on the people, so that they would welcome relief by joining the Dominion.

J. E. DeWolf pointed out that the United States were monopolizing trade between the Philippines and their home ports, and between their West Indian Islands and home ports, and he indicated that trade between Canada and the Indies would be of advantage to the Canadian marine and to Canadian shipbuilding.

The resolution was carried unanimously.

A committee comprising Messrs. Fisher, Elderkin, Taunton and Read, was appointed to draft a memorial along these lines to be presented to the Government. The same committee was empowered to take steps to interest the people of the islands in the subject.

Advertising the Provinces.

Captain Read moved that the board reaffirm the resolution of last year and reappoint the committees then appointed, asking them to make a report at the next meeting of the board.

J. E. DeWolf seconded the motion, which was carcied.

Tourist Travel.

A. W. Eakins of Yarmouth introduced the subject. For several years he had much to do with advertising his part of the Province. He felt that the work was of sufficient importance to merit attention from the Government. Provided 10,000 tourists visited Yarmouth

and spent at least $50 each, the benefit to the town would total $500,000. He felt that the most effective plan which the Government could adopt would be to employ two or three experts to write up illustrated accounts of the Provinces to be inserted in the leading American magazines. He accordingly moved:

"That in the opinion of this, the Maritime Board of Trade, the several Legislatures of the Maritime Provinces should take into consideration the expediency of appropriating some reasonably large sum of money and expending it in a comprehensive and systematic plan of publicity in the direction mentioned, or in assisting the several local associations which are organized for the purpose of promoting tourist travel."

The motion was seconded by M. G. DeWolfe, who realized that the local efforts made by the various boards of trade were inadequate and should be supplemented by Government aid. He further hoped that better hotels and boarding houses would be opened, better conveyances provided, and no overcharging indulged in. He read a letter from a gentleman in Dublin, in reply to his article in the 1905 Export Number of The Canadian Grocer, showing how little the Provinces were known. Advertising was the great remedy for this defect.

The discussion was continued by Senator Ross, W. S. Fisher, John Agnew, S. P. Challoner, and some others, and the resolution was passed unanimously.

New Officers.

Father Burke reported for the nominating committee, naming the following officers:

President—Capt. Read, Summerside.

1st Vice-President—W. S. Fisher, St. John.

2nd Vice-President—A. M. Bell, Halifax.

Per. Sec'y.—C. M. Creed, Halifax.

Auditor—M. G. DeWolfe, Kentville.

Cor. Sec'y.—D. K. Currie, Summerside.

On motion the report was adopted and the chairman introduced the new president to the meeting.

In a brief speech Captain Read thanked the convention for the honor conferred upon him.

Financial Statement.

C. M. Creed now read the financial statement of the association.

Yarmouth, N.S., August 17, 1905.

The Maritime Board of Trade.

In account with Charles M. Creed, Secretary-Treasurer.

To general expenses, 1905		$191 47
Secretary's salary, 1905		175 06
		$316 47
Credit.		
By Balance on hand, 1904		$156 04
Per captia tax collected, 1905	$210 00	
Per captia tax uncollected, 1905	63 20	273 20
		429 24
Balance		$112 77

Examined and found correct.

M. G. DeWolfe, Auditor.

Yarmouth, N.S., August 16, 1905.

On motion the report was adopted.

Place of Meeting.

John Agnew invited the board to visit Summerside next year, and moved that Summerside be the next place of meeting. The motion was seconded by Father Burke.

J. E. DeWolf moved that the invitation from the Amherst Board be accepted, on the ground that Amherst was a more central point. The motion was seconded by J. Nichol.

Upon a standing vote being taken, Amherst was selected as the next place of meeting, and E. B. Elderkin thanked the board for their acceptance of the Amherst Board's invitation.

Father Burke moved that the thanks of the board be extended to the retiring president of the board, to the officers of the Yarmouth Board, and to all others who had assisted in making the present meeting a success, including the press and the mayor and council of Yarmouth.

The motion was seconded by Senator Ross and carried unanimously.

Speeches followed from E. K. Spinney, who replied both for himself and the press and Mayor Armstrong, after which President Read announced the names of the permanent committee to act as a delegation for the board when necessary, as follows: E. K. Spinney, Yarmouth; W. M. Jarvis, St. John; Father Burke, Alberton; J. E. DeWolf, Halifax;

M. G. DeWolfe, Kentville, N.S.
Auditor Maritime Board of Trade.

J. Nichol, Chatham; S. N. Rattenbury, Charlottetown; G. A. R. Rollings, Sydney; J. Robinson, Moncton; A. P. Prouse, Murray Harbor.

The meeting concluded with the singing of the "National Anthem."

SOME YARMOUTH CHICKENS.

Room 109!

* * *

Who said Yarmouth was a dry town?

* * *

B. H. Dodge, M.P.P., kept the fun going every time he rose to speak.

* * *

Past President Spinney is a capital entertainer, and he had everything just right—except the rain.

* * *

References to the presence of the representatives of the MacLean Publishing Co. were greeted with applause. Thanks!

* * *

There's a nice Whist Club in Yarmouth, and through President Spinney's kindness some of the delegates were entertained there.

* * *

Secretary Creed was given a splendid opportunity to sing a song for the crowd at the opening session, but he failed to rise to the occasion.

* * *

"May I ask the mover of the resolution," said Captain Read, "if he means three drills a year for the boys or a drill for three years?" (Laughter).

* * *

"I'm the old man yet," said "Charlev" Creed amid wild applause as he thanked the convention for re-appointing him to the secretaryship.

* * *

M. G. DeWolfe was rather taken back when his remark that the members at Ottawa didn't get much of a reward for their services was greeted with laughter.

* * *

Senator Ross was an apologist for the Government whenever an accusation of neglect came up. His expression, "wearied with their long labors at Ottawa," evoked much comment.

* * *

Special thanks were tendered the MacLean Publishing Co. for the attention they paid to the proceedings of the board. The company had three representatives this year at Yarmouth.

* * *

The Grand Hotel came in for many compliments. M. G. DeWolfe said it only lacked an elevator and elevators. Another delegate claimed it was the best hotel in the Provinces.

* * *

Senator Ross told with great glee about his present of a 20-year-old bottle of Scotch last Christmas. He kept it until March 24, when he celebrated his golden wedding with it.

* * *

Captain Read Tells One.

"Tunnels are so common in England that people there wonder there are so few in Canada. Why, when they were building the C.P.R. across the prairie, an Englishman came along and on seeing the work of construction exclaimed: 'I don't see how you can ever put this railway through; there won't be any tunnels!'"

Senator Ross' Sympathy.

"The way I feel towards Prince Edward Island is something like the way the Irish M.P. felt in London, when he encountered one night a big man lying in a gutter. 'My man,' said he, 'I wish I could help you up, but I can't; so I'll just lie down beside you and keep you company.'"

Father Burke is Witty.

"When it comes to advertising this tunnel we may be accused of being like the fussy man who was traveling some distance on the railroad. He had a trunk in the baggage car, and every stop the train made he would rush into the car to see that the trunk was there. Finally the irritated baggage-man called out to him, 'I wish you were an elephant instead of an ass, and then you'd always have your trunk with you.'"

Baking Powder.
Gillett, E.W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode Gum Co., Montreal.
Christie, Brown & Co., Toronto.
Colson, C. E. & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal
McLaughlan, Sons & Co., Owen Sound.
Moirs, Limited, Halifax, N.S.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.
Webb, Harry, Co., Toronto.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Klaus—Rose & Laflamme, Montreal.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHoutens—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co. Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto
Lucas, Steele & Bristol, Hamilton.

Dairy Produce and Provisions.
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax
Gorman, Thos., St. John, N.B.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Northrup & Co., St. John, N.B.
Pacific Selling Co., New York.
Sloan, John & Co., Toronto.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.
Tippet, A. P. & Co., Montreal. –

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
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SUGGESTED BY CONVENTION.

THE Maritime Board of Trade, whose proceedings are fully reported in this issue of The Canadian Grocer, is a unique organization, a business man's voluntary parliament, where matters of interest, local, Provincial and National, are discussed with a refreshing frankness, and to which the student of current thought may turn with confidence for a trustworthy index of Maritime opinion.

The impression is received from attending the meetings of the board that the members are very much in earnest, and a laudable enthusiasm for the advancement of the interests of the east is everywhere apparent. If open to criticism upon any point it is on a perhaps natural tendency to consider matters of purely local interest of greater National importance than their sister Provinces may be disposed to admit, and a desire to shoulder the financing of these local projects upon the Federal Government.

These matters are, however, incidental and the questions of larger interest were handled in a manner that would have reflected credit upon a parliament whose members were under the fine stimulus of an adequate indemnity.

* * *

A fast mail service is one of the questions discussed of general interest. It is, indeed, little creditable that in spite of our present subsidies, 564,000 pounds of Canada's Atlantic mail matter had been conveyed in 1903 via New York, while only 147,000 pounds, largely parcel post, via Canadian ports. The demand for first-class service in return for future subsidies was well advised.

* * *

The proposition for a union of the three Eastern Provinces, endorsed by the convention, was a step in the right direction, and if local interests can be overcome the east would gain in strength and solidarity. Economies of administration and a better choice of public men could be secured.

* * *

The resolution dealing with the placing of the Intercolonial Railway under a commission was, unfortunately, not discussed. There are many in Central Canada who are of the opinion that such a move would result in placing the Intercolonial on a paying basis. The views of those most directly concerned would be interesting.

* * *

The resolution passed a year ago, calling on the Government to afford protection necessary to encourage the building of steel ships, was reaffirmed, and it is to be hoped that in the tariff revision, so long promised, this important matter will receive due and sympathetic consideration.

* * *

The rounding off of Confederation by the inclusion of Newfoundland and the West Indies, endorsed by the convention, affords food for thought. As to Newfoundland there is little question in the minds of Canadians generally and the Government could increase its prestige in no more signal manner than by the realization of this project. The inclusion of the West Indies is a matter that has been given less thought. The idea is almost Imperial in its scope, and is extremely seductive. The fact that our Maritime friends, who are best acquainted with the conditions in the Island, have so enthusiastically endorsed the idea argues for its feasibility. May the day hasten when we can speak of our Canadian Dominions beyond the sea.

A NOT IMPOSSIBLE TASK.

IT is to be hoped that the proposed reorganization of the Intercolonial Railway will be upon a business basis. In spite of the best efforts of the few good men who have occupied the portfolio of Minister of Railways, the Intercolonial has been managed altogether too much in the interests of the politicians. This has been the case no matter which party happened to be in power. Men well-intentioned in both parties have tried to manage the road properly, but they have each in turn had to submit to the pressure of party exigencies.

If the Hon. Mr. Emmerson can introduce a system of management similar to that employed by private commercial enterprises he will be entitled to the thanks of the country, while a stigma under which public railway ownership now rests would be removed. There may be a great deal to discourage him, but there is also a great deal to encourage him. And the task is not, after all, a hopeless one. It can be done, if there is steadfastness behind the resolution.

PERNICIOUS BUSINESS LEGISLATION.

THE business interests of Canada have of late been the victims of a series of Provincial Legislative abortions that have been aimed at that freedom of trade throughout the Dominion which was one of the great objects of Confederation. These ill-advised and futile measures have taken the form of taxes on commercial travelers, registration fees, and the like, and while yielding no great revenue have been vexatious in the extreme, tending to discourage trade rather than to assist in defraying the expenses of Government.

A number of incorporated firms doing business throughout the Dominion have recently received notice from the Government of Nova Scotia that by a recent Act of that Province they were required to pay a registration fee according to the amount of their capitalization. Some paid it, and others paid no attention to the notice. It is claimed that there the matter dropped, that the Act is ultra vires and the fee non-collectable. At any rate those that have paid the fee are making efforts to recover the amount paid, and so far as known no steps have been taken to enforce payment from delinquents.

If there is anything that mitigates the distaste mankind in general have for paying a tax it is the feeling that the

impost is inevitable and is levied on all alike. Otherwise taxation becomes unbearable.

All this system of petty taxation is wrong, and savors of the "octroi" duties of the middle ages, by which each locality sought to hedge itself around with a multiplicity of petty exactions directed against their neighbors, but which succeeded only in discouraging commerce and making life wearisome.

Nova Scotia is by no means alone in this regard—all the Provinces have sinned. But as in this case there seems no possibility of making the collection of the fee general it should be dropped altogether.

An early occasion should be taken for an inter-Provincial conference, at which this vexatious subject should receive attention, and means be taken for the removal of all such barriers to trade among the various Provinces.

Whatever their pretext, such extra-Provincial enactments are opposed to the Confederation principle, and should be abolished. They emphasize the necessity frequently urged by this paper of larger representation of business men in our Parliaments.

TECHNICAL TRAINING FOR CLERKS.

IN this age of canned and package goods there is a danger of the storekeeper becoming merely an automaton for the distribution of goods. Latterly he is able to worry along with little or no technical knowledge of the articles handled. The fixing of prices has got beyond his control to a large extent, and even his profits in many instances are practically arranged by the manufacturer. Many of the older men in the trade know what it is to have served an apprenticeship varying from three to seven years under a master who had in all probability plodded along quietly, and was not only master of his men but an expert in his line.

Time has changed all this; a great deal of the detail which was formerly considered a necessary part of the grocer's education is now done in the factory. What is more, there is a growing tendency among the trade to accept this state of affairs, and to consider that any man will do for a grocery clerk. As a matter of fact there never was a period when there was greater necessity for the retail grocer to be thoroughly conversant with the technicalities of trade. A grocer is in that most important position of standing between the producer and the consumer, and it is imperative that he should have an intimate knowledge of the goods he handles. He should be prepared to fill the position of honest advisor to his clients in such a manner as will secure and hold their confidence; he cannot do this unless he first knows the A.B.C.'s of the goods he is selling.

It is here that the importance of the technical education of the present generation of clerks comes in. True, the system of teaching in force fifty years ago is no use to-day. The average grocer is not near enough to his man to impart the necessary knowledge. Besides, many of the articles in a grocery store to-day were unknown a decade ago. The clerk is to a large extent thrown on his own resources, but given an honest desire to acquire knowledge of the trade, he will find ample means of acquiring much useful information. The Canadian Grocer has anticipated the need by giving "articles" from time to time on the origin and manufacture of foodstuffs and staple articles in the grocery trade.

A NARROW POLICY.

MANUFACTURERS west of Montreal are continually complaining about the policy of the Nova Scotia Government in exacting a royalty upon the coal mined in that Province, in consideration of the protection accorded them by the tariff. This royalty, added to the great cost of transportation, makes the price of Nova Scotia coal in Ontario quite prohibitive, and the result is that practically all the coal consumed in Ontario is imported from Pennsylvania and Ohio. On this coal a duty of 67 cents per ton is exacted, and it adds materially to the cost of production in Ontario manufactories.

Now this duty was, of course, imposed to benefit the mines of Nova Scotia, but the Ontario manufacturers claim that this result is not achieved in their case, as the Provincial royalty prevents the eastern coal from being marketable in Ontario.

For a solution of the problem, two courses are proposed. One is that the Nova Scotia Government should waive the royalty on coal shipped west of Montreal, which would enable it to compete successfully with the imported fuel. But this question has often been discussed, and the authorities in the eastern Province show no disposition to make such a concession. The other plan is to remove the duty from coal coming into Ontario; but this would give rise to complaints of unfair discrimination in favor of one Province.

The question is rapidly becoming an acute one, and the Ontario men are using all possible means to secure a more equitable adjustment of the difficulty.

A SPECIAL INVITATION.

We extend to our readers a hearty invitation to visit our Toronto offices and make themselves at home during the National Exposition. Our staff will be entirely at your disposal and will be glad to give you any information desired. Remember, we are always

AT YOUR SERVICE.

MEN WANTED.

THE cry comes from the Great West that in spite of the thousands of men who have gone there to help gather the bounteous harvest the supply falls far short of the demand.

This state of affairs is likely to be repeated for some years to come. The grain-producing qualities of the west promise for a great while to increase faster than the army of workers and the machinery for gathering the harvest. This illustrates more than words can demonstrate the possibilities of the western prairies, whose fringe has scarcely yet been touched by the agriculturist.

The scarcity of labor is not confined to the agricultural industry of the Great West. In Ontario there is also a scarcity, although not to the same extent as in the newer and less settled parts of Canada. The Government reports recently issued show this.

Nor are the growers of grain alone in experiencing a shortage in the supply of labor. Manufacturers employing skilled mechanics also want more men of desired ability than they can get. There may be a superabundance of incapables, but of men who know how to do things there is a dearth rather than an over supply.

Canada wants men, but they must be of the right type.

The time is not far distant when Canada will follow the lead of Great Britain in the matter of educating the grocery clerk, namely, by opening technical schools. By such means clerks are able to acquire knowledge which would be impossible under other conditions. Many grocers considered experienced and well informed under the old regime, find it well worth their while to refreshen their memories and get hold of new ideas. Sons of tradesmen, after availing themselves of the advantages of technical training, are found re-forming the business established by their fathers on a distinctly scientific basis. The question of technical education is one of importance to the business community at large, and calls for immediate attention; meanwhile it behoves each clerk to see to it that he leaves no stone unturned to thoroughly equip himself in regard to the knowledge of his trade.

WESTERN ASSOCIATION NEWS AND TOPICS

WITH organization of the southern part of Manitoba almost completed, the association executive have a solid basis to build on. As good results of organization are seen in Southern Manitoba it should be comparatively easy work to interest the merchants who remain outside the association. At the recent semi-annual meeting, Secretary Coulson remarked in reply to a question from some person that his strongest argument in approaching a merchant and asking him to join was the long list of members already secured. Everyone recognizes that the association has before it projects which can be successfully carried out in any district only as all the retail merchants in that district accord their support to the movement. Consequently there are many who are willing to join only when they are assured that the "other fellow" is also a member. The large membership list already secured should help materially to overcome this very common objection.

* * *

A leading Winnipeg wholesaler, in conversation with The Canadian Grocer the other day, explained the position which he and others in the wholesale trade take in regard to the association proposals respecting the opening of new accounts in towns which are thought to be well supplied already with retail stores. He agreed that it would be most unfair for any wholesale house to start up in business a new man in any town

J. D. Baine, Boissevain, Man., 2nd vice-president Retail Merchants' Association of Western Canada.

already well supplied with stores simply because that house was unable to sell to any of the merchants already in business. He would condemn any such policy as unfair to the retail trade. But there was another side to the story.

"In very many towns," he explained, "the stores now doing business are not as progressive as they should be. The merchants are not up to date and, moreover, they are very slow pay. They do a long credit business and we have to wait a long time for our money. Now, suppose some live, up-to-date man comes here from the east, looks over the ground and decides to start in business in one of those towns. He comes to me with the cash to buy his stock. Now, why shouldn't I sell to him?"

* * *

Evidently, to this question there are two sides, which can be argued at considerable length. Perhaps in the final analysis it is dangerous to make sweeping statements or to lay down general rules. Each case should be considered on its merits and each case requires careful consideration by the executive and by the wholesale trade.

W. Ledoux, Arnaud, Man., member of Executive Retail Merchants' Association of Western Canada.

MR. A. M. PIPER.

THE GROCER has from time to time had the privilege of presenting to its readers photos of prominent Canadian merchants, manufacturers, and men connected with the grocery trade, a feature much appreciated by its readers throughout Canada.

In this issue we present the portrait of Mr. A. M. Piper, of A. M. Piper & Co., coffees, spices and baking powders, etc., 116 Jarvis street, Toronto. Mr. Piper may be said to have been raised and brought up in the business which he so thoroughly understands and with which he has always been closely identified, and though still a comparatively young man he is thoroughly well known to the trade in Canada. Mr. Piper served his apprenticeship with the large and well-known Rochester, N.Y., coffee and spice house, R. D. Van De Carr, where he remained seven years. In 1872 he made his first trip to Canada to Clifton, now known as Niagara Falls, re-shipping from that point his firm's goods to all parts of the Dominion.

This was prior to the National Policy days. On the adoption of that policy by

A. M. Piper,
A. M. Piper & Co., Toronto.

the Government of Sir John A. Macdonald in 1878, Mr. Van De Carr opened up a branch in the city of Hamilton, Ont., and Mr. Piper was placed in charge of the Canadian business. After four years in Hamilton the branch was moved to Toronto, with Mr. Piper still as manager. After a year he went with Todhunter, Mitchell & Co., as manufacturer, and was in that capacity two years, when his health failing the firm gave him a position as traveler, and it speaks well for his work on the road when it is stated that he occupied the position for fifteen years.

About this time he went into business on his own account on Adelaide street west, being joined in the venture by Mr. Langskill, one of Toronto's best known retail grocers, under the name of Piper & Langskill. After six years, during which time his firm had built up a good trade, not only locally but in the outlying districts, he made an arrangement with Todhunter, Mitchell & Co., disposing of his business to his old firm and resuming a prominent position on the road.

On January 1 last Mr. Piper severed his connection with Todhunter, Mitchell & Co., and opened up the factory at 116 Jarvis street, Toronto. Here he has established an up-to-date coffee roasting and grinding factory, baking powders, extracts and spice mill, and is now securing a goodly share of the trade. Mr. Piper's knowledge of the business in every detail, combined with his pleasant and agreeable manner, brings him a welcome wherever he has once done business. For many years Mr. Piper made periodical trips through the Maritime Provinces and Quebec, and his many customers in the east have ever found his word and conduct reliable, and if knowledge of business, experience on the road and hard work make for success, the firm of A. M. Piper & Co. will secure it.

"MOUNT EVEREST" OF THE HIMALAYAS

Is the Highest Mountain Peak in the World, being 29,000 Feet Above Sea Level.

The 14,000,000 Packets Representing One Year's Sale of "SALADA" Ceylon Tea would, if placed in a perpendicular line, Produce a Pyramid 5,600,000 Feet in Altitude.

Or, 193 Times Higher than the Highest Mountain in the World.

CAN YOU GRASP THE MAGNITUDE OF THE DEMAND FOR

"SALADA"

CEYLON TEA?

We ask you, as Intelligent Business Men, whether such a condition of affairs could possibly have been brought about without the aid of "SUPERIOR QUALITY?"

WE THINK NOT.

Gold Medal, St. Louis, 1904

Wholesale Terms and other information cheerfully furnished on application.

"SALADA," Toronto or Montreal.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, Thursday, Aug. 24, 1905.

THE general condition of the grocery jobbing trade is a quiet one. Business is not equal to that of last week. The fact that travelers have been off the road on holidays, and the harvesting operations of farmers, have resulted in lighter orders from country points. The demand for sugar is not as heavy as it has been, country demand being small. Teas have shown good business and the generally firm prices and strong feeling of further enhancement in all grades and kinds of teas, has resulted in better business. The general opinion among the trade is that higher prices in teas are undoubtedly in sight during the next month or six weeks. The heavy shortage in Japans, particularly low grades, has provoked lively trade, and good demand. London and Colombo are both strong in Ceylon greens and blacks, and China teas also are stronger. Molasses and syrup are quiet. Coffees, firm and looking higher. Spices continue strong. Canned goods have been fairly active, deliveries of early orders being attended to by jobbers. The speculation as to new prices on corn and tomatoes is interesting, and low prices are looked for. Weather conditions at present promise large crop and the cry of short pack is being discounted by the trade. Certain it is that the restrictive prices of 1904 are not looked for. Dried fruits are showing interest and the near arrival of new dried fruit at low prices will tend to stimulate buying. California dried fruits are high, and in prunes, small sizes may be left out of consideration—there are none under 50 to 60's. Fish business is commencing to look up, and the arrival of the first oysters is noted. Codfish is scarce and high. Green fruits are fairly active, apples being prominent as well as pears. Bananas fairly plentiful at good prices. Flour is steady and feed scarce. Hay coming in slowly, farmers being too busy with harvesting. Butter, cheese and eggs are worrying dealers exceedingly, and the situation in these lines is decidedly unusual and puzzling.

Canned Goods—Trade is reported good. Orders for early fruits and vegetables are being filled by the trade. New prices of corn and tomatoes are not yet out. Some speculation is noted by brokers and jobbers, and it is reported that both tomatoes and corn are being sold short. Speculation as to price puts figures at about 80c. for tomatoes and 70c. to 72 1-2c. for corn, and even under this is mentioned. If the fine weather holds it is expected large crops will be available. A letter from one of the leading packers was shown us, in which it is stated that there will be sufficient of both corn and vegetables to fill all orders, and barring untoward weather, the pack will be heavy. In face of this, prices are looked to as being away under those of last season. The feeling in the trade is that these two lines will be listed to allow of retailing at three tins for 25c., a popular price, and one that would meet the approval of both jobber and retailer, and certainly that of the consumer.

As regards canned salmon, despite the reported heavy run of sockeye and corresponding pack, prices asked on the coast to-day are in most instances higher than opening prices of the season. Watt, Scott & Goodacre, in their report under date of Aug. 21, explain this anomaly as follows:

"The U. S. canners, in a desire to drive buying into Alaska Red channels, have fixed a price of $6 per case on Puget Sound sockeye. We have not heard that the U. S. Association are making one price for home consumption, and another for export to G.B.; if not, it follows that the B. C. packers have London market to themselves.

"Even should Great Britain leave a handsome balance in British Columbia at the end of the season, there is on record an order-in-council making 1906 a close season for B. C. salmon. But if this legislation is annulled, there remains the fac that 1906 will in the ordinary course of events be a season of small runs.

"We do not advocate buying salmon for 1906-7 requirements, but more foolish things have been done."

	Group No. 1.	Group No. 2.
Beans, Wax	$1 82½	$0 80
Refugee Beans	0 85	0 82½
Currants, red, heavy syrup	1 60	1 57½
" " preserved	1 80	1 77½
" black, heavy syrup	1 77½	1 75
" " preserved	2 07½	2 05
Gooseberries, heavy syrup	1 90	1 87½
" preserved	2 12½	2 10
Lawtonberries, heavy syrup	1 77½	1 75
" preserved	1 95	1 92½
Raspberries, red, light syrup	1 42½	1 40
" " heavy "	1 67½	1 65
" " preserved	1 87½	1 85
" black, heavy syrup	1 62½	1 60
" " preserved	1 77½	1 75
Sugar beets	$0 85	0 95
2's Asparagus Tips	2 50	
2's Beans, Golden Wax	0 80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 92½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 30	
2's Table Spinach	1 40	
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:
Horseshoe, 1 to 4 cases—Talls.....$1.57½
Horseshoe, 5 cases and over—Talls 1.55

Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Sugar—Trade during the past week has been fair, though a slight falling off in demand is reported by the jobbing trade. An easier foreign beet market leaves the possibility of a decline in the air. Country orders are getting smaller and dealers seem to have sized up their requirements.

Granulated, obls.	$5 00
" ½-bbls	5 15
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and ½-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 50 4 75

Syrups and Molasses—Conditions are unchanged in molasses. A fair amount of business is turning over and the fear that was prevalent lately that an advance would take place, has not as yet materialized. General conditions warrant careful study of the situation. Corn syrups are showing some improvement in demand.

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Teas—The situation in teas is reported very much improved during the week. Brokers and jobbers alike say business is good and all feel that this condition is likely to improve. Japans are firm. Early liquoring medium grade Japans have advanced in the United States during the past few weeks; in fact, first crop teas of all grades are firmer, due no doubt to shortage in settlements, and this will no doubt be felt in greater measure after the third crop has been picked. Ceylon greens are firm, but show no change since last report. New pea leaf Chinas are arriving and showing fair quality, though in the opinion of some heavy dealers, not as good cup quality as last year. China blacks steady and firm.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffees—Market has strong tone, particularly in Rios, which show a slight advance in New York. It is expected that reliable statistical information as to the Rio and Santos crops will be out in a few weeks. In the meantime, the general feeling is firm in coffees generally.

Good Cocatas	0 11½	0 13
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 11
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 09	0 12

Spices—There are no new advices to hand re advances in peppers noted last week, but New York is firm and strong, and grinders are taking advantage of the higher outlook to get hold of all they can. Ginger and nutmegs also firm and show good business. Other lines unchanged and featureless.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Rice and Tapioca—No new features; trade is quiet and prices unchanged, the late advance and strong tone in tapioca is being maintained. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 24, 12.30 p.m.

BUTTER—Market unchanged and dull some dealers looked for advance; no profit at present high prices; good to fine, 21½c. to 22c.; choicest, 22¼c. to 22½c. and Fancy Townships, 22¾c.

CHEESE—Market continues strong; export demand lighter; Townships, 11¾c.; Quebecs, 11¼c.; finest Ontario, 11¾c.

EGGS—Firm market; demand light; country buyers still troubled to get supplies at profitable figures; have to pay 16½c. to 17c. for straight gathered stock.

PROVISIONS—Quiet, but steady market; no change; live hogs, supplies light, but equal to packers' demands.

Foreign Dried Fruits—More activity is noticed among the trade in foreign dried fruits. As regards currants, the arrangement with the Bank of Athens having now been completed, the market has assumed a steadier tone and considerable business has been done during the past few days. Naturally, the price of currants is somewhat higher than it has been during the past two years, but is still very moderate, more so, perhaps, than was expected, owing to the powers conferred by the Government upon the syndicate.

Raisins—Quite important orders have been given for Valencias for shipment, during the present month, as well as for first direct steamer at prices about 2s. less than was paid last year for similar shipments. With an average crop these low prices seem to be appreciated by importers, and it would not surprise us in view of the scarcity of fruit on this market and the natural active demand for new fruit, to see shippers increase their prices in the near future. It has occurred in the past that the opening prices were found to be the lowest of the season and history may repeat itself. First shipments via Liverpool were made on the 20th inst. and should reach here in about three weeks.

Walnuts—The small stocks remaining in France, of Grenobles, have been cornered by a Bordeaux shipper and prices have consequently advanced. Shelled walnuts are practically in the same position and the advance we predicted some time ago is now "un fait accompli," the market having advanced about 3c. per lb. during the last month. Sicily Filberts seem to have touched bottom, and importers who took advantage of our advice to get their orders in early at the recent low prices are to be congratulated.

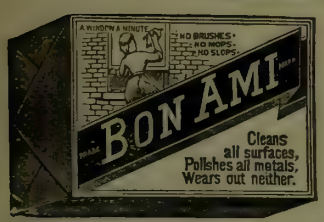
Dates are going to be cheap this year, and it is expected that shipments will be made from Bussorah early in October, and prices are expected to open low.

As regards California evaporated fruits, A. P. Tippet & Co. advise a strong market, and crop far short of original estimate. Small prunes will be practically unobtainable, the largest quantity of fruit running 50-60's. Quotations are subject to change without notice.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ¼-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Califo nian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 4 -50s		0 08
" 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Fil atras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme [able Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz boxes	0 06½	0 07

Fish—A good and steady demand is reported for fresh fish of all kinds. Lake fish, however, continues scarce, specially white fish, dore and trout. As was announced last week, fresh Gaspe salmon is out of the market. Fresh haddock

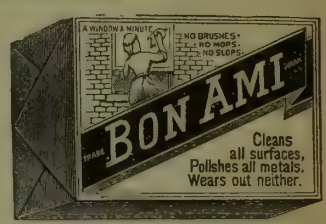
RETURNED AUG 28 1905



Cases of 3 Doz.
$1.19 per doz. or $14.28 per gross.
F.O.B. Wholesaler's shipping point.

Lots of 5 Gross
$13.40 per gross.
Delivered to any Railway Station from Halifax to Vancouver.

Terms : Net 30 days, or 1 % 10 days.



RETURNED AUG 28 1905
RETURNED AUG 28 1905
RETURNED AUG 28 1905
To Montreal
at Book 39
page 35

1892 **12** 1904

y'r's on the m'k't—

Hasn't scratched yet!!!

Bon Ami

The Best Scouring Soap

CLEANS		CLEANS AND POLISHES	POLISHES	
Woodwork	Paint	Windows	Nickel	Steel
Oil Cloth	Kettles	and	Brass	Copper
Bath Tubs	Marble	Mirrors	Tin	Aluminum

AGENTS IN CANADA:

Hudon, Hebert & Cie., Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

enjoys the largest demand of all lines, and seems to be plentiful enough. Dealers agree that the supply of fresh fish is just sufficient to meet requirements. Smoked fish is in fair demand and an improvement is shortly expected. In salt fish there is little doing. We quote:

Fresh B.C. salmon	0 15
Sword fish	0 10
Black bass	0 12
Fresh mackerel, per lb., chilled	0 09
Gaspe Salmon, per lb	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 10
Brook trout	0 20
Choice select bulk oysters, per gal	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 08
Fresh halibut	0 13
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skidless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Country Produce.

Maple Products—No change to report since last week. The demand is still very quiet for both sugar and syrup. Prices firm and unchanged.

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

Evaporated Apples—Owing to a shortage in the apple crop, and perhaps also to a slight improvement in demand, last week's advance in evaporated apples has been maintained; none are to be found, it is claimed, for less than 7c. per lb., the margin being from 7c. to 7 1-2c. Dried apples, however, have seen no change and are still dull at 2 1-2c. to 3c.

Beans—The demand for beans has taken a bad drop and in consequence prices are now easier. A large jobber says that no offer is made in beans outside of $1.60. The stocks continue to be very light and fully equal to demand.

Choice prime beans	1 60
Lower grades	1 40 1 50

Honey—The honey trade is practically the same as last week. New honey is coming freely, though not in large quantities and there is some inquiry for it at quotations.

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 07½
" comb, new	0 12 0 13
Buckwheat	0 06 0 06½

Hops—Nothing of note to report; the market is in the same dull condition. News of the crop, however, becomes more encouraging. It is now thought that there will be a large yield of hops which fact might improve the present uneasy situation. Prices are unchanged.

B.C.	0 36 0 38
Choice Canadian	0 25 0 30
Fair to good	0 23 0 24

Feed—The feed market is this week in first-class condition. Although the demand was very good last week, it has nevertheless much improved. This is due to inquiries from the country, where pastures, it is said, are poor and to the fact that very little hay is arriving. Both Ontario and Manitoba bran have gone up, while mouillie, which shares also this improvement, seems to hold firm. We quote:

Manitoba bran, in bags, per ton	18 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00
" shorts	20 00 21 00
Mouillie	24 00 27 00

Flour—This week's trade in flour is decidely quiet. Millers report a small demand generally and some have taken forward steps in reducing their prices. Exports do not seem to be in any better condition than for a few weeks past. This dragging condition has prevailed for quite a few weeks, although occasionally an improvement has looked near. Just at present dealers are much reserved in their prophesies. We quote:

Royal Household	5 40
Glenora	5 10
Manitoba spring wheat patents	5 40 5 60
" strong bakers	5 10 5 30
Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags, 90 per cent	2 40 2 50

Rolled Oats—The usual dullness prevails in this line. Demand is limited both locally and abroad. In fact, exports are very small, while dealers report a very quiet local business in rolled oats as well as in oatmeal. Prices have seen a drop on account of this quietness. We quote:

Fine oatmeal, bags	2 85 2 90
Standard oatmeal, bags	2 70 2 75
Granulated " "	2 70 2 75
Rolled oats, " "	2 20 2 25
" bbls	5 25
" 90-lb. bags	2 50
" 80-lb. bags	2 20

Hay—Receipts of hay are small, and consequently, local stocks light. A good demand is reported, however. The hay crop this year has been large, but not especially fine in quality. Farmers are still busy in the country and do not bring in their new hay freely.

No. 1 new hay is not to be found on the market and No. 1 old is very scarce, and selling at $9. Medium grades are more plentiful, and at firm prices, as below:

No. 1 timothy	9 00
" 2 " choice	7 00 7 50
" 2 " ordinary	7 00 7 25
Clover	6 00 6 50
Clover mixed	6 00 6 50

Ontario Markets.

GROCERIES.

Toronto, Aug. 25, 1905.

THE general business conditions are presenting a better aspect since our last issue; there has been a greater activity in receipt of orders, which points to the fact of depleted stocks, owing, probably, in measure to the report of the return of a number of the holiday folk. Prices of canned goods have been amended to suit revised canners' prices, with demand showing slight improvement. Sugar has been active, with reports from foreign markets showing fluctuation and home prices firm. Syrups are slow and no new feature to report. Coffee has shown more activity with prices firming.

There has been more demand for tea but little inclination is manifest to purchase beyond immediate need, owing to the belief that the present high prices are not warranted by either the quality or the general conditions. In foreign dried fruits there has been good business doing with prices ruling firm. Nuts are featureless. Rice and tapioca are quiet, with strong reports from primal points. Spices have made a distinct move, with good prospects. Eggs are arriving in more abundance and firm prices are ruling. Fresh fish is well to the front and prices inclined to firm up for rise.

The wheat market is showing greater activity. Some export sales have already been effected in Ontario Winter wheat, but not of sufficient account to establish a definite price. Flour has been steady with former prices ruling firm, and trade of only small bulk. Cereals have been occupying attention, and oats have made an advance of 25c. The situation in hides is somewhat unsatisfactory; prices have advanced without apparent reason, and consequently buying is somewhat deranged. It is expected that prices will drop to a lower parity at early date.

Canned Goods—Trade in canned goods has remained inactive though somewhat improved upon the previous week's report. Our quotations have been amended according to the supplementary lists of new cannings, all other goods remaining unchanged. We quote:

	Group No. 1	Groups 2 & 3
Beans—		
2's, golden wax	$0.82½	$0.80
2's, refugee	.85	.82½
3's	1.27½	1.25
Gals.	3.77½	3.75
Blueberries—		
2's, standard	.92½	.90
2's, preserved	1.42½	1.40
Cherries—		
Gals., standard, not pitted	7.02½	7.00
Gals., standard, pitted	8.52½	8.50
Currants—		
2's, red, H.S.	1.60	1.57½
2's, red, preserved	1.80	1.77½
Gals., red, standard	4.77½	4.75
Gals., red, solid pack	7.02½	7.00
2's, black, H.S.	1.77½	1.75
2's, black, preserved	2.07½	2.05
Gals., black, standard	5.02½	5.00
Gals., black solid pack	8.02½	8.00
Gooseberries—		
2's, H.S.	1.90	1.87½
2's, preserved	2.12½	2.10
Gals., standard	6.02½	6.00
Gals., solid pack	8.02½	8.00
Lawtonberries—		
2's, H.S.	1.77½	1.75
2's, preserved	1.95	1.92½
Gals., standard	5.52½	5.50
Red Raspberries—		
2's, L.S. (Shafferberries)	1.42½	1.40
2's, H.S.	1.67½	1.65
2's, preserved	1.87½	1.85
Gals., standard	5.27½	5.25
Gals., solid pack	8.27½	8.25
Black Raspberries—		
2's, H.S.	1.62½	1.60
2's, preserved	1.77½	1.75
Gals., standard	5.02½	5.00
Gals., solid pack	8.27½	8.25

Peas, standard, 2's, group 1	0 62½
" " " 2 and 3	0 60
" early June " 1	0 70
" " " 2 and 3	0 67½
" sweet wrinkle, " 1	0 82½
" " " 2 and 3	0 80
" extra fine sifted, 2's, group 1	1 22½
" " " " 2 and 3	1 20
Spinach, 2's, group 1	1 40
" " 2 and 3	1 32½
" 3's, group 1	1 80
" " 2 and 3	1 42½

WE ARE AGENTS FOR:

Sir Thomas Lipton's Teas and Coffees

Ph. Richard, Cognac

Chs. Couturier, Cognac

Cardinal & Cie, Champagne, Rheims

Vve. Amiot, Champagne, Saumur

Blandy Bros., Madeira and Malaga Wine
Port and Sherry Wine

Pollen & Zoon, Gin and Liquors

Japan Teas, Victoria
Princess Louise

Ceylon Teas, Lady
Duchess

Laporte, Martin & Co'y

LIMITED

70, 72, 74, 76, 78, 80 St. Paul Street,
9, 11, 13 St. Helen Street,

Montreal

Asparagus, 2's, group 1		2 52½
" " 2 and 3		2 50
" " 2's tips		2 75
Strawberries, heavy syrup, 2's, group 1		1 52
" " " 2 and 3		1 50
" preserved, 2's, group 1		1 67½
" " " 2 and 3		1 65
Rhubarb, 2's, group 1		1 17½
" " 2 and 3		1 15
" 3's, group 1		1 92½
" " 2 and 3		1 90
" gal. group 1		2 65
" " 2 and 3		2 62½
Tomatoes, 3's		1 30
Corn, 2's	1 00	1 10
Sliced beets, 2's		0 85
" 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal	1 50	1 90
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 00
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		9½
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40
California ripe olives, tins, per doz		5 50
Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The local sugar market has been more active the last week, and prices continue firm at previous quotations. From foreign markets reports are somewhat eccentric. The firm tone at European points, which has developed at close of last week, proved of short duration. On Monday last cables denoted a decided fall on the London markets, with only slight recovering, market closing with lower prices and steadier prospects.

The United States market for "refined" is reported as steady with prices stiffening to firmness, refiners holding at present quotations. Few new sales were reported, but a fair quantity was removed on previous contracts. Some heavy sales are reported of "raws" by the refiners at the present basis of quotations, but no authentic confirmation is reported. Our previous quotations still rule. We quote:

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63
St. Lawrence granulated, barrels	5 08
Redpath's granulated	5 08
Acadia granulated	4 93
Berlin granulated	5 03
Phoenix	5 03
Bright coffee	4 93
Bright yellow	4 08
No. 3 yellow	4 83
No. 2 "	4 68
No. 1 "	4 58
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—Home trade in these goods is of small volume and uninteresting. Prices remain without change. Reports from United States points denote small holdings with dealers not pushing sales. Jobbers and bakers were inquiring against Fall season, and a limited business has been done. We quote:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—Trade in coffee has been more active, and our previous quotations continue firm. The advices to hand from New York denote a firmer market. For spot coffee the demand was active, but little business was transacted owing to the relatively high prices asked. In mild grades a firm market continued to be reported with good business done at full prices. The report of frost in the Brazil area, and consequent damage to the crops was a factor in firming prices, and created a measure of activity on the speculative markets. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—There has been a measure of activity in tea sales since our last issue for stocking up purposes. It is considered, however, that present prices will not warrant heavy buying. The general opinion is that the London market excitement is altogether unwarranted, and that a few weeks will see a steadier and easier market. The London market for July experienced a brisk demand for all descriptions of tea, buyers showing great anxiety to replenish stocks, and had it not been for the heavy stocks accumulated a much higher ratio of price would have resulted, considering that July is one of the smallest months for arrivals. Withdrawals for the month of July will be the highest in the history of the trade. The great demand is for high-grade teas. All teas showing good cup quality are stoutly competed for at an advance of 4c., while commoner grades are less keen at an advance of about 1c. The London sales have been closed since our last issue, and no new reports are to hand. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 13	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—There has been greater activity in the home market since our last report, and we are able to report good business in Valencia raisins, with prospects advancing. Prices for new arrivals are ruling about 1c. lower than was obtained at opening of last season. Currants are getting active with every prospect of firm prices. We quote:

Prunes—

Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½ 0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07 0 07½
70-80s	0 06	0 06½	40-50s	0 08 0 08½
			30-40s	0 09 0 10

Candied Peels—

Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15½ 0 17
Orange	0 09½	0 10½		

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

Per lb	
Californian evaporated	0 15

Peaches—

Per lb.	
Californian evaporated	0 11 0 13

Pears—

California evaporated, per lb	0 13

Currants—

Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07 0 07½
Patras	0 06	0 06½		

Raisins—

Per lb.	
New selects	0 05½ 0 06
Sultana	0 05½ 0 10
California, loose muscatels—	
3-crown	0 05
4-crown	0 07 0 08

Dates—

Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	0 04½	" new choice	0 09½

Foreign Nuts—Nuts have been particularly inactive since our last issue, and there is no new feature to report. There is an upward tendency on primary market for Brazil nuts. Walnuts continue to be reported firm, on confirmed news of shortage. Almonds too are firmer for spot buyers. We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1 s, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Rice and Tapioca—A quiet market is reported in these lines. No new develop-

Retailers of Soap

Those who have been in the business for 25 years or more know that the price of Baby's Own Soap to the trade has never changed. The retailing price, however, has gradually declined from 40c. to 30c. and even to 25c. a box. At that price the profit to the retailer is almost nothing.

That this state of affairs injures the sale of Baby's Own Soap we are quite sure, and while in the last five years its production has doubled we know that under other conditions it would have trebled or more. For us to cut our price would in no way meet the case. Ambitious dealers would at once, as they have in the past, announce a further cut in the price of Baby's Own to draw custom for their other lines, and we would be paying the price.

When the question of forming the business of Alfred Savage & Son into a joint stock company was discussed, one of the important factors which decided the change was the opportunity it would afford to interest dealers in the manufacturing profit as well as their own end of all our lines.

A retailer owning a few shares in the business would surely push the sales of our products. So before offering the few shares which we have decided to sell to the public we are tendering them to the trade throughout Canada.

Until Sept. 30th no application will be considered except from dealers in soap. Not only will the dealer thus stand to profit from every sale he makes of Albert Soaps, but the increase in the market value of the shares will surely benefit him.

Similar concerns in England and the United States have seen their shares increase from par to two or even three times their face value. The issue, however, is limited, and first come first served It is hoped, however, that every shareholder in Albert Soaps Limited will be a handler of their goods. Prospectus containing full information will be mailed on request.

ALBERT SOAPS LIMITED

MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' BAR, ETC., ETC.

ORDER 5 BOXES TO-DAY.

The St. Croix Soap Mfg. Co., St. Stephen, N.B.

The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit.
Write for particulars and sample.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

Our traveller, ***Mr. J. E. Millette,*** is now in the Maritime Provinces with full lines of our goods. Look out for him and remember that

Chinese Starch

Is a trade-winner for you. All our "Ocean Mills" goods show you handsome profits.

We Guarantee Quality of all our Goods. Dont be afraid to place an order. Special Prices to Wholesalers and Jobbers.

OCEAN MILLS - Montreal

ments are reported from primary points. Foreign markets denote increased firmness, with inclination to do business at the slightest break in quotations.

We quote:

Rice and Tapioca—	Per lb.			Per lb.	
Rice, stand. B...	0 03½	0 03¾	Tapioca, staple..	0 04	0 04½
Rangoon.....	0 03¾	0 03¾			
Patna.....	0 05	0 05½	" double goat	0 05½	
Japan.....	0 06	0 07	Carolina rice	0 08	0 08½
Sago.....	0 03½	0 04	Louisiana rice....	0 05	0 07

Spices—There has been a good steady trade since our last issue, with every indication of good business ahead. Prices continue firm at previous quotations. Foreign markets all point to continued firmness, wih steady trade. We quote:

Spices—	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole.....	0 25	0 35
" white....	0 23	0 27	Cream of tartar...		0 25
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia.....	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—There is still a small trade in these lines, at quoted prices, but generally the trade is uninteresting. We quote:

Boneless fish, per lb.	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Boneless cod, per lb.	0 08	0 10
Quail-on-toast, per lb	....	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06

Country Produce.

Eggs—Eggs are coming to hand freely, and in good condition, trade is fairly brisk at quoted prices.

New laid eggs, per doz, ... 0 17½ 0 18½

Evaporated Apples—Trade is reported as uninteresting with present quota-quotations nominal. We quote.

Evaporated apples..... 0 07 0 07½

Beans—Beans are attracting little attention, and quotations are nominal. We quote:

Beans, handpicked, per bush.	....	1 80
" prime, No. 1	....	1 65
" prime, No. 2.	1 50	1 60
" Lima, per lb	0 07	0 07½

Honey—Moderate arrivals continue to come to hand, and condition is reported as all that could be desired. Present quotations are ruling firm. We quote:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz.	1 90	2 00
" " No. 2, "	....	1 65
" Buckwheat, per lb.	0 05	0 06
" " sections per doz.	0 75	1 00

Fresh Fish—Fresh fish continues in good demand, with prices firming to advance. Arrivals are coming to hand in fine condition. We quote:

Fresh halibut, per lb.	....	0 13
" haddock "	....	0 07
" trout "	....	0 08
" cod steak, per lb.	....	0 07½
" lobsters, boiled, per lb.	....	0 25
" B.C. salmon, per lb.	....	0 20
Shrimps per gal.	1 15	1 25
Whitefish, per lb	....	0 08
Herring, "	0 05	0 07
Pickerel "	0 07½	0 08

Grain, Flour and Breakfast Foods.

Grain—The market has shown greater activity since our last issue, and prices have again shown a more even tendency. Sales are reported for export of some Ontario Winter wheat. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	1 08	1 08½
" " " No. 2.	1 05	1 05½
" " " No. 3.	0 89	0 89½
Red and white, per bushel, old	0 82	0 83
" " " new	0 80	0 81
Barley "	0 50	0 52
Oats, old, "	0 43	0 43½
" new, "	0 34	0 35
Peas " new.	0 71	0 72
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " new	0 64	0 65

Breakfast Foods—Trade in cereals continues good, especially considering the time of year, new Winter wheat is now to hand, and prices are firming up, rolled oats showing an advance of 25c.

Oatmeal, standard and granulated, carlots, on track, per bbl.	....	5 30
Rolled wheat in boxes, 100 lbs.	....	2 90
" " 50 lbs.	....	1 50
Rolled oats, standard, carlots, per bbl., in bags	....	4 75
" " " " in wood.	....	5 00
" " " " for broken lots	....	5 00
Rolled wheat, per 100-lb. bbl.	....	2 75
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

Flour—Flour has been more active, with better prospects showing, but the disposition is still to await future arrivals. Prices meanwhile remain unchanged. We quote as follows:

Manitoba wheat patents, per bbl. in bags	5 00	5 50
Strong bakers " "	4 80	5 20
Ontario wheat patents " "	4 40	4 60
Straight roller " "	4 30	4 40

Hides, Tallow, Skins and Wool—The market in hides has assumed an eccentric attitude, suddenly jumping to a figure which makes business profitless, without apparent reason. No. 1 and 2 have advanced 1-2c. Lamb skins and pelts, 5c. to 10c., and country hides 1-4c. to 1-2c., with similar advances all through. Trade is good, but arrivals are not coming to hand quick enough to meet demand. We quote as follows:

Hides, inspected, No. 1 per lb.	....	0 10
" " " 2 "	....	0 09½
Country hides, flat, per lb.	0 09	0 10½
Calf skins, No. 1, selected	....	0 12
" " No. 2	....	0 10
Lamb skins and pelts	....	0 65
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, new clip, per lb	....	0 16
Wool-washed fleece	0 25	0 26
Rejections	....	0 20
Pulled wools, super, per lb.	0 21	0 23
" " extra "	0 22	0 24

Your Profits

come with your

Customers'

Confidence

Sell them good goods. It pays you best, not only in the end but all the time. Quality goods mean business increases, more profit, success, and without any trouble of returned goods and dissatisfied customers. ***Lion Brand Bulk Pickles*** have built their reputation on the solid foundation of their Quality. They are, without question, the best bulk pickles made.

Everything is the best: Selected vegetables, whole pure spices and a malt pickling vinegar that is perfect.

Crisp, wholesome and appetizing.

They'll sell.

$3.00 per 5 gal. pail

THE OZO CO., LIMITED
MONTREAL.

N. B. Markets.

New Brunswick, Aug. 21, 1905.

THERE is improved business, though it might still be called quiet. With, however, the beginning of September Fall trade will commence. Not only is there the regular business of supplying the retail grocers in the city and throughout this Province, as well as a large part of Prince Edward Island and Nova Scotia, but there is also a large business with those lumbermen who send crews into the woods. This is chiefly business in the heavy groceries. The accounts are large. Just now our tourist business is large. August is the best month.

Spice—In spice the season of demand is just beginning. The market is tending firmer. Particularly is this true in cloves. There have been no cloves for a long time. Ginger is still low and nutmegs are cheap. Cream of tartar is costing a shade lower.

Oil—In burning oil there is an improved sale. The demand for Canadian burning oil is very small. Price of oil has been extremely low. In fact, oil was never so cheap as the present tank waggon price. Lubricating oils are finding rather less sale as the season advances. There is a fair sale for paint oil

Burning oil, barrels, 17c. to 17 1-2c., tank wagon, 15c. Linseed raw, 52c.; boiled 55c. Turpentine $1.

Salt—In Liverpool coarse market has been well supplied this Summer, there being continued regular arrivals. Prices have ruled firm. Sales are good and this is the season of demand. Liverpool factory filled has a limited sle. Canadian fine is freely sold. There is increased sale for fancy table salt prepared so as not to harden. Liverpool coarse salt, 62c. to 65c. Canadian fine, bulk bags, $1.15 Liverpool factory filled, $1.10; Canadian fine bulk, barrels, $1.85 Trapani salt, 18c. to 20c. per bushel; Canadian cheese salt, $2.25; Canadian fine, 20-lb. boxes 23c., 10's 14c.; Canadian butter salt, $2.20; barrels, 100-3 $3.30, 60-5 $3.10, 30-10 $2.85; cartons, cases of 24, 60-5 $1.90.

Canned Goods—Many of our dealers are losing money on peas, as quite a quantity were carried over. New are extremely low. In spot corn and tomatoes, prices are rather higher. Large quantities have been contracted for, both from association and outside packers. Fruits unchanged. In oysters, prices are firmer. Meats have a steady sale. New Spring salmon are here. This means rather lower prices. Lobsters hold at extreme figures. Domestic sardines unchanged. Haddies, kipper and clams, only a fair supply. Scallops are scarce. Corn, $1.05 to $1.25; tomatoes, $1.30 to $1.35; beans, 80c. to 95c.; peas, 65c. to 80c.; Flemish beauty pears, 2's, $1.55 bartletts, 2's, $1.70; 3's, $2.25; peaches, 2's, $1.90; 3's, $2.87 1-2; to $2.90; pumpkin, 85c. to 90c.; cherries, 2's, $2.35 to $2.50; salmon, pinks, $4; cohoes, $4.50 to $5.50; Springs, $5.75 to $6; lobsters, $12 to $13; sardines, 1-4's, $3.75 to $4; haddies, $4; kippers, $4; clams, $3.75 to $4.

Green Fruit—Dealers are very busy. Bananas are still the backbone of the trade. Oranges, very scarce and high. Lemons are at almost extreme figures. There is a steady sale, but in small quantities. Pears are high. Eastern as well as California stock now offered. California plums are high. Quality fine. Georgia peaches were a short crop. Californias are high. Apples are still quite high. Melons sell slowly. Some grapes seen, but are still high. The crop of Nova Scotia cherries was very small. All fruits east are a light crop. Bananas, $1.50 to $2.50; oranges, California, $6.50; lemons, $8.00 per case, $6.50 per box; tomatoes. 5c. per lb.; apples, $5; California peaches, $2; pears, $4; plums, $2.50; melons, 60c.

Dried Fruits—This is a line of increasing interest. California peaches and apricots have advanced rapidly. Prunes are higher and are much above last year. Old seeded are higher. While new California raisins are not quoted, full prices are expected. Loose muscatels are out of the market. Spot valencias are scarce. New will cost quite low, and the outlook is for good business. Malaga layers quoted about as last year. Loose, higher. In currants, old are higher; new will cost high; market firm. The sale is for cleaned, chiefly in packages. Dates and figs will be quite low. Peels about as usual. There was a wide range in the price of citron offered. Evaporated apples are higher. The outlook is for full figures. Onions are a light stock. Valencias hold the market, prices firmer. Valencia onions, $2.50 to $2.75; evaporated apples, 7 1-2c. to 8c.; Valencia layers, 6 1-2c. to 7 1-2c.; loose muscatels, 3 crown, 7c. to 7 1-2c.; seeded, 8 1-2c. to 9 1-2c.; currants, bulk cleaned, 6 1-2c.; packages, 7c. to 7 1-2c.; sultanas, 7c.; prunes, 90-100, 25's, 5c.; apricots, 14c.; peaches, 12c.; dates, 4c.

Sugar—While the price has been advanced slightly, there is little confidence in the market. Stocks very light. Dealers buy from hand to mouth. Some foreign granulated has been offered very low; fair shape. Granulated, barrels, $5.10; bags, 5c.; bright yellow, barrels, $4.90; second grade, $4.60; unbranded, $4.45.

Flour, Feed and Meal—Ontarios are again lower and it is felt Manitoba must follow. Difference is greater than for a long time. Oatmeal, while still high, is not so firmly held; stocks large. Oats are rather lower. Cornmeal is higher; a steady sale. Beans are unsteady in price. but are higher, though some have been able to import at shaded figures. Manitoba flour, $6.10 to $6.15; Ontario, $5.05 to $5.10; oatmeal, $5.50; cornmeal, $3; hand-picked beans, $1.90 to $1.95.

N. S. Markets.

Halifax, N.S., Aug. 22, 1905.

REVIEWING the grocery trade since the opening of the year up to the present time, a member of one of the largest wholesale houses in this city said that business was now good; in fact it was beyond expectations. The bad Winter and the backward Spring very greatly affected business, and he pointed out that during the month of February the Intercolonial and the Dominion Atlantic Railways moved freight only on a two or three days' schedule, and this stagnated trade.

The markets are very slow at present. The Bank fish which have been made are coming in now more freely, and the last sale here ex-vessel was at $5.55. Heavy arrivals, however, will not be along for another month. Some shore fish from Newfoundland are also coming in, and are bringing from $5 to $5.50. According to advices from St. John's, Newfoundland, prices there are steady and unchanged. There is not likely to be any drop this month. The position of the market will be largely dependent on the size of the catch on the northern part of the Coast of Labrador, from which there is no definite news at the present time. If the take by the floaters is about fair, the whole catch will be an average one, and even this will make a five dollar price for prime mercantile. The northern floaters are getting more and more into the custom of bringing their fish home to make on the Newfoundland Coast, and thus making it rank within shore, and tending to overstock the shore market and force down the price. The foreign markets are a little slow all around just at this time. The demand in the Portuguese and Oporto markets is light, and prices are low.

Canned Goods—Last season's canned goods have all been cleared up, and the new pack is coming to empty markets. The feature of the market at the present time is the low price of the new pack of peas. Standard brands are being quoted here at as low as 62½c. a dozen. Local dealers have placed good orders this season.

Sugar—The demand for sugar continues good. Since June 27 last there has only been one advance in the price. The increase was 5c. per 100 pounds, and this is considered something unusual in the preserving season. The demand may be said to be unusually heavy, and there is no indication of a change in prices. Holders of raw sugar are now more confident of the market. Quotations here follow: Cut loaf, in bbls., $5.65; granulated, $5.10; Austrian granulated, $5; bright yellow, $4.90; No. 1 yellow, $4.60; unbranded yellows, $4.45. All net prices.

Hams and Bacon—On the local market hams and bacon have all been cleared up. Prices have been strong straight along. The supply has not been equal to the demand, and at times there was a shortage on the market. Hams are quoted at 15c., and bacon at 12c. This has been an exceptionally good year for this class of goods. Teas and coffees are in good demand, with prices about steady.

BUSINESS CHANCES

PARTNER wanted with $2 000 capital in paying grocery business in live Western Ontario city; stock and fixtures new; cash business; sales $75 per day; stock, $2,000; fixtures, wagons, horses, etc., $1,000. Apply Box X, THE CANADIAN GROCER, Toronto.

TENDERS will be received till September 1st for retail grocery business of C. McIhargey, Stratf rd, Ont.; stock, $4,000; annual turnover $45,000; best stand in city. For particulars apply to C. McIhargey, Manager Stratford Wholesale Grocery Co.

FISH and OYSTERS

Fresh, Frozen, Dried, Green, Salted and Prepared Fish

Oysters in Bulk and Shell

Consignments Solicited

The largest and most up-to-date Fish Warehouse in Canada.
Prompt returns and best results.

LEONARD BROS.

20, 22, 24 and 26 Youville Square

MONTREAL

References:
BANK OF NOVA SCOTIA
R. G. DUN & CO.

P. O. BOX 639
LONG DISTANCE TELEPHONE

Montreal *St. John, N.B.,* *Grand River, Gaspe*

THE BEST FLOUR

FOR THE

LEAST MONEY

You cannot buy any better flour than we make—no matter where you try

An Old Established Business with An Up-to-Date Mill

Our Brands of Flour { TILLSON'S PRIDE, DELIGHT, WHITECOAT, RAINBOW } Winter Wheat Blends Manitoba Pat.

Rolled Oats, Flaked Wheat, Buckwheat Flour, Split Peas, Pot Barley, Cornmeal

WE ARE MILLERS OF ALL THESE

MIXED CARS OUR SPECIALTY.

THE TILLSON COMPANY, Limited, - TILLSONBURG, ONTARIO

The Brand of Quality

From the beginning, THE OLD HOMESTEAD people have made quality the first object of their efforts. For quality always tells in the end and, sometimes, as in the case of OLD HOMESTEAD canned goods, from the beginning.

Grocers who have worked late and early building up a good business know the importance of a reputation for just a little better goods than their competitors.

OLD HOMESTEAD goods just fitted their case. The labels were more beautiful, the tins more dependable, and the contents more delicious than any of the old brands. As a consequence,

OLD HOMESTEAD goods made a strong hit with the consumer, and increased trade for the retailer.

If you have never given OLD HOMESTEAD BRAND a trial, try them now. A small order will do at first, for larger will follow. Be sure you get OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ont.

The greatest success of all CEREAL FOODS

is

"NORKA"

Cases 36 pkgs.
$4.50 c/s

Five case lots
$4.40 c/s
Usual freight allowance

BECAUSE

"NORKA" has the flavor that never tires the palate.
"NORKA" gives the consumers full value for their money.
"NORKA" pays the retailer a fair margin of profit.
"NORKA" is well advertised, thus creating and maintaining an active demand—IT IS A SELLER.

INCLUDE A CASE WITH YOUR NEXT ORDER

The EBY, BLAIN CO., Limited

Sole agents for Canada and the British Isles. TORONTO

B. C. Markets.

Vancouver, B.C., Aug. 17, 1905.

RAPID as the expansion of the fruit growing industry has been in B.C. during the past two or three years, it by no means keeps pace with the vast market demand in the three Canadian west Provinces. At Winnipeg, and even further west, the remark is frequently made that B.C. does not give the people of the prairie city a chance to try its fruit. The reason simply is that there is not enough fruit to go round. Down the main line of the C.P.R. as far as Regina, and on the Calgary and Edmonton and the Prince Albert branches, a considerable proportion of B. C. fruit is now marketed. In fact, this year it is very noticeable that the fruit from Washington State and other U. S. points, is nearly displaced by similar varieties of fruit from B.C.

The peaches raised in the Okanagan are all being marketed in the Northwest, and they are of the very finest quality. A comparison with those from California results in a verdict in favor of the B. C. peach. It is juicy, luscious, and full-flavored. Firm of texture, it is yet as full of juice as a plum, though handling well and standing the shipment splendidly. This is but the second year that any quantity has been available for the market, but another year will see large additions to the quantities produced. Being raised on irrigated land, the crop is independent of climatic conditions and the number of orchards coming into bearing is very considerable.

* * *

The work done by the British Columbia Government in the past two years under the very able management of R. M. Palmer, of the Department of Agriculture, has placed B.C. before its natural market in a proper light. It has shown that the varieties and the quality of fruit can be shipped from this Province, and now the Northwest are looking this way for their supplies. The work carried out by Mr. Palmer has been in the form of exhibits of fresh and preserved B. C. fruits at some of the leading Manitoba and Northwest exhibitions. Last year Winnipeg and Brandon were visited. This year both these places were favored with the handsome and attractive fruit exhibits, and Indian Head and Regina were also visited. Mr. Palmer, assisted by Mr. W. J. Brandrith, secretary of the B. C. Fruit-Growers' Association, was in charge of the exhibit. There was this year a much larger variety of fruit displayed for the reason that small fruits and cherries were later in their season, and apples, pears, plums, peaches and apricots were earlier. A very great range as to variety was available. The exhibits through the three or four weeks of the campaign were refreshed from time to time by daily supplies shipped direct by growers. That which was in danger of going stale was sold at cost, and the people given a concrete illustration of the quality of the fruit of B. C.

Mr. Palmer, who has just returned, says that the campaign was in every way successful, and the splendid showing made is bringing the capacity of the Province as a fruit producer very strongly before the people of the Prairie Provinces. It merely remains for the growers in B. C. to continue as they have started and they will capture the whole market, as soon as the supply enables them to do so.

* * *

For once more, and most authorities say for four years, the salmon run is over. The legendary fourth year of plenty has once more been well exemplified. Never was there a better run of fish. The regrettable feature is that never was there more waste. Millions of dead fish were floating on the waters of the Gulf. These were destroyed because the canneries could not take care of them in the heaviest portion of the run, and the fish would go stale. Sometimes it was the surplus of individual fishermen over the limit of 200 to the boat placed by the canneries. But undoubtedly part of the fault (the individual fisherman, of course, says all the fault) is to be charged to the fish traps. They swept with their great drag nets thousands at a haul. Scow-loads were said to have gone bad and to have been taken out to sea and dumped.

The serious feature of the salmon situation is that the prospects are that

next year there will be a very light run. Also that 1908 will be a poor run. Last year was extremely poor and in 1902 the run was but little better. The run of 1903 being somewhat better than the other two years, making up the four year cycle, the canners think that 1907 will be better than the year 1906 and 1908. It was for this reason that the Dominion Government enacted the regulation to make a close season for the two years last mentioned. This will, however, be inoperative, because the Legislature of Washington State failed to enact co-operative measures.

* * *

Settlement is progressing in Northern B. C. this year to an extent hardly to be credited. Up the Skeena River and its branches, hardy pioneers have pushed their way in to valleys known to be fertile for farming as well as rich in coal, timber and minerals. The Premier, Hon. Mr. McBride, and the Minister of Lands and Works, Hon. Mr. Green, have returned from a tour of the northern part of the Province, which the Premier dubs "New British Columbia," so great is its extent and so great the development beginning. It is anticipated that in reaching the coast a line from the G.T.P. will cross this region, hence the attraction of so many prospectors and settlers there. They are preparing to go in for grain and cattle very extensively and have a large area under settlement.

WHOLESALE GROCER'S HOLIDAY.

MR. Hugh Blain, of the Eby, Blain Co., Limited, Toronto, is taking a well earned holiday through Quebec, the Maritime Provinces and the Eastern States, in company with his daughter. The Grocer had the privilege and pleasure of an interview at the Windsor, and a few hours of pleasant reminiscences were indulged in. Recognizing in Mr. Blain one of Toronto's leading merchants, and undoubtedly one of Canada's best known figures in wholesale grocery circles, The Grocer took occasion to inquire into his views on grocery conditions and trade matters in the West. Speaking of grocery affairs, Mr. Blain said: "The general condition of the grocery trade in Toronto and as far as my knowledge goes, of Ontario and the west generally, is most satisfactory, and the outlook decidedly encouraging for a good season's trade. Crop conditions on the whole are good, trade is on a good basis, manufacturing steady and new industries springing up in a substantial manner. As regards my own city, I may say that Toronto

Mr. Hugh Blain,
The Eby-Blain Co., Limited., Toronto.

is assuming the position its geographical location entitles it to, that of the leading receiving and distributing centre of the products of the soil, and with the completion of the several lines of railway under construction by the C.P.R., the Great Northern and James Bay lines, will more than ever make it the centre of a vast trade. The serious fire which visited our city last year was a hard blow but the vitality of the commercial interests of Toronto, with the enterprise of the business community, was strong enough to overcome the disaster, and today the effect has shown itself in a greater and more substantial rebuilding in the visited section. It is this very commercial resiliency that makes Toronto great and augurs for a great future. It would be impolitic for me to make comparisons with your great metropolis, its position is well known and recognized, and the growth and prosperity of Montreal reflects itself upon the country."

Reverting to the conditions between the jobbing and retail grocery trade, Mr. Blain stated that many of the questions that had been disturbing in the trade were eliminated and those that were still of a more or less frictious character would gradually be reduced and done away with. "It requires only a rational consideration of matters, a common sense consideration of the conditions surrounding many of the retailers, to bring all these disturbing elements into line, and so place both the jobber and retailer on a footing where a reasonable living profit will obtain. The calling of the grocer is one which at best is none too profitable for the amount of money invested, the hard labor, long hours and the natural risks of the business necessary for its conduct, and it is in the interests of the trade generally that many of the changes introduced have been made, and I believe, conscienously are admitted as being positively beneficial by even those who were too prone to criticize the movement as one of caste or class. Trade is in a continual state of evolution and conditions that were logical twenty or even ten years ago, could not be accepted and workable now, and it is necessary that business men, both wholesale and retail, adapt themselves to such means and methods as are in keeping with prevailing conditions, only by so doing can all interests be satisfactorily served."

Mr. Blain and daughter spent Sunday and Monday in Montreal, departing for Quebec and the Sagnenay. The sight of the squadron of H. S. H. Prince Louis of Battenburg at Quebec will be one taken in by them en route. Mr. Blain expects to be back in Toronto during the second week of the Exhibition, no doubt greatly benefitted by the tour.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best. and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

Results are more convincing than arguments.

Our blend of **PICKLING SPICES** gives best results.

TODHUNTER, MITCHELL & CO.,

7 East Front Street. **TORONTO**

NOT ONLY IN THE
MARITIME PROVINCES
but throughout the entire Dominion of Canada have

BORDEN'S
BRANDS

"Eagle" Brand Condensed Milk and **"Peerless" Brand Evaporated Cream**

obtained the favor of the trade. Quality alone has won this preference.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

To the Trade . . .

In Parry Sound, Nipissing and Algoma Districts.

We wish to advise the withdrawal of our late representative, Mr. Wm. C. Sutton.

As yet we have not made any arrangements for covering your territory, and may find it necessary to solicit your business by mail for a short time.

All business you may see well to favor us with will receive careful attention, as to goods and prices and prompt shipment.

As soon as we complete our arrangements, will advise through these columns and by direct circular.

JAMES TURNER & CO.
HAMILTON, ONT.

FRUIT and PICKLES

Now is the time the housewives are putting up their Winter stock. See that you are well supplied with the following:

Fruit Jars, all sizes, Rubber Rings, grey and white, Ten cent tins Bottling Wax, ready to use,
One lb. cakes Paraffine Wax, ready to use, Whole Pickling Spice, A 1 values,
Parke's Catsup Flavor, Imperial Vinegar, none better.
And to keep the flies away, Wilson's, Smith's and Bacon's Fly Paper and Tanglefoot.

LUCAS, STEELE & BRISTOL, HAMILTON.

THE YEAST ON THE SQUARE—
JERSEY CREAM YEAST CAKES.

TO THE TRADE,—

We beg to thank you for your very liberal orders for Jersey Cream Yeast Cakes since the dismissal of suit against us by the Privy Council of England. We were totally unprepared for the large business, but have done our best by shipping part orders to keep you all supplied, and trust within the next few days to catch up with orders and ship same day received, as we are largely increasing our staff.

Again sincerely thanking you,

We remain,

Sincerely yours,

HAMILTON YEAST CO.

THE YEAST ON THE SQUARE—
JERSEY CREAM YEAST CAKES.

THEY ARE AT IT AGAIN

Book your **TARTAN** Salmon and Canned Goods
before it is too late.

Long Distance Phone 596

BALFOUR & CO., - Hamilton, Ont.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, August 24th, 1905.

BUSINESS continues very active in all branches of the wholesale grocery trade, and local houses have no reason to complain of Mid-summer dullness. Values throughout are firm and particularly in foreign dried fruits there is a very strong tendency towards much higher prices this season.

Sugar—Prices continue steady at the figures quoted for several weeks back. The local prices have not been affected by the speculative changes in New York. We quote:

Montreal granulated, in bbls	5 65
" " in sacks	5 60
" yellow, in bbls	5 15
" " in sacks	5 10
Wallaceburg, in bbls	5 55
" in sacks	5 50
Icing sugar in bbls	6 25
" " in boxes	6 45
" " in small quantities	6 85
Powdered sugar, in bbls	6 05
" " in boxes	6 25
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb cases	6 35

Canned Goods—Canned meats are in very heavy demand and salmon is selling well for September-October delivery. Prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 28
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup, 2's, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case		1 48
" (No. 3), early June, 2's		1 63
" (No. 2), Sweet Wrinkle, 2's		1 88
" (No. 1), extra fine sifted, 2's		2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25

Picnic Supplies List—Selling briskly during the hot season. We quote:

Boneless chicken, lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Lime Juice—Still some demand at following prices:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 80	7 00
Local brands, pints, "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal		0 65

Salad Dressings—Selling well at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large.	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Prices are quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets, is now quoted at 8 1-4c., a slight reduction.

Spices—Prices are quoted again as last week:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70
Black pepper, per lb	0 13
White " "	0 25
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—There have been no further changes since last week. Tapioca is still very firm with a strong tendency to advance. The demand is heavy. Japan rice has been very scarce on the local market for some time, but new supplies are now available. We quote as last week:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	3 70 4 15
Sago, per lb	0 03½

Pot and Pearl Barley—Quoted as last week at following prices:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—Quoted at following steady prices:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 15
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25

Coffee—There are no new features in the local coffee market. Prices are quoted as follows:

Whole green Rio, per lb		0 10½
" roasted, per lb	0 13	0 15
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " " 1-lb " "		0 33

IT'S HOLBROOK'S

"THEN WE KNOW IT'S GOOD"

This is the unanimous opinion of all who have tasted HOLBROOK'S GENUINE IMPORTED Worcestershire SAUCE

LISTEN!

YOUR CUSTOMERS LIKE IT, YOUR JOBBER SELLS IT.

YOU SELL IT TOO.

CANNED FRUITS

We have been so busy discussing the Canned Goods' situation in general the past few weeks that we have neglected mentioning Canned Fruits.

We are very pleased to be able to say that **Our Canned Fruits** this season **are the very finest** that have ever been packed in this or any other country. Owing, however, to the very high prices we have had to pay this season for fruits (you know how much more you yourselves have had to pay for your fruits this season) and, also to the increased cost of sugar, we have had to make a slight advance in prices over last season, we could of course, have kept down the cost of packing by slack filling the tins and by using less sugar, but in conformity with **our determined policy to pack only goods of the very best quality,** we have filled the cans to their capacity and have preserved the fruits in **extra heavy syrup.** In this connection we may say that some packers have been accustomed to pack their fruits in a light syrup. We, however, have preserved our fruits in an extra heavy syrup, which means an extra cost for sugar of about 15c. per doz.

We consider it **highly important** that **you should call the attention of your customers** to the fact that **all our fruits** known as **Heavy Syrup and Preserved, under any of our brands,** are **equal to the finest home-made fruits,** and **are ready prepared for the tables of the most fastidious.** You should also draw your customers' attention to the fact that we only accept for canning purposes fruits at their highest stage of perfection and when best fit for table use.

We guarantee our fruits to be absolutely pure and preserved with cane sugar only. Our fruits are also put up under **perfect sanitary conditions** and **in a most scientific manner.**

If you have not yet placed your season's order for fruits you should do so at once, as the pack is limited and the demand is extraordinarily strong.

Housewives have come to **realize** that the **canned fruits of the Canadian Canners, Limited,** are **cheaper in price** and **better in quality** than those preserved in their own kitchens. If you wish to increase your trade in canned fruits, buy and sell **only** brands such as: **Aylmer, Little Chief, Log Cabin, Bowlby's, Auto, Simcoe, Delhi, Boulter's, Lalor's, Thistle, Kent, Lakeport, Schenck's, Lowrey's, Saylor's Brands.**

CANADIAN CANNERS, Limited, HAMILTON.

Local Blends:—

Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—Prices are quoted locally as follows:

Epps' ¼ lb package, per lb.	0 33
Fry's ¼ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan's, in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ¼'s	0 25
Van Houten's, ¼'s, per doz.	2 75
Baker's, in ¼-lb tins, ½-lb tins, per lb.	0 42

Chocolate—Local houses are quoting following prices:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s,	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " " "	0 22½

Jam—Prices continue as quoted last week:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton). "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.		0 12½
" (shelled), per lb.		0 28
Filberts		0 11
Peanuts,		0 11½
Jumbos		0 14
Walnut, per lb.		0 12
" (shelled)		0 25
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 16

Foreign Dried Fruits—There is little to add to the long resume of the situation in these columns last week. Almost every item in the foreign dried fruit list shows a strong tendency to advance. Currants have already been advanced and will go much higher. Raisins are firm and all indications point to higher prices for the new season's crop. Apricots and prunes are also advancing. We quote:

California raisins, muscatels, 3 crown, per lb.		0 06½
" " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package		0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb.		0 04½
" 80-90 "		0 05
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 08½
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filiatras, per lb.		0 05½
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb.		0 05½
Figs, cooking in bags, per lb.	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb.		0 11½
Apricots, choice, in 25-lb. boxes, per lb.		0 10½
Apricots, standard in 25-lb. boxes, per lb.		0 10
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Plums, choice (dark pitted) per lb.		0 10
Candied Peel—Lemon peel, per lb.		0 09
Orange "		0 09½
Citron "		0 14

Teas—Prices are quoted locally as follows:

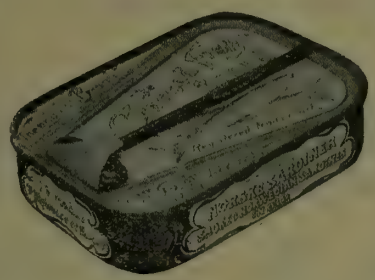
Congous, M. 12, half chests, per lb.		0 12
" " cads. per lb.		0 13
" S.C.P. and M. 14, half chests, per lb.		0 15
" " " cads, per lb.		0 16
" A.A.N., in cads, per lb		0 19
" J.A.P., No. 1, "		0 25

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. ***He Knows*** he has everything to lose and nothing to gain by buying untried products.

What are you going to do about it?



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tin

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

NOTICE NOTICE NOTICE

JOBBERS Salesmen Only JOBBERS

Have you heard that BODE'S GUM CO. will give away

$10,000.00 IN PRIZES

on

December 31st, 1905?

WRITE FOR PARTICULARS TO

BODE'S GUM CO.,

28-30 St. George St., - Montreal, Canada

TAKE NOTICE!

There may be others just as good, but there is **nothing better** than

Bode's Brands of Chewing Gum

The rapid growth of demand for **BODE'S BRANDS OF GUM** is a proof of their superiority in

QUALITY, CLEANLINESS AND STYLE

BODE'S GUM CO.,

28-30 St. George St., - Montreal, Canada

'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

EAGLE BAKING POWDER

is a winner every time. It wins friends wherever introduced. Try a sample order. We guarantee satisfaction with every package. Ask your jobber for prices.

AGENTS WANTED EVERYWHERE

J. H. MAIDEN, Agent
MONTREAL

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Ceylon, bulk, per lb		0 18
" Pekoe P.H.T., in ½ chests, per lb.		0 18
" broken Pekoe, No. 62 in chests, per lb.		0 18
" " No. 414 and 418, "		0 20
" " No. 412, in chests, "		0 22
" " No. 57, " "		0 25
Gunpowder, in quarter chests, per lb		0 26
Young Hyson, in ½ chests, per lb		0 26
Scented Orange Pekoe, in cads, per lb		0 26

Fish—Prices continue as quoted last week.

Lake Superior trout		0 10
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon	"	0 13
Halibut	"	0 11
White fish (L. Winnipeg), per lb		0 06
Pickerel		0 15
Jackfish		0 04
Finnan Haddie		0 09
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose" " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb. "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnan Haddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 45
Yarmouth bloaters, 60 in box, per box		1 50
Lobsters, fresh boiled, per lb		0 25
Caviare, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40

Evaporated Apples— As noted last week, the evaporated apple market is very firm and new supplies from the east could not be sold at the prices now quoted to the trade. We quote:

Evaporated apples (choice), 50-lb. case		0 08
" " (fancy), "		0 08½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—Prices are quoted as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 85
" " " No. 1,		9 50
" " " No. 2,		8 40
" " fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz.		1 85

Buckwheat Flour— Quoted at $1.70 per half sack.

Breakfast Cereals—Quoted as last week:

Rolled Oats, 80-lb. sacks, per cwt	2 40
40-lb. " "	2 45
20-lb. " "	2 50
8-lb. " "	2 80
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Eggs—Produce houses are paying 18c. per dozen for strictly fresh eggs delivered in Winnipeg.

Maple Products— New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion, 1 year		$30 00
" " " 6 months		17 00
" " " 3 months		10 00
50 " " 1 year		17 00
" " " 6 months		10 00
25 " " 1 year		10 00

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

WANTED.

FLOUR millers, situation by practical man; good references. Wilson, care Graham postoffice, Tilsonburg. [f]

BAKER, at once; good on bread and cakes; must be steady; state wages, with board; mixer in shop. J. Leece, Coldwater. [f]

GROCERY clerk wanted; state experience and salary required; also if any experience in crockery. Apply, with references, to C. Stephens Co., Limited, Collingwood. [f]

IMMEDIATELY, clerk for general store, to take orders in surrounding country, and deliver same; give references, experience, and full particulars. Charles Lowrey, St. David's, Ont. [f]

SITUATION WANTED.

BAKER, second hand, wishes situation. E. Band, 708 Somerset Street, Ottawa. [f]

BAKER, good on bread and cakes; would like a steady position; strictly temperate; could take charge. Harry Brand, Point Edward. [f]

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

MFD. BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

Business Changes

Ontario.

W. O. GORDON, general merchant, Creemore, has assigned to R. Tew, Toronto; meeting of creditors held August 21.

G. Weir, grocer, Carleton Place, has sold out.

J. McKay, grocer, Hamilton, has sold out to C. Rossiter.

A. Hudgin, grocer, Toronto, has sold out to C. A. Butler.

Varey & Meyers, grocers, Port Dover, have been burned out.

W. B. Scott, miller, Milford, has advertised his business for sale.

M. J. Bailey, confectioner and fruiterer, Berlin, has advertised his business for sale.

E. M. Maitland, confectioner, Peterboro, has advertised her business for sale.

W. McGaughey, grocer and baker, Pembroke, has suffered loss by fire; fully insured.

Walter Bros., general merchants, Listowel, have suffered loss by smoke and water.

J. Clark & Co., grocer, baker, flour and feed merchant, Woodstock, has assigned to Geo. Smith.

W. Hocklev, general merchant, Proton Station, has assigned to W. L. Young; meeting of creditors to be held Aug. 25.

W. Cochrane, general merchant, Baltimore and Burnlev, has assigned to W. Harstone; meeting of creditors to be held Aug. 29.

Quebec.

E. Gagnon, grocer and liquor dealer, Quebec, is dead.

The stock of H. Picard, grocer, Montreal, has been sold.

The assets of Z. Brunt, grocer, Montreal, were sold Aug. 18.

Sharpe Bros. have registered as provision merchants, Montreal.

M. P. Dixon & Co., general merchants, Beebe Plain, have assigned.

The assets of M. L. Rosseau, grocer, Montreal, were sold Aug. 23.

The assets of M. Amyot, grocer, Montreal, are to be sold Aug. 25.

The assets of E. Gibeault, hay merchant, Ste. Martine, are to be sold.

E. A. Waugh & Co. have registered as grocers and liquor dealers, Montreal.

Gillespie & Co. have registered as wholesale grocers and wine merchants, Montreal.

Nova Scotia.

E. M. Boutilier, fish dealer, Halifax, has suffered loss by fire to the extent of $5,000.

McLeod & McDonald, general merchants, Inverness, have assigned to G. O. Forsyth, official assignee.

New Brunswick.

W. A. Fowler, general merchant, Belle Isle Creek, is offering to compromise at 50 per cent.

Manitoba and N. W. T.

P. W. Martin, general merchant, MacGregor, is selling out.

C. H. Evans, grocer, Medicine Hat, has sold out to W. J. Brougham.

A. E. Smalley, Westbourne, general merchant, has sold out to P. W. Martin.

Hamelin Bros. & Co., general merchants, Melita, have sold the Lauder and Findlay branches.

British Columbia.

Chas. Richards & Co., general merchants, Fernie; claims requested to be filed before Sept. 7.

Who doesn't sell

YORK

Metal Polish? It has no equal. Can be had in liquid or paste; is clean and brilliant. 10c. and upwards.

Send for Sample.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

TRADE
is there all right.
SYRUP OF MALT
EXTRACT OF MALT
A cough cure and tonic respectively. Should be on your shelves. They are not expensive.
SEND FOR SAMPLE.
GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

THE STANDARD

Computing Cheese Cutter
INSURES PROFITS
IN CHEESE
1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.
Every grocer can afford it.
No grocer can afford to be without it.
Price and Terms Right. Write for Folder.
THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO

TRADE MARK
This design a guarantee of quality
THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Established 1860

The Park, Blackwell Co.,

Limited

Pork and Beef Packers
Lard Refiners

Provision Merchants
Manfrs. Canned Meats

Toronto, Ontario

We are always in position to execute promptly all orders for

Pork and Beef Products, Canned Meats, Lard, Butter, Eggs and Cheese

If our travellers are not calling upon you write us for Price List and send us your orders direct.

Quality always reliable. **Prices right.**

NOTE.—For the convenience of our Cape Breton customers we have established a branch warehouse with full stocks of meats, etc., constantly on hand.

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Aug. 24, 1905.

THERE has been another advance in the cheese market. Unfortunately, however, it seems as if this last advance had again been too sudden and carried too far, and the consequence will probably be another dull spell until British importers get accustomed to the higher prices and again commence to send in their orders.

While the situation, as formerly pointed out, is undoubtedly strong, the high prices ruling at present are certainly a "stumbling block" for legitimate order business, and the more conservative dealers are commencing to show a desire to sell their present holdings rather than add high priced stock to them; in fact it is not considered safe or good policy to stock up with goods at present high prices for future demand, no matter how sound the situation may appear at present. There is a limit to the value of goods, and when any article which has been considered a necessity becomes a luxury, the general demand falls into insignificance, and then the available supplies are bound to meet a limited demand.

The supplies from Canada are undoubtedly a most important factor in the British cheese markets, but, after all, there are many other sources of supply to be considered. When our season of production ends a new season opens in the Antipodes, and thus it goes on. The British consumer may be obliged to pay a little more for his pound of cheese, and perhaps he may eat a little less to even up; at any rate it is well for merchants to act with caution when prices reach a point where the consumption might fall off.

Our stocks are still at a low point, but while our recent shipments are now showing a decrease as compared with last year, stocks in Great Britain have lately shown a slight increase. On the other hand, our daily receipts are falling off, and there is no doubt a considerable shrinkage in the flow of milk. Present values may therefore be justified, but there does not seem to be much room to continue the upward movement in prices.

Butter has also advanced again. Reports from the United Kingdom tell us that butter has not been selling well; a considerable quantity has been carried over until it became stale, etc. This is unfortunate, but we have no control over it. If the British importer wishes to speculate for higher prices and overholds his butter, it is his property, and he can do what he likes with it. But if this deteriorated article is put on the market as finest Canadian creamery it may be said that our product may suffer in reputation, and we may lose business without any fault of ours. Our average quality of creamery butter, while it is fresh, is wholesome and palatable, and it does not seem right that speculation should be allowed to ruin the reputation of our product.

From our present standpoint prices are not likely to recede, and, as butter is wanted, a good, fair trade should result. The British retailer may resort to cheap substitutes, as "Margarine," but where butter is wanted such substitutes will not fill the demand.

Dairy butter continues to be scarce and dear, and will probably remain in this position for the balance of the season.

LONDON, ENG., PRODUCE LETTER.

(By Our Own Correspondent.)

THE public holiday during the week of Aug. 10 has had the effect of making the spot demand for butter even quieter than usual, but, owing to the general shortage, good prices are being asked and, in most cases, realized. Naturally the retail trade is viewing the upward tendency with considerable anxiety, and it remains to be seen whether they will continue to buy at prsent stiffish prices.

The London market has not responded to Canadian prices; nor can it be expected to do so, owing to the upward leaps and bounds of quotations, and buyers have been compelled to recede. For instance, to-day (Aug. 10) quotations on eastern creameries c.i.f. stand at 108s. as against 102s. a week ago, and those firms who were fortunate enough to purchase at a lower figure then ruling have cleared out at a substantial profit. But at such a price it seems almost an impossibility for merchants to make money, and unless stocks are very short Canadians will find it difficult to command the prices asked for.

In the matter of quality, reports go to show that there is still considerable variation in quality, and this also deserves consideration. It is felt that, in course of time, Canadians will succeed in shipping butter of a more uniform quality, and it might be said right here that if a milder butter can be sent along, it will be a decided improvement. Some of the casks, casually inspected, are found as salt as brine. This refers more particularly to the London market.

As to packages, there appears to be a decided preference for boxes over pails here, the former securing a saving of from one to two shillings in the handling. This does not mean to imply that pails do not give satisfaction, for, taken together, they give no cause for complaint, although some districts ship better than others.

The Danish market is unchanged today and quotations are steady, the rapid advances of late interfering very much with the sale. Finest Danish butter is quoted at 120s. to 122s. New Zealand is expecting to realize high prices for butter also, having rapidly cleared off their last shipments over here some weeks back. This is evidently going to be a year of great caution in the butter world here, for with confusion reigning in Russia, heavy calls from the continent on Danish supplies, and short supplies from elsewhere, buyers, unless careful, will be involved in heavy losses. As is always the case in such situations, the speculative element is strong.

In regard to the question of the butter supremacy on this side, about which some mention was made in The Canadian Grocer of July 14, the palm would undoubtedly go to the country producing butter of the most uniform quality and weight, and the most regular supplies. The ever-varying demand of the world's markets forbids regular supplies to this country and gives birth to that speculation in which both quality and weight are often sacrificed, so that there seems little probability of any country ever being in a position to claim the palm as its own. But at the same time it must be fully understood that the public demand, which after all is of paramount importance, will always be for the best quality, and the country that neglects to turn out the finest grade will have to take a back seat. There are periods in every year when butter from each country shows improvment over others for the time being. A correspondent reports that he has seen New Zealand qual to Danish, and others could say the same, especially in regard to last season. For that matter, times have been—not seldom either—when Canadian butter has been voted "equal to any." When salting, the limit should be from 2 per cent. to 3 per cent. of salt, for heavily salting simply means deteriorating the value, which in the long run is against the maker.

Last minute reports show that the bacon market is firm, and prices are on the upward turn. Supplies are shorter than was expected from most sources, and, although there has been an advance of from 2s. to 3s. on Canadian, good sales are secured.

In cheese, the market is firm and active, with an all-round shortage. There are very few fine Canadian left, and all classes of Dutch are taken up on landing. The general outlook is good.

MILK.

This is the Condensed Milk Package the public throughout Canada recognize as a guarantee of richness and purity.

It pays the Grocer to sell Milk that is sure to please.

The reliable character of Reindeer Condensed Milk is the reason why so many grocers give it prominent shelf-room.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

SHORT ROLLS

New, Mild, Sweet, Sugar-cured, Boneless, either Smoked or in Pickle, the very nicest and cheapest line on the market.

Hogs are undoubtedly scarce and high in price. Order now, before the prices advance.

F. W. FEARMAN CO., LIMITED

HAMILTON

PROFITS IN CHEESE

Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE $7.50 F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON **Head Office, TORONTO**

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—The market has been fairly good since our last, demand continues to advance, with little change in arrivals. Smoked breakfast bacon has advanced 1c. Lard has again advanced 1-4c. Hogs are slightly easier, purchases having been made at $9.75.

We quote for this week:

Long clear bacon, per lb		$0 11½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb		0 14
Medium hams, per lb		0 14
Large hams per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		17 50
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 10	0 10½
" tubs "	0 10¼	0 10½
" pails "	0 10½	0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 50	8 75
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton		0 08
Spring lamb	0 10	0 11
Veal	0 07	0 09½
Hogs, street lots	9 75	10 00

Butter—Arrivals of butter are still coming in slowly, this fact with demand on a steady increase has resulted in still further stiffening prices, and creameries have made a further advance of 1c.

All arrivals to hand have been sold for immediate consumption, nothing going into cold storage to increase stocks. Available stocks have not been known to be so low for a long time. The present conditions are expected to continue until after harvest operations are completed, so that with the usual steadily increasing demand at this season, prices are expected to continue firm. We quote:

	Per lb.	
Creamery prints		0 23
" solids, fresh		0 22
Dairy prints	0 19	0 20
" in tubs	0 18	0 20

Cheese—The market in cheese continues to firm up in sympathy with the butter situation, prices being advanced 1-4c. Home consumption is good, with foreign markets steady, owing to lower basis of the U. S. prices. The export market is not expecting any serious movement until prices reach a more steady basis.

	Per lb.
Cheese, large	0 11½
" twins	0 11¾

Cheese Board Report.

(For week ending August 22.)

Board.	Boxes.	Price.
Belleville	3,695*	0 11¼ 0 11 5-16
Brockville	4,834*	0 11⅜
Cowansville	1,074	0 11¼ 0 11 5-16
Russell	600	0 11⅛ 0 11⅜
Woodstock	3,153*	0 10⅞ 0 10⅞
Stirling	750	0 10 13-16
Campbellford	1,350	0 10 13-16
Picton	780	0 10 15-16 0 11
Madoc	1,000	0 11 0 11 1-16
Kingston	1,075*	0 10 5-16
Tweed	440	0 11½
Perth	5,350*	(not quoted)
Listowel	1,715*	0 11¼
Napanee	1,950*	0 11 1-16 0 11⅜
Ottawa	1,764*	0 11 0 11¼
Kemptville	1,380*	0 11½
Farnham, Que	182	0 11
Iroquois	1,060	0 11
Huntingdon, Que	260*	0 11

*White and colored.

MONTREAL.

Provisions—There is no change in the provision market. Trade is fair, and the demand steady, both local and country. Fair trade is passing in lard. Hams and bacon are steady and receiving good support from local trade. Receipts of live hogs are equal to demand, though packers are not prepared to pay prices asked too readily.

Lard, pure tierces		0 10
"	5-lb. tubs	0 10¼
"	20-lb. pails, wood (10¼)	2 10
"	cases, 10-lb. tins, 60 lbs. in case	0 10¾
"	" 5-lb. " "	0 10¾
"	" 3-lb. " "	0 11

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS

We are in receipt of a communicatios from C. S. Page, Hyde Park, Vt., whicn authorizes us to say to those of our reader-who are engaged in the Butchering Business, that if they will send him a postal card with their name and post office address thereon and say that they saw this notice in the CANADIAN GROCER, he will enter their names on his list of customers and send them free, postpaid, from time to time as issued, his Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Cracklings, etc. Mr. Page has been in the Hide and Skin trade for more than fifty years and has the reputation of being responsible and reliable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

WILSON'S FLY PADS

WILL CLEAR THEM OUT

BEWARE OF SUBSTITUTES

Stock the kind the housekeepers ask for. Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

Lard, Boar's Head brand, tierces, per lb.			0 06¾
" " ½-tierces, per lb.			0 07¼
" " 60-lb. fancy tubs			0 07¾
Cases, 20 3-lb. tins, per lb.			0 07¾
" 12 5-lb. tins "			0 07¾
" 6 10-lb. tins "			0 07¾
20-lb. wood pails, each			1 47½
20-lb. tin pails, each			1 37½
Wood net, tin gross weight—			
Canadian short cut mess pork		$19 00	$20 00
American short cut clear		19 00	20 00
American fat back		19 00	21 00
Breakfast bacon, per lb.			0 14
Hams		0 13	0 14½
Extra plate beef, per bbl.		11 50	12 00

Cheese—The cheese market is keeping operators interested. The high prices ruling and the condition of the English market does not make for profitable business by dealers. Activity is the leading characteristic of the market. The report that dealers cannot get orders at present prices would indicate the presence of short interests. Prices, 11 1-4c. for Quebec, 11 3-8c. for Township, and 11 1-2c. to 11 5-8c. for Ontario.

Eggs—The egg market is firm in tone but unchanged as to our last prices. An improvement is shown in stock arriving due to cooler weather and the fact that hens are getting the benefit of the grain fields. Country buyers report having to pay 16c to 17c. for straight gathered stock, though in exceptional cases 15 1-2c. was paid. Selects are selling at 22c., No. 2 15 1-2c. to 16 1-2c. and straight gathered 17 1-2c. to 18c.

Butter—Butter market is firm and steady. Trading is not heavy and buyers complain of inability to get supplies at profitable prices. Fancy Township creamery is quoted at 22 3-4c., choicest 22 1-4c. to 22 1-2c., and good to fine 21 3-4c. to 22 1-4c.

Finest creamery	0 22½	0 23
Fine	0 22	0 22½
Medium	0 21½	0 22
Fresh dairy tubs	0 17	0 18½

MANITOBA.

Ceamery Butter— Prices are unchanged since last week. We quote following selling prices to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—The future of the market is uncertain, but in most quarters a decline is looked for. Local houses are paying 14c. per lb. f.o.b. country points this week for No. 1 dairy.

Cheese—Prices are now quoted as follows:

Finest Ontario, large	0 11¾
" Manitoba, large	0 11
" " twins	0 11½
" " small	0 11¾

Lard—We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—Prices are unchanged from last week. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 00
" " per ½ bbl	9 00
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 25

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb.	0 04
" hocks, " "	0 04

ST. JOHN.

Provisions—In barrel pork prices are higher, stocks are very light. Heavy mess pork can hardly be bought in the local market. There is a fair supply of clear. There is a wide range in quality. Beef also higher. Canadian is very scarce. In pure lard, western packers largely out of the market. Prices higher. Refined has also been slightly advanced. In hams, prices quite high. Rolls scarce. Fresh beef is dull. Domestic is low and of but fair quality. Lamb keeps at quite full price. Farmers are busy haying. Veal has but a light demand. Little offering. Mutton, dull. Pork has little sale.

Mess pork, per bbl.		$18 50	$19 00
Clear pork "		18 00	20 00
Plate beef "		14 00	15 00
Domestic beef, per lb.		0 05	0 06
Western beef "		0 08	0 08½
Mutton "		0 05	0 06
Veal "		0 07	0 08
Lamb, each "		8 00	9 00
Pork "		0 07	0 08
Hams "		0 15	0 16
Rolls "			
Lard, pure, tubs "		0 11½	0 11¾
" " pails "		0 11¾	0 12
Refined lard, tubs		0 08¾	0 08½
" " pails		0 08½	0 09

Butter—Prices rather higher, particularly for best grade. Supply of best quality not large. There is always a sale for good butter, but people keep making poor stuff and wasting money and time.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 19
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

Eggs—There is just a fair supply. The market is chiefly supplied from Prince Edward Island. Prices rather higher.

Eggs, hennery	0 20	0 22
" case stock	0 17	0 18

Cheese— Advanced prices are asked. The make in these lower Provinces is light. Twins are in demand.

Cheese, per lb. 0 11½ 0 12

FIRST FOR JAPAN.

The first shipment of Canadian cattle ever made to Japan will sail from Vancouver to Tokio via the Athenian on Sept. 18 next. They will be used for improving the cattle breeds of Japan.

Casey & Macdonald, general merchants, Balcarres and Coupar, have dissolved partnership.

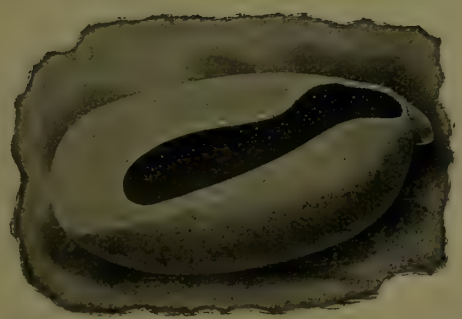
Blue Ribbon

If there is one thing more than another that a grocer ought to have it is a policy of continuity—continuous support of worthy goods, continuous rejection of unworthy goods.

Blue Ribbon Ceylon Tea

has done more for your sales than any other tea—made them stationary when before they used to fluctuate, corralled the fastidious buyers when before you could not please them. Let no one alienate you from **Blue Ribbon Tea. Red Label Line, 40c.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

You Visit

MONTREAL

Sometimes, Don't You?

Next time don't fail to see our samples of

CROCKERY

AT

401-402 Coristine Building

MONTREAL

BARNARD & HOLLAND CO.

N.B. Always glad to hear from you by mail

Canadian Fruits

We are receiving daily

BLACK CAPS, LAWTONS, BLACK CURRANTS, PEACHES, PLUMS, APPLES, PEARS.

Canadian Vegetables

TOMATOES, CUCUMBERS, GREEN PEPPERS, EGG PLANT, CORN, CABBAGE, ONIONS.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Foreign Fruits

ORANGES, LEMONS, BANANAS.

Sundries

SWEET POTATOES, LIMES, WATER MELONS.

Phone Main 520. **THAT** 63 Front East.

the Trade is convinced of my ability to satisfactorily take care of country fruit orders is pleasantly proven by my daily increasing Business. Try me.

TOM SMITH,
Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. CIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS
AND VEGETABLES

The fruit and vegetable growers of Hamilton held their third annual picnic at Brant House Park, Burlington Beach, on Aug. 16.

* * *

A new building is under way in Berlin, Ont., on King street, between the Schlieman and Rose stores. When completed it will be occupied as a fruit store by Longo Bros.

* * *

In his latest report to the Department of Trade and Commerce, Ottawa, C. M. Kittson, Canadian Commercial Agent to South Africa, says South Africa imports a considerable quantity of box shooks for her productions of apples, pears, eggs, bananas, etc. Sweden at present monopolizes the demand, but there is no reason why Canadian manufacturers should not get a share of the trade if they will adapt themselves to the requirements of South African importers.

* * *

Recent estimates made from present indications of the California citrus crop for next year point to a record-breaker. That there will be upwards of 35,000 carloads is certain, and the aggregate may reach 40,000. The current year ends Oct. 31, with shipments that will total more than 30,000 cars, and the daily average now is about 20 cars.

* * *

If the estimates given prove correct the crop next year will break the record by fully 5,000 cars, as the present season is doing by about 3,000 cars. Returns for the shipments this season show that the Southern California Fruit Exshange will have distributed $7,000,000 to growers for fruit shipped for its members. Close calculation upon the output for next season places the net amount that will come to the growers at about $12,000,000.

* * *

Reports to hand from the Niagara fruit district say that the peach crop is an abundant one. At the same time it must be remembered that the total number of trees at present under bearing is very considerably less than the total number of say two years ago. The hard Winter which followed that season was a very severe test and greatly thinned the trees; later still, the San Jose scale added to the damage, so that while the crop per acre will probably be satisfactory, it is a debatable question whether in the aggregate the crop will meet the demand. It is computed that hundreds of acres have been depleted in the manner mentioned, so that what may be now considered an excellent crop must not be taken in comparison with the good crop of a few years ago. Besides this there are nearly twice as many canning factories doing business this year, so that it is very questionable whether prices will fall as low as was expected. The low price quoted at the present moment is for inferior fruit.

* * *

The apple crop is a complete failure, owing to the insect pest. The yield, however, of plums and other fruits is so abundant that the scarcity of apples will hardly be felt.

* * *

The potato crop in the immediate neighborhood of Toronto is showing signs of rot on account of the late excessive rains.

Originally an excellent crop was expected, prospects were promising for abundance, and good prices were expected, but with the heavy rain conditions have changed, and great disappointmrnt is the result.

* * *

The present outlook of the lemon market is disquieting. The universal use of the lemon places it under the category of almost a household necessity.

The news, therefore, that spot stocks have been depleted for some time, and that available stocks from outside points have now become exhausted, make the situation for the moment a serious one.

It is not unusual for some fifty thousand cases to change hands in Toronto alone in one week, and this is only about sufficient to keep the market steady and prices within reach.

From reliable sources we learn that California has quite stopped supplies, and that there are only about four thousand cases afloat from the primal markets of Italy with which to replete the whole of the American continent—a mere drop in the ocean.

This being the situation, holders of lemons are not inclined to rush sales of the small stocks on hand. It will not, therefore, be surprising to see the market reach fabulous prices before the new fruit arrives, which will not be before October.

ONTARIO MARKETS.

Green Fruit.

Toronto, Aug. 24, 1905.

THE home market continues good, consumption is steadily advancing, the return of holiday folks is making a perceptible increase in trade. The scarcity in lemons is still an important feature. Californians are all gone, Italians are nearly depleted; there are only some four thousand cases afloat to supply the whole American continent. The demand for lemons is always a steady feature on market, and with these conditions it will not be surprising to see prices reach eight dollars before new season's arrivals in October.

Bananas are easier on account of increased arrivals. Domestic peaches are also coming in freer and prices have dropped for the larger fruit. Gooseberries are now off the market. Lawtonberries have dropped. Canadian cantaloupes are now quoted at baskets 40c., crates one dollar. Californian Tokay grapes are arriving in very good condition, and are quoted at three dollars and

three twenty-five. Other prices are unchanged. We quote :

Oranges, late Valencias, per box	5 00	6 00
Lemons, Verdilli	....	6 50
Bananas, large bunches, crated	1 75	2 00
Bananas, 8's, per bunch, crated	1 25	1 35
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 75	2 00
" domestic, per basket	0 50	0 75
Pears, California, per box	3 20	3 75
Plums, " per crate	1 75	2 00
" domestic, per basket	....	0 50
Tokay grapes	3 00	3 25
Cantaloupes, Rockafords, per crate	....	8 00
" Indiana gems, per basket	0 75	1 00
" Canadian, baskets 40c, crates	....	1 00
Watermelons, each	0 30	0 35
Huckleberries, per basket	1 00	1 15
Apples, new, per basket	....	0 30
Lawton berries	0 08	0 09

Vegetables.

The home trade is showing only very moderate activity. Supplies coming to hand are by no means too abundant, which alone accounts for the firm parity of prices. Domestic tomatoes are arriving more freely, with the result that prices have steadied and are now firm at twenty to twenty-five cents. Jersey sweet potatoes are coming in in good condition, and are now quoted at $3.50 to $4. Green pepper has dropped to 50c. Other prices remain unchanged. We quote as follows :

Jersey sweet potatoes	3 50	4 00
New potatoes, per bush	0 50	0 60
Onions, per doz. bunches	....	0 15
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, Canadian, per doz	....	0 40
Cauliflowers, domestic	0 75	1 00
Tomatoes, domestic, per basket	0 20	0 25
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 20
Cucumbers, per basket	....	0 25
" Telegraph, per doz	....	1 00
Outdoor lettuce, per doz. bunches	....	0 20
Waxed beans, per basket	....	0 25
Water Cress, per doz	....	0 25
Parsley, "	....	0 20
Mint, per doz bunches	....	0 20
Rhubarb, per doz. bunches	....	0 20
Green peppers, per basket	....	0 50
Kalamazoo celery, per doz	0 40	0 50
Canadian celery, per dozen	....	0 35
Egg plants, per dozen	....	0 75
Vegetable marrows, per dozen	....	0 50
Green corn, per doz	....	0 08
Parsnips, doz. bunches	0 40	0 50
Squash, " doz	0 75	1 00
Leeks, " bunch	....	0 25
Kohl-Rabi, per doz	....	0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 24, 1905.

The fruit market, according to dealers' statements, is active and shows improvement over that of last week. This is due to the fine weather we have had for the last few days.

The total receipt of fruit seems to be larger, too, judging by the appearance of the stores, which are encumbered with all kinds and grades of domestic and foreign fruits. On Monday morning were sold by auction five cars of California fruits as follows: Bartlett pears, very best stock, $3.25 to $3.65; ripe pears, $1.25 to $1.80; peaches, $1.10 to $1.55; plums, $1.50 to $2.40.

Bananas are more plentiful owing to fifteen cars having arrived last week, instead of eight for the previous week. Still it is not believed that the larger receipts will affect prices. The demand, though not active, keeps up well enough.

Lemons, scarce as ever and always in fair demand, are sold between $5 and $6, although $5.50 appears to be the lowest price. Oranges are not to be found at present on the Montreal market; some are expected soon, however, aad will probably sell at about $5.50 per box.

Apples are also in fair quantity. They are Duchess and Astrakan, and are worth from $3 to $3.25 per bbl. There seems to be a good inquiry for them. Montreal muskmelons, in fair lots, are selling between $7 and $10 per basket,

ARE YOU COMING TO THE EXHIBITION?

GREATER AND GRANDER THAN EVER.

When in the city be sure to visit us. We will extend to you the "Glad Hand."

The Peach Season will then be in full swing. **A good time to buy when here.**

SPECIAL—A car fancy **VERDILLI LEMONS**, 300s and 360s, for the hot weather. **CALIFORNIA PEACHES, TOKAY GRAPES, BARTLETT PEARS.**

WHITE & CO., LIMITED

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34 York St.
Phone 1115

TORONTO
64 Front East.
Phone Main 4106

W. B. Stringer EVERY J. J. McCabe

time you request your Dealer to furnish you with "St. Nicholas" Lemons remember, you are asking for the finest quality—the most carefully packed and graded brand of Lemons ever offered for sale in Canada.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

DON'T OVERLOOK

TAM O'SHANTER BRAND CANADIAN PEACHES

Get prices to-day. It will be to your interest.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Ship us your **Live Chickens, Ducks and other Poultry also Butter and Eggs,** if you want good prices.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

Lawton Berries, Blue Berries, Peaches, Plums, Tomatoes.

Order Them Sure

The **E. D. S. Brand** of **Jams, Jellies** and **Preserves** are just as saleable for the Grocer in the Maritime Provinces as in the other Provinces. They have proven their right to be on every Grocer's shelf. Are they on yours?

Wm. H Dunn, agent for the City of Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest.

The Eby, Blain Co., Limited, Toronto, Agents for Toronto.

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DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
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FOR JULY'S HOT WATEHER

Georgia Water Melons
California Valencia Oranges, "Golden Orange" Brand; Best Orange Grown.
Fancy New Lemons, Fancy Ripe Bananas, and other goods.
Prices and Quality Always Right.

HUGH WALKER & SON, - - GUELPH, ONT.

DO YOU WANT RELIABLE FRUIT?

I can give it to you—a guarantee in every Crate, Basket, etc., "CROWN" Brand Fruit. Prices close; Shipments quick.
Write or wire for quotations on any Seasonable Fruit.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
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Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

RETURNED AUG 28 1905 Page 33

Gunther's

Friends and customers call and see us in the annex at the Toronto Exhibition.

H. W. HUNT & CO., - - Canadian Representatives
34 Church St., Toronto

with an ordinary demand. Lake St. John blueberries, rather scarce and not much inquiry, sell at $1.15 to $1.25 per box. Prices are generally about the same as those of last week. We quote:

Pears, boxes	3 50	4 00
Plums, crate	2 00	2 50
Peaches, box	1 75	2 00
Apricots, crate	1 25	1 40
Apples, bbl		3 25
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 15
Cocoanuts, per bag of 100		3 25
Pineapples, 24 to case		5 50
" 30 to case		4 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box		5 50
New Messina lemons 300's		6 00
" " " 360's		5 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl		3 50
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25

Vegetables.

Dealers continue to receive large lots of domestic vegetables, but do not claim there has been much improvement over last week's trade. The demand is only fair and steady and stocks over supplied.

As before, the arrivals consist of cabbages, cucumbers, tomatoes, celery, etc. Prices for cucumbers and cabbage are easier on account of the big stocks carried by local dealers.

Onions are not to say plentiful, there being only Spanish onions, which enjoy only a very moderate demand at $2 per case. New potatoes continue in favor at firm prices. We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz	1 00	1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Montreal cucumbers, doz	0 10	0 15
Home grown cabbage, per doz	0 25	0 40
Tomatoes, basket	0 35	0 40
Spanish Onions, cases		2 00

MANITOBA.

Green Fruits.

Winnipeg, Aug. 23, 1905.

The local market is almost bare of some fruits. The quarantine in New Orleans has stopped shipments of bananas and California small fruits are not coming forward very rapidly. We quote:

California Bartlett pears, per case	4 00
" peaches, per case	1 65
" Wicksen plums, per case	2 00
Washington pears	3 25
" Italian plums (blue), per case	1 50
American Duchess apples, per bbl	7 00
Late Valencia oranges, 120's	5 25
" " 150's	6 00
" " 170's to 250's	6 50
Fancy Cal. lemons, 300's and 360's	10 00
10c. off in 5-case lots.	
Pineapples, per doz	2 50
Watermelons, per doz	6 00

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	1 50

PICKLING SPICE

The Pickling Season now in full swing warrants your selling the best Spices obtainable. Our Whole Mixed Pickling Spice (19 varieties) is the best selected and finest on the market. Write us for sample and prices. Value will surprise you. Quality will please your customers.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
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TORONTO BRANCH, 29 CHURCH STREET
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Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P. DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the **Best Goods**,
That give you the **Best Profit**,
And that are the **Best Sellers**?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC Montreal OTTAWA

ANOTHER YEAR GONE

since last the delegates to the annual meeting of the Maritime Board of Trade met in convention. And during all that time some dealers have failed to try the trade-developing qualities of

ACADIA PREPARED CODFISH

Just a year of opportunity wasted. Don't let another pass in the same way. This is a food too good, too delicious, too healthful, and too convenient to remain on store shelves. It sells rapidly and brings a large profit to the grocer.

BLACK BROS. & CO., Limited

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FISHING STATIONS—Mecatani, Labrador
Mutton Bay, Labrador

The Deep Sea Fisheries of the Atlantic Coast

HOW THE FISH ARE TAKEN

THE extent and value of the Atlantic deep sea fisheries of Canada are little known in Western Canada, except among those who are directly interested in them as fish dealers. It will be of interest to our readers to hear something of methods pursued in catching, curing and marketing this form of food, which is more and more entering into consumption all over the Dominion. People are now beginning to realize that in the codfish they can get the very best form of food, having nearly as much nourishment pound for pound as the best beef, and which can be prepared in so many different ways that it is always a tempting dish.

fleet consists of about two hundred vessels varying in size from fifty tons to one hundred and twenty tons, valued at about $1,000,000 and employing about four thousand men and boys.

(1) Trawling.—This fishing is prosecuted in vessels of about 100 tons, with from 15 to 18 men in each vessel. They begin to fit for the voyage about March 15 each year. The fitting consists of taking on board food for two months, a quantity of coarse salt, usually obtained from Trapani or Turk's Islands, and a quantity of frozen herring, say 15,000, for bait. The last are stored in pens built in the vessel's hold, and packed in ice.

1,000 hooks to the trawl. Each vessel will carry from 14 to 18 of these trawls according to the number of men. To each end of the trawl there is attached a mooring rope, usually 90 fathoms long, with a small anchor for mooring the trawl and a buoy with staff and flag to locate it by. Each vessel carries seven or eight boats or dories, which rest into one another and stand on the decks amidship on both sides of the vessel. Two men and one trawl go to each dory.

The vessels sailing from Lunenburg in the Spring go to what is known as the Bank Queereau, La Have Bank, or Sable Island Bank. On arriving at the spot

A Deep Sea Catch off Yarmouth (Courtesy of Yarmouth Herald.)

The three fishes that make up the bulk of value in the deep sea fisheries are (1) cod; (2) haddock, (3) hake. They are put in order of excellence, for while as fresh fish the haddock is decidedly superior to the cod, as a salted fish the cod is much better, and as will be seen in the deep sea fisheries all the fish must be salted.

There are three methods pursued in catching the fish—(1) trawling, (2) hand-lining, (3) trapping. On the Atlantic seaboard the most important fishing fleet hails from the county of Lunenburg, Nova Scotia, commonly called "The Gloucester of Canada." This

Each vessel is fitted with a large Manila hawser, usually 9½ inches in circumference and about 240 fathoms long, for anchoring on the banks. Rope is used as it has been found that chain has not the necessary resiliency, besides being too heavy. The trawl, so called, is made up of about 1,000 fathoms of tarred cotton line of about the thickness of a lead pencil, weighing 22 lbs. to 300 fathoms—called the head-line. At every fathom of its length there is attached a much lighter tarred cotton line weighing but 5 lbs. to 300 fathoms and one-half fathom long. To the end of this light line is attached the hook, thus giving

where the captain has decided to try, the vessel is anchored, her sails furled, and what is known as a riding sail put up in place of the mainsail. The trawls are then baited with pieces of herring and put in tubs four to a dory. The dories are then launched and proceed to windward to set the trawl. This is done by dropping the anchor with trawl and buoy attached, and while one man rows the other pays out the trawl, dropping the other anchor at the end. In hauling the trawl they simply pick it up by the mooring and under-run it, taking off the fish and re-baiting the trawl if the captain decided to stay on that ground.

The fish so taken are taken to the vessel and forked onto the deck where the dressing crew awaits them. These consist of header, throater, splitter and salter. The throater cuts the throat, the header removes the head and entrails, saving the liver for oil, and the splitter splits the fish down the belly to the tail and washes it in clean water, and the salter puts sufficient salt on it to preserve it until it can be landed for curing. The fish are then packed away in the pens which hold salt until all the pens are full of fish and all the salt used, if she be lucky enough to get so many fish, which rarely happens in the Spring.

The first or Spring trip lasts until June 1, when the vessel repairs to her home port and unloads the fish, which are put into the hands of the makers or dryers. She then puts out for the Summer trip, which lasts from June 10 to September 30, and is prosecuted in the same way, the only difference being in the fishing ground and bait. The scene usually shifts to the Grand Banks of Newfoundland as the new ground and caplin is used for bait during June and part of July, and after that the squid is used when obtainable.

A good average catch for the season would be 1,500 quintals dry, or about 250,000 lbs. green. The total value of this catch in an average year would be about $1,250,000.

Hand-lining.—The preliminaries as to fitting, etc., are just the same in hand-lining as in trawling, except that in the place of herring American clams packed in barrels are used until the squid come on the Banks. These vessels carry from 14 to 18 dories, each manned by one man, who fishes two hand-lines only, weighing 8 lbs. to 300 fathoms. They use pretty much the same fishing ground, though a number of them go out the Gulf of St. Lawrence to fish instead of on the Banks.

Trapping.—This form of fishing is peculiar to the Labrador Coast where the fish run in schools. A trap is simply a large room made of netting often 60 fathoms square, with a door and a long strip of netting leading to the shore called a leader. The trap is set from 40 to 50 fathoms off shore and moored with stout ropes and heavy anchors. The leader goes into the door-way and stretches to the land. The school of fish following the caplin (a species of small herring) find the leader in their path and swim along it into the trap. When the fishermen wish to haul the trap they take large boats alongside it and gradually haul the trap into them, thus collecting all the fish in a small area, when they are dipped out with dip nets. A peculiar feature about this fishery is that the fish will only trap for about two months, usually from June 15 to August 15, and after that what are known as the second run of fish must be taken with hand lines.

Various Methods of Curing.

The methods of curing the fish after they have been landed are practically the same no matter how the fish were taken, so that what is a description of one is a description of all.

Dry Curing.

The greater part of the catch of the Lunenburg fleet is dry cured by the following process: On arrival at her home port the fare of each vessel is divided up in about 100 to 200 quintal lots and given out to men who make a living from this part of the business, viz., the curing of the fish. The fish when landed are piled in a store in piles averaging about 5 feet in height by the size of the store in length. When the maker thinks the weather is suitable he proceeds to wash the fish out by hand. This is done usually in large butts or tubs with brushes in salt or brackish water. A good deal of judgment is necessary in deciding when to wash fish out, as should a damp spell of weather come and it should be found impossible to spread the fish in the sun for four or five days they become what is known as slimy and have to be washed over again.

When washed they are piled again and weights put on them to press the water out. After a day or two of this they are taken out and spread on the flakes, which are usually made of wooden slats, and there exposed to the sun and wind for about two days. Here again care must be exercised, for if the sun gets too hot there is danger of the fish burning and so losing a large proportion of its market value. At night they are gathered in piles on the flakes and boxes made for the purpose put over them.

Fish Drying Yards in Maritime Fishing Town.

After two days on the flakes the fish are again put in the store and piled as before. There they stay for a period of from ten days to two weeks. This is known as sweat pile treatment, for the salt in the fish causes them to soften up again.

After that length of time they are again spread on the flakes for two days, and then are ready for market. Fish thus cured are marketed in the West Indies, South America, Spain, Italy, Greece, England, and to a limited extent in Canada.

Pickle Curing.

Another form of curing and marketing is what is known as pickle curing. In this the fish are taken from the vessel, thoroughly washed, and put in puncheons with salt and water. After being there for three weeks they are taken out and put on the flakes for two days. These fish are generally used for putting up the boneless codfish that is now so generally coming into use in Canada. When taken from the flakes they are put into the factory where men skin them and take the larger bones out; then they are handed to girls who, with tweezers, extract all the small bones. After that they are cut up and packed in various forms from a one pound cake to a hundred pound box. This process enables the thrifty housewife to get good fish in small quantities, and also does away with the trouble of skinning and boning it at home, no small matter nowadays while the burning question of domestics is always to the fore.

The pickle curing process of marketing has been pursued in Gloucester and Boston for many years, but it is only recently that it has been taken up in Canada to any extent. Besides being a boon to the housekeeper, it is a decided convenience to the grocer, as it gives him small handy packages done up very attractively and on which there is no shrinkage in profits through loss of weight, as sometimes happens him when handling the whole fish.

Smoke Curing.

Another branch of fish curing is smoking. This belongs more especially in the shore fisheries, as smoked fish to be good should be put in the smoke house as soon as possible after being taken out of the water. Haddock, from which are made the delicious finnan haddie, and herring, from which are made bloaters, are the two fishes used principally in the process of curing. The smoked fish industry is growing every year, and now the Atlantic seaboard cannot begin to supply the Canadian demand. The last two forms of cured fish are sold in Canada alone practically, though other markets could be opened for the first of them no doubt.

Another form of fish that is constantly growing in favor in Canada is the shredded codfish. This is put up in dainty cartons of one-half pound each, and is largely used for making the popular fish ball and other breakfast dishes.

INDEMNITY FOR FISHERMEN.

The tribunal appointed in connection with the Anglo-French differences in Newfoundland has awarded indemnities amounting to $275,000 to French owners, fishermen and sailors on the treaty shore.

A strong effort will be made by the cannery men of Washington State to secure a $200,000 appropriation from the U.S. Government to build fish hatcheries on the Fraser River.

NORTHRUP & CO.

Wholesale Grocers,
Flour, Fruit and

FISH

Fish is our specialty. We pride ourselves on the superior quality of our cures and the prompt attention we give orders.
If you want the very best in

Dry Cod or Pollock,
Smoked Herring,
Pickled Herring

or any other line of cured fish, drop us a line. Our

Brown's Canned Clams

are delicious and great sellers. Try a small order.

NORTHRUP & CO., Wholesale Grocers and Fish
23-24 South Wharf, St. JOHN, N.B.

Season 1905

HORSE SHOE SALMON

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
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Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
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Keep Your Mind on This Brand

THE PERFECTION OF CANNED SALMON

Place an order with your wholesaler quickly.
We are sold up for this season.

"ARROW" BRAND

The very choicest of second quality Sockeye Salmon. TRY IT, and you will find this statement correct.

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Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,
153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Are You Selling Them?

MOTT'S
"Diamond"
and
"Elite"
CHOCOLATE

Canadian merchants have found MOTT'S Chocolates the most reliable and satisfactory goods in their line—Always the same and always most profitable.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

THE BEST

Trade in your own town goes where the BEST goods are sold. . . .

STEWART'S

Chocolates and Confectionery
ARE THE BEST

Your customers want pure, wholesome sweets.
It will pay you to sell them what they want.

STEWART'S CHOCOLATES
MAKE CUSTOMERS

THE
STEWART COMPANY
LIMITED
TORONTO

Window and Interior Displays

Timely Hints and Suggestions

THE MID-SUMMER WINDOW.

THE midsummer and early Fall season for vegetables and green goods offers the grocer an excellent opportunity to fix up an attractive window display. The first thing for him to do, of course, is to have his store window clean; it should be washed and polished until it shines. Then he may proceed to arrange his goods in such a manner as will tempt the passerby to come in and investigate further. A customer always looks for perfect order and neatness in a grocery store. There should be a definite place for everything. For instance, fish should not be put in unpleasant proximity to articles likely to absorb foreign odors. A grocer knows which things should be kept apart and should see to it that they are not allowed to get mixed up.

Another objectionable practice existing among a great many grocers is leaving everything in the store exposed while the place is being swept. Crackers, vegetables and other things which are uncovered should be protected from all dust and always kept fresh and appetizing in appearance.

There is nothing which is more unattractive or tends more to keep customers away than to leave in the window wilted or spoiled fruits and vegetables. If such are left in the windows people passing by naturally get the idea that the goods inside the store are in the same condition and will not go in. On the other hand, nothing adds so much to the appearance of a store as a neat and attractive arrangement of nice crisp, fresh vegetables in the window. They look appetizing and tempt customers to come in. Once they are inside there are a dozen things which can be called to their attention and it is no man's fault if a nice order cannot be traced to the window display. Nearly all up-to-date grocers now have a fountain or springling device in their windows in Summer which keeps their vegetables fresh all the time. This arrangement does not cost much and saves more in preventing fruits and vegetables from spoiling than it costs.

In the first place, nothing but the very best quality of fruit and vegetables should be bought. Customers can easily be educated to buy the best; they soon find that it is the cheapest in the end and will not ask for anything but first-grade goods. If half-spoiled fruits are bought they will not keep any time and will not be half disposed of before they will have to be thrown away.

When vegetables and green goods are not in season the windows can be made and kept attractive by a display of canned goods, preserved fruits and pickles. These can be arranged in a very attractive manner with a little care and planning.

Preserved fruits or pickles should never be left in the window until they lose their color from exposure to the sun, for the simple reason that if customers notice this they will not care to buy. Two or three days is long enough to leave a display in the window, which should, moreover, be so varied that customers will not tire of looking at the same display. The thing is to attract the notice of the passerby, and once this is got, to keep it at all costs.

The following additional suggestions will be found useful to the retailer during August and September:

Make the store look cool and inviting and have the display in the windows, on the counters, and on the floor, of a character to whet the appetite. Don't put cold weather goods on exhibition; they make people feel hot. Pickles are in order; not jams and jellies. Relishes are tempting. A clam cocktail, or the dressing to make one, is more alluring than materials for hot beverages. Lemons invite to refreshment.

A punch bowl of iced tea, another with iced coffee, and a service at nominal cost of grape juice, will win trade and popularize the store. It is a question whether a nominal charge of two or three cents a glass is not better than a free service. People always appreciate what they pay for.

Do not be afraid of a free use of clean water on windows and store floor. Keep the latter well sprinkled. Screened doors and windows will keep out the insects.

To ventilate, keep up a circulation of air night and day. Keep the transom over the door open all night and a rear window as well.

Now is the time to have store windows and doors well screened. A few palms, ferns or blooming plants can be used to give an air of coolness to the store.

First of July Window Display—McDowell & Kinney, Vancouver.

AGENCY FOR PATRAS CURRANTS.

Thos. B. Clift, St. John's, Nfld., has been appointed sole agent for Newfoundland for the long-established and well-known Greek currant shippers, Hancock & Wood, Patras. The trade treaty negotiated between Greece and Newfoundland through Great Britain has been ratified, and both countries look forward to an increased exchange of business. Newfoundland has agreed to reduce the duty on currants entering the colony, while Greece has considerably lowered its tariff on Newfoundland codfish, salmon and other sea products. Mr. Clift looks forward to good business in Greek products through the new treaty arrangements. Mr. Clift's principals are the only British currant house in Greece, Mr. Wood being also British Consul.

The Canadian exhibit at Pittsburg, Pa., is attracting 30,000 people daily, who talk about the great agricultural resources of Canada as if they would like to cross the border and take up farms on this side.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Biscuits and Confectionery

CONFECTIONERY AS A STAPLE.

PROFIT is the first consideration in establishing a store. To obtain this is the great endeavor of every trader, and many are the devices, some questionable, some otherwise, to which recourse is made. There is one feature, however, to which attention may be drawn, and which, if properly heeded, might be the means of giving to the grocer a revenue far in excess of the extra trouble and expense involved.

Many grocers carry their confectionery more as a side line than as a staple, and relegate these goods to an unimportant corner or shelf. By confectionery is meant not only sweets and candies, but all lines of cakes and biscuits usually classed as household confections.

During the past quarter of a century trade has gone under a complete revolution, and the "up-to-date" retail grocer will consider as his line anything that can be ranked as a household necessity; such a man will carry in his store many a line which his opponent round the corner cannot be induced to stock. The time has now come when confectionery in its fullest details—cakes, biscuits, sweets and pastries—must be considered a legitimate staple in the grocery trade; and the grocer, if he is to keep on top, must now bring his confectionery boldly to the front, and see to it that he not only has a few popular lines, but a full and complete line of all kinds of confections.

Give your confectionery department a special place in your store and arrange it attractively to take your customer's eye, and with a little extra pushing you will soon have a department paying you equal to anything you carry, and which will attract to your store the young and coming generation, just the ones you want.

Further, when once your confectionery department is located, add a few small tables and chairs, and what is to hinder a judicious light refreshment being served, such as a cup of tea and a biscuit? You have the tea, coffee and cocoa; you have the cake and biscuits; why not use it as an additional attraction to your store—a paying one too? In England and continental cities many a grocer runs a good side issue in the form of light refreshments, making his favorite blend the leader, and at the same time educating his customers' palates in tea and coffee tasting. An instance is on record where a grocer gave up his shop parlor for this purpose and he soon had a room full nearly every afternoon, the very time he was usually quiet, and with a good revenue to boot. His sales of sweets and confections increased as well.

THE ART OF SAMPLING.

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the storekeeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first move in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

BRANCHING OUT.

D. B. McColl, baker and confectioner, of Owen Sound, has just removed to new commodious premises, which have been specially built to suit the requirements of the business. In addition to a fine show shop, he has installed two large modern ovens, and all the modern equipments for an up-to-date bakery. Sanitation and cleanliness are features made of first importance.

The Flower of the Biscuit Family is

PERFECTION CREAM SODAS

They are all the name implies. Quality above par, price below, create a flurry in any grocery store. Soon send to the wall "other makes." Dealers tell us that

have nothing but good points, and those in plenty. What say you to the question of purchases? Give us a chance to show you where safe sales are yours. Give us a chance to-day. We can ship any quantity promptly.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the oustide, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

(To be Continued)

THE PACKERS OF QUAKER CANNED GOODS

Many Men

ARE OF ONE MIND CONCERNING

Orange Meat

John T. James is a general merchant at Bridgeburg, Ont., and unsolicited he thus wrote us:

"Enclosed find receipt for Express Order for $1.00, sent for advertising purposes, on account of purchase of 5 cases of Orange Meat. We will give the goods full display, but one strong point in selling Orange Meat is that we do not carry any other cereal like it. . . . I do not think we have lost many sales by this as we never have any complaint about Orange Meat. We use it in our own house and so can fully recommend it. We carry the large size, too, and have found no trouble from these ten-cent goods as yet. We can sell Orange Meat as long as it is kept up in quality."

It will be "kept up."

The Frontenac Cereal Co., Limited

KINGSTON, ONT.

Flour and Cereal Foods

GOOD TIMES FOLLOW THE CROPS.

WITH Ontario wheat already on the market and the work of harvesting the western grain crop getting under way, business men are beginning to ask themselves the question, "How is trade going to be this Fall and Winter?" The period of danger from rust, frost and wet weather is slipping away with little or no damage so far, and by the most conservative the yield is now placed at 81,000,000 bushels. Figured at the very low average of 21 bushels per acre and 75c. per bushel, the farmers of the west will probably realize $63,000,000 for their labors. It is difficult to realize the far-reaching effect of such a sum of money distributed among the population of a new country. Small wonder that the railroads offer excursion rates at harvest time. They could well afford to carry twenty thousand harvesters free of charge for the sake of having the western grain crop to haul, to say nothing of the freightage on what $63,000,000 will buy and the indirect advantage that accrues from commercial prosperity.

The August report of the United States Government, which is generally regarded as a final summary of what the grain crops are to be, forecasts the largest grain crops ever harvested in the republic. Wheat is estimated at 710,000,000 bushels, or 160,000,000 bushels larger than in 1904; corn at 2,700,000,000 bushels, 230,000,000 bushels in excess of last year; and oats at 950,000,000, surpassing the yield of 1904 by over 50,000,000 bushels.

On the whole the farmers of Canada and the United States will reap a record harvest this year. As a class the farming community is among the most prosperous on the North American Continent, and it looks as if even better times were in store for them and for the trade generally.

A SEASONABLE HINT.

This is not the season for ready sales of cereals, a little later stocks will move freely, and trade will hum. In the meantime, during the hot weather, it is well to ask what is being done with those package cereals which must be carried in stock. A place of storage should be found for them, cool and dry; they should never be stored in a place where the sun can reach them. A shelf in the window or at the side of the store, may be an excellent place for show, but not so for storage if the sun reaches it. The continued heat on the package, with the natural moisture of the grain is a fruitful source of germination, and will have disastrous effects on the cereals. The stock will be spoilt, bringing trouble and loss to the grocer. A little thought and care will avoid this.

N.W. FALL-WHEAT EXPERIMENTS.

In Southern Alberta the experiments in Fall wheat have proved in every way satisfactory, the turkey-red variety proving itself the best calculated to meet the local climatic conditions.

The experiments in Dauphin, Man., have been yielding some very fine specimens, samples of which have been sent to the Dominion emigration office.

Experiments are to be made in the Gilbert Plains district of Manitoba this Fall, with the turkey-red variety. Although the Winter is a good deal more severe than in Alberta, where it was so successful, equal results are looked for.

MONTREAL BRANCH C. M. A.

The Montreal branch of the Canadian Manufacturers' Association held their annual nomination meeting last week, and unanimously elected as their president for next year, Lt.-Col. Jeffrey Burland, vice-president and general manager of the British American Bank Note Co. Mr. D. Lorne McGibbon, general manager of the Canadian Rubber Co., was elected vice-chairman, to succeed Lt.-Col. Burland.

Thre are twenty-five nominations for the new executive committee, of whom eighteen are to be elected by ballot this week.

RICE AS A FLOUR.

American millers are turning their attention to the question of the manufacture of rice flour. In Germany and Holland, and (in a lesser degree) in England, they have been converting rice into flour for a long time, but it has never come into great favor; it has been used mainly as an adjunct to manufacture such as "cones" for dusting, and like purposes. Experiments are under way with a view to introducing it as a blend to wheat flour for bread baking. It is claimed that a properly made rice flour will produce bread of exceptional whiteness.

In the Southern States, millers have already equipped the factories with machinery for flouring rice, and it is expected by this means the rice farms will be brought to a point of prosperity.

A party of bankers and grain men left Winnipeg Aug. 19 on a trip through the wheat section of the Canadian west.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO sales are good, gradually and decidedly increasing each year; this year shows an advance on sales of the same season last year. There is little question that the use of tobacco has come to stay. The question for the grocer to ask himself is, "Am I getting my full share of the trade?" To judge from the small amount of interest taken by the average grocer in his tobacco department, it would not do for him to expect to materially increase his turnover on the lines he is going.

"Anything worth doing at all is worth doing well." If it is worth while running a tobacco department, then have a tobacco department in right down earnest; run it as up-to-date as your tea department. Set yourself to discover what are the lines in demand in your locality. Stock those lines, and find out all about them, the character of each, and the virtue of every one in particular. You will then be in a position to recommend the right brand to the right man. Get enthusiastic about your goods, be sure and have the best of its kind, believe in the goods yourself and your customer will soon believe the same, and catch on. The world approves of an earnest man in business, and there will be little difficulty in holding your trade if you know and believe in the goods you sell. If the grocer is indifferent to his tobacco goods, the customer will think the goods are indifferent, and the other fellow will get the trade.

Not only is there tobacco, but there are many accessories to it, all bearing good profit, and a demand all ready at your door. Have them nicely displayed in a good light, and marked in plain figures. Many a customer from time to time wishes to make a present to a friend, and a show like this will go a long way to make him decide.

Then, there are the women folks, constantly in and out of the store, they can often be induced to add the husband's tobacco to their weekly purchases, especially when the grocer's knowledge as to the most suitable is thrown in. Your tobacco opportunities are certainly great.

HISTORY OF TOBACCO.

TOBACCO has had a very chequered history as far as its introduction into Europe is concerned. In America its use is lost in antiquity, although smoking dried tobacco leaves is spoken of as being in practice among the Indians of Hispaniola as early as 1526. It found its way into Europe in the year 1559; was introduced into England in the year 1565 by Sir J. Hawkins, and in 1573 it seems to have been pretty generally known there. During the year 1586 it was made famous by Sir Walter Raleigh and Sir James Drake. About this time its use was made the butt of the popular wits. The clergy strenuously denounced its popularity, and King James I. issued a pamphlet against its use.

Kings, popes and sultans are all found arrayed against it, and smokers of the soothing weed were condemned to cruel punishments. In the canton of Berne the prohibition of the use of tobacco was put among the ten commandments.

In Turkey smoking was made a capital offence. In spite of this category of denunciation and prohibition tobacco smoking has become the most extensively used luxury in the world, from peasant to king.

TOBACCO CROP A VALUABLE ASSET.

A report which has come to hand referring to the tobacco crops of Central and South America is interesting, not only as showing the development which has been made in that country, but as an example to Canada of the great monetary value of a tobacco crop. Canadian tobacco cultivation can scarcely be said to have passed the experimental stage; yet Canadian leaf is gradually growing in favor as a blend with foreign growths. Given the necessary amount of care in cultivation, coupled with the experience of past and future experiments, there is no reason why tobacco culture should not be to Canada a valuable and continually increasing agricultural asset.

The tobacco crop of Cuba for the year 1904 is given as thirty million dollars in value; about thirteen and a half million was exported as "leaf," about ten thousand dollars' value was exported as "stems," about twelve and a half million as "cigars," and four hundred and five thousand dollars as "cigarettes." The export of "cut" tobacco amounted to over eighty-one thousand dollars, and tobacco "seed" to the value of upwards of three thousand dollars.

The tobacco crop of Mexico was estimated as twenty million pounds. The exported tobacco is chiefly the production of one State, namely, Vera Cruz, all of which goes to the European market. Very little Mexican tobacco goes to the United States on account of the prohibitive tariff. Almost all the exports are made of cigars and cigarettes, which accounts for the fact that a quantity of leaf tobacco is imported from Virginia for the purpose of blending with the native leaf.

CONFIDENCE GAME.

The old familiar confidence trick has been worked with partial success in Toronto.

During the past week a well-dressed man called upon most of the wholesale grocers, and with a degree of authority placed an order to be sent to a well-known firm in Brougham. The order was entered and in the conversation which followed the "artful dodger" succeeded in "drawing" the wholesaler for a moderate amount. He did not find all the wholesalers good game.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We Can Afford It

Namely, to back up our goods with a money-back guarantee. We can afford it just because people are not asking for their money back. When we sell our cigars they stay sold, and we make our profit. If grocers everywhere sent their goods back we'd soon have to withdraw this good offer:

We are ready to send to any reputable grocer in Canada 1,000 cigars, assorted as desired, express paid, on usual terms. We are ready to refund invoice price for any unsold stock after three months.

Best to specify PEBBLE for a 5-center and PHARAOH for a 10-center

HAVEN'T YOU AN ORDER?

J. Bruce Payne, Limited, Makers, Granby, Que.

T. & B. Virtues

T.&B. is a good tobacco. Smokers will tell you that. **T. & B.** is a low-priced tobacco. We will prove that. **T. & B.** is the ideal tobacco for a Grocer to carry. Facts prove that. **T. & B.** will make a good trade for you. Any grocer will tell you that. Better get a supply of this **T. & B.**

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

CIGARETTE TAX.

A report from Calgary says the municipal authorities are in favor of taxing sellers of cigarettes At their last meeting they recommended a fifty dollar tax on those who retail cigarettes in the city.

AMONG THE TRADE.

Champagne & Millaire have registered as tobacconists, Montreal.

O. Holzhausen, tobacconist, Vancouver, has been succeeded by A. Miller.

K. McKenzie, tobacconist, Vancouver, has been succeeded by Jas. A. Anthony.

The employes of the Central Cigar Factory Preston, had their annual picnic at Puslinch Lake, Ont., on Saturday, the 19th inst.

MR. THOS. B. GREENING BACK.

Mr. Thomas B. Greening, president of the Pure Gold Manufacturing Co., has returned from his recent trip to England. Mr. Greening went over and came back on the Ionian, and was delighted with the appointments on this fine steamer. On the return trip the Ionian brought back 186 second-class passengers, nearly all Scotch families, for the Northwest. Mr. Greening reports that they were a very superior class, intelligent, and all appeared to have sufficient means and ample furniture to make comfortable homes for themselves upon their arrival. Evidently our emigration agents are succeeding in interesting the better classes in Great Britain in the advantages offered by Canada.

SUCCESSFUL SERVICE.

The Canada-Cuban-Mexican steamship service is proving successful. The second vessel to sail from the port of Montreal will be the Dahomey, now on her way to Canada with a cargo of raw sugar. The Dahomey will sail on or about August 26 for Cuba and Mexico, with practically a full cargo. For Cuba there will be paving blocks, hay and general cargo, and for Mexico the chief cargo will be box hooks. The Dahomey will also load a considerable quantity of salted fish at Halifax for the southern markets.

GLEANED FROM THE TRAVELERS.

J. Steeper, grocer and confectioner, Markham, has sold out to Mr. E. Torance.

Kirk Bros., grocers, Bracebridge, have just completed large additions to their buildings, and are instaling new fittings. They also intend putting in a new store front.

I. B. Dingwall, city traveler for F. W. Humphrey, Toronto, is resigning his position, and will become a partner with W. T. McDonnell as wholesale produce and commission merchants, 63 Colborne street, Toronto. Until lately Mr. McDonnell ran a grocery store on Church street.

W. Totton has just left F. W. Humphrey, Toronto, to take an active part in the management of his store in Queen street east. The store at 1094 has been found too small. He is removing to more convenient premises at 1098. He intends also taking an agency for sick and accident insurance.

C. Stevens of White & Co., Limited, Toronto, is leaving that company to go on the road for F. W. Humphrey, wholesale grocer.

Edward Keating, who has been inside man for F. W. Humphrey, Toronto, will take over the ground vacated by W. Totton.

COMPANIES INCORPORATED.

AULT BROS., LIMITED, Aultsville; share capital, $40,000; purpose, to take over the business of I. R. Ault & Sons, and to carry on the said business as general merchants. The directors are: C. S. Ault, A. W. Ault, and A. E. Ault, all of Aultsville.

The Sarnia Cereal Co., Limited, of Sarnia; share capital, $20,000; purpose, to manufacture and sell oatmeal and other grain products, etc. Directors are: G. S. Podger, of Toronto, and P. Clark, W. H. Hill, D. McCart and S. E. Cornell, all of Sarnia.

The Bates Mfg. Co., Limited, of Toronto; share capital, $100,000; purpose, to manufacture and deal in goods, wares and merchandise Directors: T. Bates, R. T. Duffy and A. G. Brown, all of Toronto.

Canada Jamaica Commercial Co., Limiten, of Toronto; share capital, $200,000; purpose, to carry on the business of a land company with the usual powers and restrictions. Directors: R. T. Shiell, G. C. Arnott, E. Kewin, J. R. Adamson, J. G. Lohrman, G. C. Brown, J. L. Ross and A. W. Holmsted, all of Toronto.

The Atlantic Soap Co., Limited, of Toronto; share capital, $40,000; purpose, to manufacture and deal in soaps, oils, chemicals, etc. Directors: F. N. Vanzant, S. Jardine, and D. G. Buchanan.

The Earle Co., Limited, of Creemore; share capital, $20,000; purpose to buy, sell and deal in general merchandise. Directors:A. Earle and J. Wilson, of Creemore, and W. J. Sykes, of Toronto.

A. A. Osborne & Co., Limited, of Midland; share capital, $40,000; purpose, to establish and conduct a general department store. Directors: C. E. Smith, A. A. Osborne, J. L. Ferrier and R. L. Smith, all of Midland.

Merchants Premium Co., Limited, of Toronto; share capital, $40,000; purpose, to buy and sell furniture, crockery, bric-a-brac, etc. Directors: E. D. Ross, L. G. Ross and H. D. Read, all of Toronto.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

A SHOW CASE FREE

If you give us a fair sized order for **Hogen Mogen** and **Royal Sport Cigars**. Is your cigar trade sick? Then build it up with **Hogen Mogen** for a five center and **Royal Sport** for a ten center. We guarantee the quality and unhesitatingly state they are the best value in the market. It's worth investigation and a postal will bring you full particulars.

THE SHERBOOKE CIGAR CO., LIMITED.
SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled.

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 24, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

	Per doz.
½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 8's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE to include this in your FALL ORDER FOR PEEL from your jobber.

AGENTS
ROSE & LAFLAMME
MONTREAL and TORONTO

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-1lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	90
1 " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 5 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 35
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	9 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

No grocer ever worries about the selling qualities of

Benson's "Prepared" Corn

or

Edwardsburg "Silver Gloss" Starch

because the merits of these lines have proved themselves the most reliable and trustworthy of any and all starches during nearly fifty years of sale.

Study the best interests of your trade by selling these lines.

For Sale by Every Jobber in Canada.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4£
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

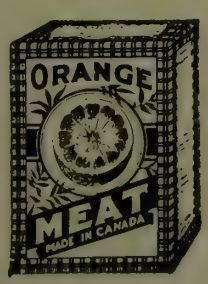
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar. per jar.	0 75
"	1-lb. jar. "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	0 25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages $4.50
5 cas lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.10
5 case lots 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 60
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

Baking	brand, 8 oz., cases, 120 pkgs.	
"	" " 10 oz., cases, 96 pkgs.	case
"	" " 16 oz., cases, 60 pkgs.	$3 00

Soap and Washing Powders.

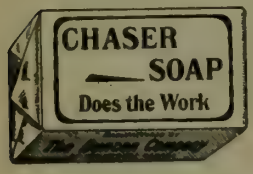
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel—per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

"Bee" brand starch—	
laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Asme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celuloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

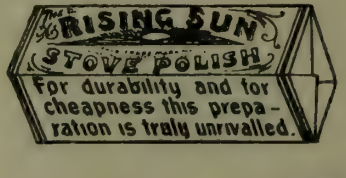
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

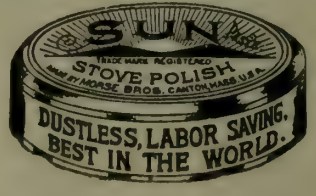
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 8 4 bxs., ea. 3 dz.	
Enameline No. 0 6 5 6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 8 0 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

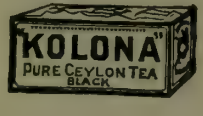
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases—retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases—retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases—retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases—retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases—retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases—retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s		$0 46
" Amber, 8s. and 3s		0 60
" Ivy, 7s		0 50
" Rosebud, 7s		0 51
Chewing—Currency, 12s. and 6½s		0 46
" Old Fox, 12s		0 48
" Snowshoe, 6½s		0 51
" Pay Roll, 7½s		0 56
" Stag, 10 oz.		0 45
" Bobs, 6s. and 12s		0 45
" " 10 oz. bars, 6½s		0 45
" Fair Play, 8s. and 13s		0 53
" Club, 6s. and 12s		0 46
" Universal, 13s		0 47
" Dixie, 7s		0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 95
Gillett's cream yeast, 3 doz		1 05
Jersey cream yeast cake,	2 doz. 5c	1 00
Victoria "	doz. 5c	1 00
" "	3 doz. 10c	1 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

DISTINGUISH

between fruit vinegar made from all kinds of apples at any old mill and fruit vinegar made from the pure fruit, by a new process, in a fully-equipped factory.

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

is to the cheap fruit vinegar what the cheap fruit vinegar is to the acid vinegar. **Golden Russet Vinegar** is in a class by itself. It cannot be duplicated anywhere. Take none but **Golden Russet.** In three strengths: XXX, 84 grains; XX, 72 grains; X, 60 grains. Prices proportionate.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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TEA HINTS

For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

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Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

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We make them in all shapes and sizes. We have

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Decorated Opal
Deco Crystal Etched

The Fall rush on both lines has commenced, and we urge early placing of orders to avoid later delays.

If you don't know the lines, write us to mail you a sample of our

American Beauty Vase

Retails for 10c. each

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IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES"

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C & B
STANDARD PEELS

LEMON
CITRON
ORANGE
MIXED

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C. E. COLSON & SON

MONTREAL, Agents

More Money In Your Pocket

IS THE MEANING OF

Our Special Offer In Brooms

HAVE YOU SEEN THE NEW

PERFECTION BROOM?

OLD STYLE

It is no exaggeration to say that it represents the high water mark in broom making. It combines all the merits of the ordinary broom, and has, besides, a device which makes it just **twice as strong** and therefore **twice as lasting** as the ordinary broom. This device consists of a special handle, deeply inserted, with a cross wire at the end. This secures **absolute rigidity,** and so does away with that weak point of the old broom, viz: working loose at the shoulder. Yet **Perfection Brooms** cost no more than other brooms.

PERFECTION

OUR PROPOSITION

In order to convince you that the **Perfection Broom** is all we claim for it, send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES: 3 string, $2.30; 4 string, $2.75

Every **Perfection Broom** sold means a satisfied customer, and your satisfied customers are your principal asset.

These Brooms are sold exclusively by

LIND, KERRIGAN & CO.

Wholesale Grocers, - LONDON, ONT.

MOLASSES!

We are headquarters in **Canada** for all grades of Foreign and British Island Molasses.

Our stock is now complete with the following assortment :

Extra Choice, and Fancy Porto Rico,
Choice No. 1, and Fancy Barbados,
Specially Selected British Island,
Antigua, St. Kitts,
Cuba, New Orleans,
and
Extra Fancy Trinidad for
High-class Grocery Trade.

For samples and lowest market prices apply direct to the Head Office, or to the following Agents :

C. E. PARADIS, 60 Cote Lamontagne, Quebec, P.Q.

GEO. MUSSON & CO., Toronto, Ont.

GEO. H. GILLESPIE, London, Ont.

JOS. CARMAN, Winnipeg, Man.

GALLOWAY & PARNELL, Vancouver, B.C.

The Dominion Molasses Company, Limited

HALIFAX, Nova Scotia

Features of the Canadian National Exhibition

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, SEPTEMBER 1, 1905. NO. 35.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

have stood the test of fifty years. Are you carrying a full line? If not it will pay you to do so.

Nothing but the best and purest ingredients are used in their manufacture. When in Toronto call at the plant and see how Christie's Biscuits are made. It will interest you.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

FAR TOO MANY KINDS

That is the cry of a number of grocers when asked about gelatine jellies.

Anybody can put up a compound and call it jelly, but the discriminating buyer—the one who values his trade—has no trouble in picking out the best.

We take special pride in pushing our jellies, as we know they build up one's business.

"Kkovah" Jellies

57 Front Street E., TORONTO.

17 St. John Street, MONTREAL.

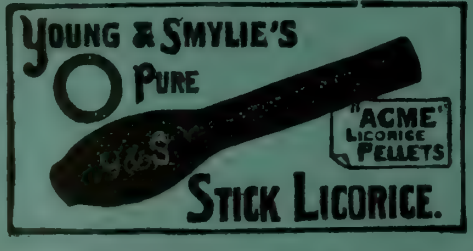
ORDER IT.
ORDER IT.

Peacock Brand BULK Mince Meat

The very goods you need. The very goods you can sell. None better. None cheaper.

THE BATES MFG. CO., LIMITED
9-11 Francis St., TORONTO.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request

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Never Returned

because it is always perfect, and always pleases the consumer.

What pleases and satisfies your customer ***pays you to handle.***

Every Jobber Sells It

CHURCH & DWIGHT, LIMITED,
Manufacturers, - - MONTREAL

Protect Your Capital!

"A small leak will sink a big ship."—— Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

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Picked and packed in the largest vineyards and orchards on the Pacific Coast—"The pick of the pack," always.

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Look for the "Griffin's" name and you see the highest grade there is or can be. Buy it and you're absolutely safe.

"Shell" Brand Castile Soap

the leading brand because containing 7 per cent. more pure oil than others. **Highest quality at a fair price.**

In bars and pressed cakes.

Buy it and your invested money will bring sure returns.

"Protect your Capital."

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"SHELL BRAND"
(LA COQUILLE)

SOLD BY LEADING WHOLESALERS.

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We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
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is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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Consign your cars to us.
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CANNED SALMON

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Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

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FULL STOCKS.

ALL KINDS.

No trouble to give information.

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MONTREAL

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Turns the thoughts toward what to "put up" and brings up the vexing Vinegar problem. There is nothing perhaps regarding which the customer must rely so implicitly on the merchant as the purchase of vinegar. A dealer can secure and hold confidence by recommending

HEINZ WHITE PICKLING VINEGAR

It is distilled from sound grain, and is, therefore, entirely free from the solid particles of vegetable matter which start fermentation in fruit vinegars. This, coupled with the fact that it has the right strength, makes it

BEST FOR PICKLING PURPOSES.

Anything That's HEINZ Is Safe To Buy.

H. J. HEINZ CO.,

Pittsburgh, U.S.A.

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STERLING

Brand

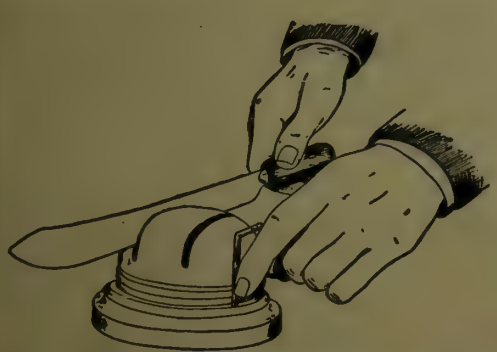
PICKLES

Their fame is Canada-wide—secured on the solid merit of the goods.

See that your fall Stocks are complete

The T. A. LYTLE CO., Limited

124-128 Richmond St. Toronto, Can.



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DIRECTIONS

1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in cut. 3. Use some pressure and run the blade its full length forward and backward quickly a few times, which grinds one side. 4. Place the knife blade in the other slot and repeat the operation, as at first, which grinds the other side of the blade.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS.

GET FURTHER PARTICULARS FROM

THE ONTARIO SUPPLY CO.,

OWEN SOUND, ONT.

Rose Automatic Knife Grinder, No. 5.

Japan Teas

will show the dealer better profit this year than ever---Those grocers who have placed the superior merits of **JAPAN TEAS** before their customers have not only done them a service but have also laid the foundation for a better tea trade.

Purity, Cleanliness, Aroma, Flavor and Healthfulness are a few of the qualities of **JAPAN TEAS.**

It sells well and gives satisfaction

What more do you want?

Don't run short of it.

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME
Agents. Montreal.

Flett's

A PICKLE SMILE

spreads o'er the face of the dealer who handles Flett's Pickles—and it's the "smile that won't come off," too. He thinks of the satisfaction they give his customers—and his profits.

ROSE & LAFLAMME

Agents, MONTREAL

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Advice regarding processes of manufacture and technical applications of chemistry.

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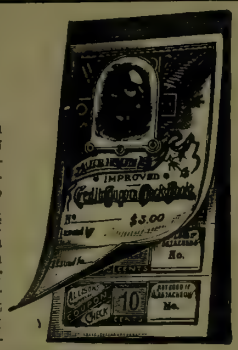

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE., WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

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Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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——OFFICES IN CANADA——

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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE

"VAMPIRE" Spiral Flycatcher

5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube: By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known:

This article is a quick seller and carries a large profit: It is CLEAN, SIMPLE and EFFECTIVE: As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

CANADIAN NATIONAL EXHIBITION

We will appreciate the opportunity of personally greeting our many friends who will visit Toronto during the Fair, and will be glad to extend every courtesy. Our latch string is on the outside.

THE ROBERT GREIG COMPANY
LIMITED
White Swan Mills
TORONTO

That Little Turn

Perhaps you have been travelling the old Japan-China course. You are tired of it Just a few calls. Growing fewer. You see a sign in yonder grocery store. In fact, many of them. They spell

C-E-Y-L-O-N T-E-A-S

Suppose you turn to the new sign. It means much--even demand, short-cut to profit. Round the turn to-day--now.

Order Ceylon Teas--none but Ceylon.

TO ENSURE Satisfaction to Your Customers, See That You Have

JAMES' DOME

BLACK LEAD and not some other lead resembling it in shape, which most likely will cause trouble in polishing.

W. G. A. LAMBE & CO., Canadian Agents.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

They Sell

Every Time

FLOWER POTS, FERN PANS, SAUCERS, BASKETS, ETC.

There is a big trade in these. We have the goods ready to ship and the prices are right. No. 3 assortment. Pots and Saucers; 6-7 inch, 50-6, 50-5, 36-4. Special price, including crate, $4.40 net. Special orders filled.

THE FOSTER POTTERY CO., *HAMILTON, LIMITED.*

TRADE MARK

This design a guarantee of quality

"CRYSTAL BRAND" VEGETABLE PARCHMENT

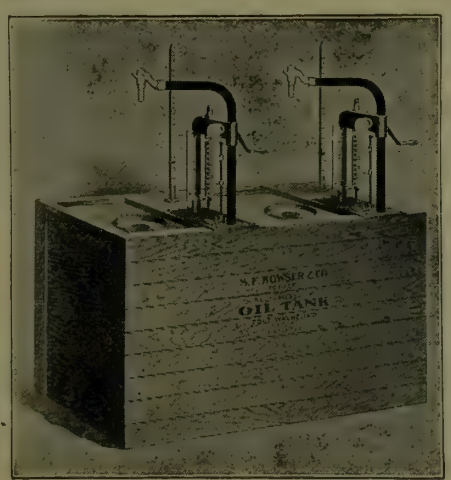
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN, JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER
SELF MEASURING
OIL TANK

Let us ask you a few questions :—

Is it worth 10 cents a day to handle your oils without waste ?

Is it worth 10 cents a day to sell your oils without loss of time or labor.

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle ?

Is it worth 10 cents a day to keep your oil room neat and clean ?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all these advantages ?

Let us give you full Particulars. Ask for Catalog "B"

You are cordially invited to call and inspect the display of our Latest Improved Outfits at the coming Industrial Exhibition in Machinery Hall, Toronto, August 26th to September 11th.

S. F. Bowser & Co., 530 Front St. West. **TORONTO**

DROP IN

and see us at **45 Front St. E.,** before you go back. We are "at home" to all our friends during exhibition time.

JOHN SLOAN & CO.

TORONTO BELLEVILL

The Purest **MAPLE SYRUP** and **MAPLE SUGAR**

WILL BE SEEN AT THE IN CANADA

TORONTO EXHIBITION

Merchants visiting the Fair will find our exhibit in the Manufacturers' Building—Pay us a call.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John N B. Gorman, Eckert & Co., London, Ont.

ORDER UPON ORDER

ORDER

Some Grocers tell us that they get order upon order for

Southwell's Jams and Marmalades

ORDER

Their supply is the same as yours. Must be in the Grocers themselves. Better displays, less diffidence, etc., etc.

Look Into the Matter

Frank Magor & Co.

Canadian Agents, MONTREAL

"ENTERPRISE" PAYS

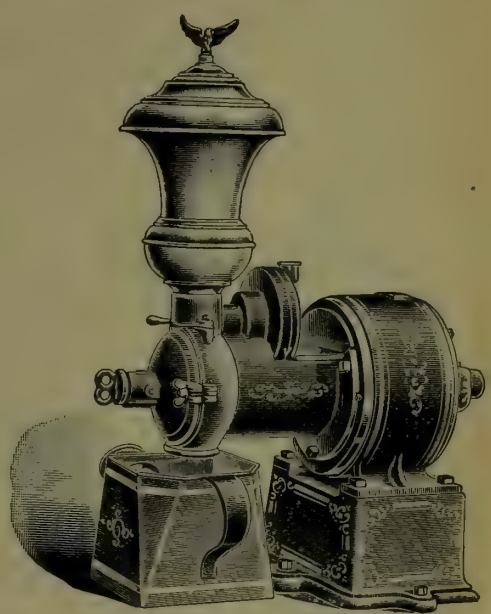
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., -- MONTREAL.

Mathieu's Nervine Powders

and

Mathieu's Syrup of Tar and Cod Liver Oil

have a selling force unequalled by anything else of a similar nature. This has been built up by extensive consistent and truthful advertising and by the unique curative properties which they possess.

That is why they are in so frequent and constant demand. The direct profit is good, but it does not end there.

The season of Coughs, Colds, etc., will soon be here. The demand for these reliable remedies will be enormous. Be ready to meet it.

J. L. Mathieu Co., Limited

PROPRIETORS

SHERBROOKE, - - QUE.

EXHIBITION

Customers are cordially invited to call at our offices and sample rooms, when in the city, during Exhibition.

Warren Bros. & Co.

35-37 Front St. East
Toronto

Canadian National Exhibition

THE formal opening of the Canadian National Exhibition in Toronto by Hon. J. P. Whitney, Premier of Ontario, on Tuesday was attended by the usual interesting ceremonies, speeches, directors' dinner, and, as a special feature, music by the Irish Guards' Band and drill manoeuvres by the sailors of Prince Louis of Battenburg's squadron now lying at Quebec. The Grocer representative's tour through the various buildings and show places, tends to bear out the opinion of Dr. Orr, manager, and the board of directors that the Exhibition of 1905 will eclipse all previous ones. In many of the departments, such as the mechanical, electrical, and agricultural, the entries are unusually large and the exhibits of a high class. The introduction some years ago by several of the leading Canadian manufacturers of actual working appliances from their factories and shops, showing the processes of manufacture of their products, is more extensively followed this year. This feature is interesting and instructive and introduces the public more closely to a knowledge of what they wear and use, and also leaves the impression that Canada as a manufacturing country is rapidly advancing to the front.

As concerns food products and lines more directly handled by the grocery trade, The Grocer noticed that the exhibits were more numerous, better arranged and displayed and of a higher order than in former years. In the Main Building the displays are particularly striking. Entering by the eastern door along the front aisle the first exhibit was that of J. H. Grimm, Montreal, whose display of maple products, backed by a model of a typical Canadian sugar bush showing the old and new methods of producing these goods, is tempting enough and creditable to the industry. Near by in the main aisle the Cowan Cocoa and Chocolate Co., Limited, Toronto, have a large space where the delicious cup of cocoa was served out to the scribe. Samples of cocoa and chocolates are tastefully displayed. A number of young ladies were busy catering to the wants of visitors. Opposite the Cowan Co. the E. W. Gillett Co., Limited, Toronto, have a large space devoted to Magic Baking Powder, Gillett's Lye, Royal Yeast and their other well-known products. This section is one of the largest and most tastefully decorated in the building and no expense appears to have been spared to make it striking and attractive. The exhibit of the Frontenac Cereal Co., Kingston, consisting of Orange Meat, is in color effect and arrangement attractive, and the scribe's appetite was whetted by the sample served out. Blue Ribbon Tea was next in line and the crowds that were waited upon by the staff evidenced the favor in which this beverage was held. The Bates Mfg. Co.'s display of minced meats, unfermented wines and cream cheese, on the same aisle, attracted attention and the sampling of the various lines by The Grocer left him satisfied as to the excellence of the goods. Mela-Gama tea exhibit by F. J. White, Toronto, was unique and attractive, and this tea was much appreciated by visitors. In the prepared cheese line, The Grocer noticed the exhibit of the A. F. MacLaren Imperial Cheese Co., and the Ingersoll Packing Co., both of which lines were exhibited and served in elaborately decorated booths, that of the MacLaren Co. having the enormous large fac simile pots so well known. Pure Gold coffees and specialties occupy a large corner on the north aisle and are, as usual, tastefully arranged and displayed. The Eby, Blain Co.'s huge Kinhee coffee pot, which looms over and above all surrounding exhibits, is surrounded by pyramids of Gold Medal coffee and Kolona tea, which is served to the public in a well-arranged booth. Another exhibitor of cocoas and chocolates is Walter Baker & Co., Boston, Mass., who occupy a large space at the end of the north aisle. In the extract of beef line, the two exhibitors are Bovril, Limited, and Armour & Co., Limited. Heinz Pickle Co., Pittsburg, are, as usual, one of the largest exhibitors, and the pyramidal display of the 57 varieties is bound to arrest attention and comment. Samples of the goods are served out by a staff of young ladies. Webb's chocolates are well to the front in the centre cross aisle. In the cereal line, The Grocer noticed the exhibit of the Canadian Shredded Wheat Co., International Food Co., Norka (exhibited by the Eby, Blain Co., Limited) Malta Vita, American Cereal Co., Quaker Oats, Pettijohn's Food, Appitezo, Orange Meat, while Wee MacGreegor held forth in a special position on the grounds near the Art Building.

The biscuit exhibit of Christie, Brown Co., Limited, is a large and improved style over former years, the coloring of the woodwork surrounding the large assortment of biscuits being rich. The Edwardsburg Starch Co.'s display of their culinary and laundry starches and the Crown brand table syrup, which is directly across from E. W. Gillett Co., Limited, in the centre aisle, is one of the largest and best arranged in the building and visitors can certainly not pass the display. Borden's condensed milk and evaporated cream display in the main cross aisle is as far as the scribe was able to note the only exhibit of this important industry.

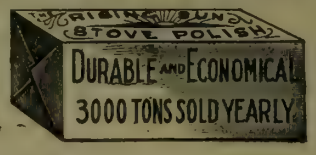
Leaving the Main Building, the next visit was to the Manufacturers' Annex. Here the Canada Maple Exchange's exhibit of maple syrups, sugars and confections was the first striking exhibit. Cerebos salt, grocers' sundries, shoe polishes, dressings and stove polishes were prominently arranged by the various manufacturers. In the Dairy Building a magnificent display of cheese and butter was noted. This building drew to itself large crowds and the exposition of the manufacture of Canada's leading exports is becoming deservedly more interesting to visitors to the Exhibition. Lectures by the leading Canadian professors in our agricultural colleges and experimental farms are delivered, and the development of the industry and its importance explained.

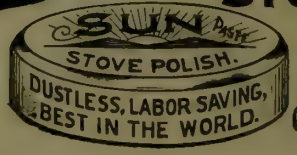
In an afternoon's walk through the various buildings, it is possible The Grocer may have missed a few of the lines directly of interest to the trade. Taking the Exhibition as a whole, the number of exhibitors this year is seventeen hundred and seventy-one, some of whom have five or more entries of goods. In the industrial exhibits are: Manufacturers and liberal arts 116, transportation 36, implements 50, stoves 16, machinery 34, women's work 8, manufacturers' annex 22, dairy building 8, automobiles 6 and on the grounds outside of the buildings 12.

The following is a list of exhibitors interesting to the grocery trades:

Manufacturers' and Liberal Arts' Building—McGregor Harris Co., Eureka Refrigerator Co., Devonshire Cream Chocolate Co., Canadian Gelatine Co., Dayton Computing Scale Co., Blue Ribbon Tea Co., Toronto; L. H. Packard & Co., Limited, Montreal; Canadian Time Recording Co., W. H. Dunn, J. S. Fry

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

& Sons, Library Bureau of Canada, Toronto; Walter M. Lowney Co., Montreal; Dalton Bros., Sovereign Mfg. Co., Red Feather Tea Co., Bates Mfg. Co., Toronto; Borden's Condensed Milk Co., Montreal; Maclure & Langley, John Taylor & Co., Office Specialty Mfg. Co., Toronto; Bovril, Limited, Montreal; International Brokerage Co., Kingston; H. J. Heinz Co., Pittsburg, Pa.; Canada Cream Cheese, Toronto; T. Upton Co., Hamilton; American Cereal Co., Chicago; Canadian Shredded Wheat Co., Nasmith Co., National Cash Register Co., Edwardsburg Starch Co., Toronto; Ingersoll Packing Co., Ingersoll.

Manufacturers' Building—Black Bros. & Co., Halifax, N.S.; Lever Bros., Crown Mfg. Co., Christie, Brown & Co., International Stock Food Co., the Malta-Vita Pure Food Co., The Cowan Co., Limited, Toronto; The Leeming, Milles Co., Limited, Montreal; E. W. Gillett Co., Limited, Toronto; Imperial Starch Co., Prescott; Globe-Wernicke Co., Stratford; Pure Gold Mfg. Co., The Harry Webb Co., Toronto; Walter Baker & Co., Limited, Boston, Mass.; J. J. McLaughlin, The Eby, Blain Co., Armour, Limited, Toronto.

Transportation Building—Toronto Welsbach Light Co., Toronto.

Implement Building—Clydesdale Stock Food Co., Toronto.

Machinery Hall—C. Wilson & Son, Limited, Toronto.

Manufacturers' Annex—The Monarch Typewriter Co., Toronto; The Sun Typewriter Co., New York; W. G. Patrick & Co., The Anglo-Canadian Supply Co., Toronto; The Roval Crown, Limited, Winnipeg; H. W. Hunt, Pulvo Mfg. Co., Toronto; Nugget Polish Co., London, Eng.; Metal Polish Co., Toronto; Canada Maple Exchange, Montreal, Que.; Domestic Specialty Co., Hamilton.

Women's Building—The Dustless Method, Limited, Toronto.

On Grounds—Canadian Correspondence College, Limited, Toronto.

A NEW APPOINTMENT.

MR. I. S. WOTHERSPOON has received the appointment of superintendent of publicity department of the Ogilvie Flour Milling Co., Limited, Montreal. Mr. Wotherspoon has, since entering commercial life, always been connected with the produce and flour and feed interests. He was with the well-known firm of A. A. Ayer & Co. for six years in the capacity of cheese and butter buyer, visiting all the cheese boards and dairying centres. After leaving Ayer & Co. he opened up on his own account at Board of Trade Building, Montreal, as import and export commission merchant, representing several large European houses. During his business career Mr. Wotherspoon was always able to secure a good share of trade, and while on the road as cheese and butter buyer was most successful About a month ago the Ogilvie Flour

I. S. Wotherspoon,

Superintendent Publicity Department The Ogilvie Flour Milling Co., Ltd., Montreal.

Mills Co., Limited, secured his services, placing him in charge of the publicity department, a position which requires, above all things, a sound business experience, coupled with good judgment and prompt action, all of which attributes Mr. Wotherspoon's experience and training entitle him to possess. Mr. Wotherspoon is to be congratulated upon securing such an important appointment and he carries with him the hearty good wishes of his friend The Grocer.

GLEANED FROM THE TRAVELERS.

MICHAUD & LEVESQUE, grocers, Sturgeon Falls, are erecting a fine new block which will cost upwards of $30,000.

Wm. McClarty, Owen Sound, has just completed renovating his store. This will now be one of the handsomest grocery stores in the neighborhood.

Whitehead & Heuther, grocers, Walkerton, have recently purchased the block adjoining, and will continue it as a crockery department.

F. Ballachey, Paisley, has just completed the rebuilding of his store and has fitted it out in a most complete and convenient form. He has also added a dry goods department, with very elaborate fittings, which will undoubtedly add considerable trade.

W. M. Croft, Brockville, has purchased the grocery department of G. W. Lawrence and has removed it to new premises a few doors south. He reports that in addition to holding the existing trade he has already added many more customers to the accounts.

W. J. Johns, Niagara and King streets, Toronto, has bought out the stock of the late W. J. Stewart, and will continue the business at Queen street west.

Henderson & Co., Toronto, have opened up a new grocery store on Bloor street west, at the corner of Shaw street.

W. D. McCarthey, Lippincott street, Toronto, has opened up a new grocery store.

J. Lydatt, Toronto, has opened up a new grocery store at the corner of Salem and Shanly streets.

A. D. Cross, Port Colborne, has converted his liquor store into a fine grocery stand.

Thos. Cox, Brantford, has opened a new grocery store.

A. Sherks, Bridgeburg, has just completed the fitting up of a new store which will be opened shortly as a grocery stand.

J. H. Wilson, Orillia, is just completing a fine building which he expects to open on the 1st of September as a grocery stand.

McInnes, Tiverton, has just moved into his new premises which are beautifully fitted and considered a great credit to the town. It will be remembered that this store was burned down about a year ago.

Down around the Old Homestead factory

CORN AND TOMATOES

are coming along fine. In a few days we will begin putting up these delicious vegetables, and the consuming public have a treat in store for them

GOOD AS OLD HOMESTEAD BRAND

Canned **Corn** and **Tomatoes** were last year we pride ourselves that we have made a few advances, and with our enlarged and completed factory, and the fine quality of the vegetables now nearing perfection, OLD HOMESTEAD BRAND **Corn** and **Tomatoes** this year will be better even than they were a year ago.

Those who sold the OLD HOMESTEAD BRAND last year are increasing their orders for this year's pack. If you want the very best quality canned goods on the market insist on getting OLD HOMESTEAD BRAND, "the brand of quality." It is the brand that looks well on the shelf and opens up well in the can, pleases the housewife and brings her back for more.

The Old Homestead Canning Co.

Picton, Ontario

We are now packing a very fine line of Refugee Beans. Try a few cases.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

OUTDOOR ADVERTISING.

LIGHT is thrown upon the commercial side of sign and poster advertising by the tenth annual report of the American Scenic and Historic Preservation Society. Letters were sent by the society to fourteen large advertisers, who are each said to spend from $200,000 to $1,000,000 a year for publicity, asking them what proportion of their appropriations went for out-door display. The advertisers were asked to give their opinions of the usefulness of signs and posters. One firm, whose appropriation is said to be close to half a million a year, replied that they spent five per cent. of their advertising money in signs and did not regard them as desirable mediums. Another house, spending about $500,000 a year in all forms of advertising, had invested a few hundred dollars in street car signs and posters, with disappointing results. A firm whose advertising bills amount to $800,000 yearly, told the society that out-door advertising is not profitable compared with other methods.—Anon.

The question of street publicity is attracting considerable attention just now, and it would seem from the above that such advertising must either augment its popularity or loosen its present hold on the commercial man.

Manufacturers in great number are employing it on a large scale as a business medium, many others are said to be on the eve of doing so. Now and then, however, some individual appears who condemns the innovation, alleges dollar upon dollar is being wasted, and, as in the case quoted, gives figures, taken from actual tests, as conclusive testimony. It would be foolish as well as unprofitable to attempt in these pages anything like an analysis of the case from the aspect of the manufacturer alone, but, in a larger sense, the acceptance or non-acceptance of the utility of out-door advertising involves a principle in publicity, and the growth of this principle just at present is beginning to affect the commercial policies of retail merchants in our own and other countries.

While the manufacturer has been decorating the hillsides and rooftops with big displays, and in other flagrant ways been heralding the triumph of his goods, the retail merchant has been imitating on a miniature scale; he has been making use of his awning for enumerating some slogans, has been employing the store walls to announce, in huge letters, specialties; or he has been distributing in conspicuous places on fences nearby certain business "eye-catchers."

The retailer and the manufacturer in the above pursuits have been advertising. That cannot be gainsaid. The argument adduced by some against this style of advertising is mere cavil—criticism from an aesthetic standpoint. Other argument, like that herein quoted, is of a more tangible character—costs versus returns. This phase of the case is important.

The average retailer has no surplus fund for advertising purposes; his jaunt into out-door publicity will, therefore, never be as extensive as that of the manufacturer, even comparatively speaking, but the retailer's advertising fund is never too small to be wasted if it be used ineffectively. A number of retailers, like manufacturers, tire at the seeming tardiness with which newspaper advertising brings results and the meagreness of the results when they do come. These retailers desire more rapid methods. Why condense ideas to newspaper space, they argue, when you might placard them on streets and thus get quicker returns and on a larger scale. So much for some merchants' logic, in spite of the fact that they generally believe the best business—the business that lives—is built slowly. Inseparable from the business of slow, steady, perennial growth is the newspaper, that priceless auxiliary. The meteoric existence of the circus or exposition is never to be the model of any manufacturer who pretends to study "ways and means," much less the model of any retailer. Ephemeral concerns employ ephemeral methods—tremendous while they last. Every eye must be attracted, every home must be enthusiastic; out-door advertising is the wizard, it covers a marvellously large ground in a marvellously short time, but it exacts steep recompense.

It is true that the retailer, no matter where situated, should call into service all those advertising mediums which cost him but a trifle—in other words, make use of his own property. But the retailer should never employ classes of advertising at once foreign to the conditions under which he merchandises; when he does this his advertising gets beyond him, he begins to confuse sales with notoriety. Painting the awning is passable because the awning is part of the retailer's chattels. Decorating store walls, likewise, does not incur big expenditures. When the retailer, however, goes beyond these—meanders into the manufacturers' sign quagmire—he begins to wage war on his finances and to shake his faith in newspapers, which all the time are ready to support him.

Next to his own energy and sagacity the newspaper is the retailer's best friend. It secures for him the most business at the smallest expenditure. Time was when the utility of the daily or weekly was as dubious as out-door advertising is to-day; that time was when organized advertising was unknown. One can imagine the novelty and apparent egotism attached in those days to a merchant publishing his name below laudatory utterances on his goods; the same novelty is attached to a good deal of the sign and poster advertising now, when it is called to do service for every-day essentials, not to announce amusements. To the newspaper the public have long ago presented credentials and allotted them their proper sphere; but where are the credentials of the signboard and the bunting print? They belong to the parade; they have been appropriated by the manufacturer; they have been scented by the retailer. To the parade they are valuable, to the manufacturer dangerous; to the retailer useless. The business of the merchant is to reach out so far and no farther. This the newspaper does handily for him because it is a trained force, fully equipped, fully endorsed. This the signboard will never do for him because it is an experiment, and because its course is not defined. In the newspaper the merchant receives public attention crystalized. In the signboard he sees divided attempts to create attention—he pays for pioneer work.

The writer of the article from which the excrept is taken was so convinced of the futility of out-door advertising that he took the time and trouble to secure the statistics which the society had secured by writing to a big list of advertisers, soliciting their opinions. The result, as will be discerned even from the few cases quoted herewith, was a preponderance of argument against the out-door system. The same results might have been expected if the opinions of retailers were taken on the subject, keeping, of course, their own particular cases in view. Yet it is amazing what a small amount of newspaper advertising is done by retail grocers. Allowing for the confinements of locality, perishability of goods, fluctuations of prices, etc., the proportion, as compared with hardware or dry goods merchants, is about one to every ten. The latter do not indulge in so many store signs as the grocers, yet they can only bid for a limited trade and under practically identical conditions. Why, then, the difference? Are grocers making the mistake of centralizing in abundance and when spreading doing so unmethodically, preferring an ad. on any street to an ad. in a particular paper? It would seem in some cases as if grocers were more willing to spend money on:

ROBINS IS THE
MAN
WHO KEEPS GOOD
GROCERIES

displayed in ostentatious fashion on the store wall, than to spend it on:

SPECIALS THIS WEEK
CANNED GOODS
J. ROBINS, GROCER
187 STEPHEN STREET

nicely printed in a newspaper going into every home, being read by every family.

WATER GLASS

The new *Egg Preserver* is put up in tins—the contents dissolved in one gallon of water is sufficient to preserve 120 Eggs. Our price is $12.00 per gross. Try a quarter-gross We know the eggs will keep good all year round if packed fresh, having tested same last year.

LUCAS, STEELE & BRISTOL, HAMILTON.

New Arrivals . . .

King Oscar Sardines ½'s
" " " ¼'s **in Tomato**
Bjelland's Fish Balls
" **Fillet of Herring in Oil**
Kipperines in Tins

All fine goods, attractive packages and quick profit-paying lines.
Our travellers have samples and prices.

JAMES TURNER & CO.
HAMILTON, ONT.

Place your orders with us for

TARTAN and Red Feather Spices and Imperial Vinegar

Special attention to mail or phone orders.

Long Distance Phone 596

BALFOUR & CO., - Hamilton, Ont.

WELCOME

We extend to our friends and customers, attending the Canadian National Exhibition in Toronto, a cordial invitation to call and see us.

THOMAS KINNEAR & CO.

40 FRONT ST. EAST,

Branch at PETERBORO, ONT. - TORONTO, CANADA.

CHEESE

YOU CAN SAVE MONEY BY GETTING OUR QUOTATIONS ON CHEESE F. O. B. FACTORY, AND YOU CAN ALWAYS RELY ON THE

QUALITY

AS BEING OF THE FINEST.

WIRE US FOR QUOTATIONS ON CAR LOTS OR LESS.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO AND ST. THOMAS, ONT.

Business Changes

Ontario.

W. DUNDASS, grocer, Toronto, has assigned to O. Wade, and a meeting of creditors was held Aug. 29.

J. Weber, liquor dealer, Seaforth, is selling out.

J. P. McDougall, miller, Ottawa, has been burnt out.

L. G. Kruse, confectioner, Wingham, has sold out to L. Kennedy.

H. Chew, general merchant, Midland, has assigned to Geo. McLaren.

Geo. Robinson, baker, Toronto Junction, has sold out to Robinson Bros.

W. S. Richards, confectioner, Chatham, has sold out to E. A. Mounteer.

D. J. McBride, grain merchant, Lawrence Station, has sold out to A. C. Campbell.

T. Cahill & Co., general merchants, Bonfield, have disposed of their business.

J. E. Gibson, general merchant, Dryden, has assigned to Richard Tew, Toronto.

The stock of the estate of A. Cameron & Co., general merchants, Beachburg, was sold Aug. 29.

J. P. McDougall's grist mill at Maxville, 40 miles southwest of Ottawa, has been destroyed by fire. The total loss is estimated at about $5,000, with $3,000 of insurance.

Mr. Geo. Weir, Carleton Place, has disposed of his grocery business to Mr. H. Richardson, the close confinement to his store interfering with his health. He will continue with Mr. Richardson for a while.

Quebec.

N. Morin, general merchant, Lambton, has been burnt out.

The assets of M. Amyot, grocer, Montreal, have been sold.

B. Bergeron, grocer, St. Romuald, has assigned to A. Lemieux.

Poupart & Bolduc have been registered as grocers, Montreal.

The assets of T. Davis, cigar dealer, Montreal, have been sold.

The assets of M. L. Rousseau, grocer, Montreal, have been sold.

Cladianos & Co., have been registered as confectioners, Montreal.

A. Therien & Co., grocers, Montreal, have dissolved partnership.

The assets of L. Pelletier, grocer, Charlesburg, are to be sold Sept. 7.

The assets of J. Richards, cigar jobber, Montreal, were sold Aug. 30.

The assignment of J. O. Bessette, grocer and liquor dealer, Montreal, has been demanded.

The assets of O. Martin & Co., general merchants, St. Guillaume D'Upton, are to be sold.

H. Dubreuil, grocer, Montreal, has assigned. A meeting of creditors will be held Sept. 1.

The assets of A. D. Villeneuve, general merchant, Rapide De L'Orignal, are to be sold Sept. 5th.

Jean O. Bessette, grocer, Montreal, has assigned at the demand of F. X. St. Charles, with liabilities of about $14,000.

P. F. Belanger, general merchant, St. Felicien, has assigned and V. E. Paradis has been appointed provisional guardian.

H. Boulay & Co., general merchants and millers, Sayabee, have had their mill, which was in course of construction, destroyed by fire.

New Brunswick.

X. G. Poulain, grocer and fish merchant, Caraquet, is dead.

F. P. Melanson, grocer, Moncton, has been succeeded by Anthony Melanson.

A large apple warehouse is to be built soon on the organ road, Bridgetown, on the M. & V. B. Ry. J. A. Brown is the contractor.

Manitoba and Northwest Territories.

J. Kidd, miller, Prince Albert, has suffered loss by fire.

H. Finesilver, general merchant, Grunthal, has sold to L. Shatsky.

Sharpe & Button, general merchants, Manitou, have dissolved partnership.

When visiting the City, we cordially invite you to make your downtown headquarters at

36 YONGE STREET

Our staff and services are at your disposal.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Currie & Harris, confectioners, Newdale, have advertised their business for sale.

The White Star Mfg. Co., dealers in coffee, spices, etc., Winnipeg, have suffered loss by fire.

Topper & Co., a Minnesota firm, have commenced the erection of a 30,000 bushel elevator, while another elevator of a like capacity is to be erected by John Peters.

Wiebe & Rompel, a Posthern firm, have commenced the erection of a 125 barrel flour mill in Langham. The building is of four storey structure, 32x 48, and is capable of running as high as 150 barrels.

British Columbia.

Clarke & Rogerson, grocers Vancouver, have been succeeded by the Direct Supply Co.

Peck & Travelbea, fruiterers and confectioners, Vancouver, have been succeeded by J. C. Stover.

IMPRESSIONS OF ENGLAND.

Mr. Roy H. C. Ewing, of S. H. & A. S. Ewing, coffee and spice manufacturers, Montreal, who was a member of the recent Canadian manufacturers' excursion to England, was seen by The Grocer on his return last week. Mr. Ewing was most enthusiastic in his appreciation of the reception the Canadian manufacturers had received at the hands of their English hosts. The impression that the English manufacturer was slow and not in line with the march of events was an erroneous one, and while in some instances it was noticed that the methods employed seemed crude, on the whole the English manufacturer was not looking for many pointers from foreigners. London—its vastness, activity, its wonderful shipping docks and money institutions—did not fail to impress Mr. Ewing and the members of the excursion party.

The side trips to Birmingham, Manchester, Sheffield, Leeds, and other manufacturing cities, were one continuous round of experience and knowledge for the visitors. The interchange of ideas of such a large number of business men and manufacturers could not fail but be of benefit to both the British and Canadians. From a physical point of view Mr. Ewing appears to have benefitted, as his ruddy complexion indicates an active outdoor experience, and this, combined with the commercial benefits obtained, will make the trip a memorable one.

TRADE WITH WEST INDIES.

It is gratifying at all times to hear of the extension of our export trade, and at the present moment when attention is being directed to the West Indian colonies, it is especially gratifying to be able to reproduce the following letter, bearing date the present month, which speaks satisfactorily to both merchant and customer:

The Creole Store,
Scarborough,
Tobago, July 13, 1905.
West Indies.

Messrs. Balfour & Co.,
Hamilton, Canada:

Dear Sirs,—I have the pleasure to own receipt of your valued favor of May 26 and to note the safe arrival of canned fruits by Canadian steamer ss. Orinoco.

These fruits have opened up well and are liked. Sales of same are heavy pushed.

I shall have this pleasure again next month, with a remittance.

I remain,
Yours faithfully,
(Signed) W. M. C.

A COFFEE MAN TO BE HONORED.

The name of Mr. D. Gillmor, of this city, who contested Charlotte county in the Liberal interest at the last general election, is being mentioned by his New Brunswick friends for the Senatorship left vacant by the lamented death of Mr. Wark. Mr. Gillmor, although in Montreal for many years, has maintained his close connection with his native county, making it each year his residence in the Summer. He is popular in the county, is public-spirited, and he and his father, the late Senator Gillmor, have been closely identified with the political history of Charlotte for many years. If chosen for the position there would be general agreement that an excellent choice had been made.

The above report from the Montreal Herald of Tuesday last is pleasant news, and Mr. Gillmor's many friends in the trade hope the report is authentic. Mr. Gillmor is head of the Canadian firm of Chase & Sanborn, the well-known coffee importers and roasters.

UPTON'S

ORANGE MARMALADE

is the old reliable brand. Many have imitated but none have equalled Upton's.

Pickling Spice Quality

depends (1st) on the use of the best clean whole spices.
(2nd) on the proper proportion of each spice to bring out the best results.
S. H. & A. S. Ewing's "**PRINCE OF WALES**" Brand exemplifies these qualities and is put up in attractive open-face cartons, by the reliable firm,

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - **53 & 55 Cote St., Montreal**
Cor. Lagauchetiere St.

THE SELLING OF LAUNDRY BLUE

may appear a small thing to you and the yearly turn-over unimportant Try and keep a tab on your sales by handling the Best Blue made in Canada or out of it.

"BLUEOL" The "Never-streak Blue"

—the result will surprise you.
It pays you better than any other Blue.
It pleases your customers better than any other Blue.
It is the only real satisfactory Blue made.

Order through your jobber. If he hasn't it, write us direct.

J. M. DOUGLAS & CO., - MONTREAL

REMEMBER THESE BRANDS

"JOSE SEGALERVA"
Malaga, Spain

MALAGA TABLE RAISINS
" LOOSE MUSCATELS
" SEEDED RAISINS

"ABEL" BRAND

VALENCIA RAISINS
" ONIONS

"D. CICLITIRA"
Patras, Greece

CURRANTS

FINE FILIATRAS, Cleaned and Uncleaned
FINE AMALIAS, " "
GENUINE VOSTIZZAS," "

AGENTS.
ROSE & LAFLAMME,
MONTREAL

YOU CAN DEPEND ON THEM EVERY TIME

CANADA'S NATIONAL EXPOSITION

We will again be represented and this year will have two booths devoted to demonstrating

"GOLD MEDAL" COFFEE

and

Richer than Wheat "NORKA" Better than Meat

THE ONLY COOKED OAT, READY TO SERVE, ON THE MARKET

WE INVITE YOU

To make our Warehouse your headquarters while in the city.
To have your mail addressed in our care.
Every facility for attending to your correspondence will be at your disposal.
Our stenographers are at your service.

OUR TRAVELLERS WILL BE IN ALL NEXT WEEK TO WAIT UPON YOU.

The EBY, BLAIN CO., Limited, - - - TORONTO

The Largest Exclusively Wholesale Grocery House in Canada.

Fresh and Cured Fish

FRASER RIVER CONDITIONS.

EVERYTHING points to the fact that salmon fishing is very near its close. The sockeye run is practically at an end. The appearance of the humpbacks in great number, some days ago, is accepted as the usual indication of the end of the sockeye run.

On the Puget Sound, cannery men concede that the sockeye run is over. B.C. packers, too, agreed that the season has about closed. On the Fraser River districts hope is weakening of making up a full complement of sockeye pack; the second rush, which had been so confidently relied upon to make up the deficiency, shows no signs of coming; both wind and tide have been several times favorable, with still no sign of the rush. with sixty per cent. humpbacks in the traps and the same conditions at other points in the Sound, it is considered improbable that anything will occur to materially alter the prospects. The total season's pack is not now expected to exceed two-thirds of previous estimates. The Skeena River pack is nearing completion, the whole of which it is expected will be shipped to Australia and New Zealand. The Skeena River salmon have been in great demand in those colonies, and consequently command top prices.

The pack on Puget Sound to date is estimated at about six hundred thousand cases. The Blaine output from eight canneries is about two hundred and fifty thousand. The Anacortes pack from six canneries is about two hundred and fifty-eight thousand, and the four Bellingham canneries two hundred and ten thousand cases. The Fraser River pack to date is believed to be nearly six hundred thousand cases. In order to give anything like a moderate supply, it should reach seven hundred thousand before the close of the pack, and from latest reports to hand it is expected to do so.

Comparing statistics which have come to hand with the conditions of 1901, the year in which the pack beat all previous records, it is found that the total result will be some two to three hundred thousand cases less than that year, a comparison of prices too reveals the fact that they are somewhat dearer than last season. On the Fraser River there has already begun a rush of prices, some independent canneries are giving as much as twelve and a half cents, whilst the associated prices remain at ten cents. A feature of no small importance in this situation is that American canners have raided the market under the belief that there is bound to be a shortage in their own markets and are therefore giving better prices than the associated, in order to induce sales.

New Brunswick Conditions.

In these districts the salmon fishing season is over, the law providing for its closing on Aug. 15th. It has been the record season for seventeen years as regards catch of salmon, prices, however, —probably on account of the large catch —have been lower than usual. There are some seventy boats in operation on the New Brunswick coast, the whole of which have done exceedingly well, prices, although lower than last season, were not so low as to take away the benefits of the increased catch. More fish would have been landed had it not been for their unexpected disappearance from the bay a full week before the closing of the season. Altogether the feeling is one of general satisfaction at the season's prospects.

NEWFOUNDLAND COD FISHERIES.

LATEST reports to hand denote a decided falling off in arrivals of cod-fish at Newfoundland points. The present season is likely to fall behind any season for the past five years. The cod-fish fleet consists of but fifty vessels of the larger sort, as compared with upwards of one hundred a few years ago. this, in itself, will account for some decrease in the supply. The rule followed of late, to make two short trips in place of the one lengthened trip former-

= CODFISH =

Are you offering to your customers the new **Acadia one-pound Tablets?** If not, why don't you get your share of this trade? You will be wonderfully surprised to find the enormous business to be done with this line, which we guarantee to be all Pure Atlantic Codfish; and

STRICTLY - FREE - FROM - BONES

Write us to send you further particulars about this line. It is packed in convenient and attractive form. *Order by name*——

Acadia one-pound Tablets

BLACK BROS. & CO., Limited

HALIFAX, N.S., CANADA

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

WORKS—LaHave, N.S.
FISHING STATIONS—Mecatani, Labrador
Mutton Bay, Labrador

HISTORY REPEATS ITSELF

KING OSCAR SARDINES

are being followed by all kinds of inferior imitations. This was the experience in England and on the Continent, but in spite of the fiercest competition

King Oscar Sardines

still lead in the race.

WHY? Because they are the cream of the Norwegian pack.

JOHN W. BICKLE & GREENING, - - HAMILTON

Canadian Selling Agents.

ly in favor, makes up in some measure for the falling off in number of vessels. The results in catch, however, have never reached the former high standard. Only twenty vessels have as yet come in from their first trips, bringing reports of short catches, and it is not expected that many will return for the second trip this year, on account of bad prospects.

Indications are therefore of a short supply and prices are expected to rule higher as the season advances.

Demand is all that is looked for and compares very favorably with last year at same time. Large orders are expected shortly which will absorb supplies as quickly as they arrive.

VANCOUVER COD FISHERIES.

The first vessel has arrived at Anacartes from the Behring Sea cod fishing, bringing reports of generally good catches. It had on board upwards of one hundred and ten thousand fish, equal to about five hundred and fifty tons weight, and had completed its two thousand mile trip in three weeks. Another vessel is following closely with an equally good catch.

SHORT LOBSTER PACK.

Reports from a very reliable source say that the lobster pack on the Gaspe coast, New Brunswick, and portions of Nova Scotia this season is very short, and it is estimated that the total catch will be fully a third to one-half less than last year. Many fishermen did not get half their usual catch and the packers were hard pressed to keep the factories going. These reports would indicte that high prices may be looked for in lobsters.

NEWFOUNDLAND HERRING FISHERIES.

The enforcement of the laws relating to the herring fisheries is under consideration by the Newfoundland Government, the object being to prevent fishing by the American fishermen during the Autumn season. There are two policies proposed; one being to refuse to permit the purchase of herring from the colonial fisherfolk; the other to levy an export duty on all herring conveyed to American markets, with special penalties should the fish be landed in Canadian ports or at St. Pierre.

FRASER RIVER LICENSES.

The Dominion Government officials are showing great activity in enforcing the license laws on the Fraser River. Hitherto holders of licenses taken out at northern points of the Province have been allowed to travel south, and continue fishing in the Fraser River, when their own fishing was completed. This year, however, for the first time in the history of the salmon fishing of these districts, licenses taken out in one district are not being honored in another. Quite a number of northern men have had to take out a fresh license—ten dollars in each case. Canners and fishermen alike are protesting against this enforcement of the law.

PRICE OF SOCKEYES.

The shortage of the past three seasons in the packing of sockeye salmon is a prominent factor in the prices that have been announced. At the present time there is not a case of sockeye salmon on the British Columbia markets, and the new pack comes without any competition.

FRENCH SARDINES A FAILURE.

Of the six hundred boats which went out for sardines, all have returned to Douanenez empty, with the exception of fifty, and these have only small hauls. This season is expected to be the worst ever experienced by the fishermen of Brittany. Three years ago, there was almost a famine among these fishermen, and public subscriptions had to be solicited on their behalf.

"HALF" CANS OF SALMON.

Salmon packers are this season canning only a moderate quantity of half-pound cans. Prices of half-pounds will in consequence open higher than last year. The difficulty in packing and extra labor incurred on half cans is the reason given, and as a large pack was in anticipation it was not considered advisable to pack a full complement of halves.

Keep Your Mind on This Brand

THE PERFECTION OF CANNED SALMON

Place an order with your wholesaler quickly.
We are sold up for this season.

"ARROW" BRAND The very choicest of second quality Sockeye Salmon. TRY IT, and you will find this statement correct.

WHOLESALE AGENTS

Toronto, - - -	Chas. E. Kyle	Halifax, - -	Grant, Oxley & Co.
Montreal, -	J. Alex. Gordon & Co.	Kingston, -	D. Stewart Robertson & Co.
Quebec City, -	Joseph Winfield	Ottawa, - - -	J. Moffat Ross
Hamilton, - - -	Alfred Powis	Winnipeg, - -	Ashley & Thompson
London, - - -	D. C. Hannah	St. John, - -	J. Hunter White

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K.C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel. Main 3813. - - - - - Toronto, Ont.

IRWIN & JONES, Barristers, etc.
H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co.
24 King St. W., Toronto. Weston, Ont.

W. G. WILSON
Barrister, Solicitor, Notary, Conveyancer, etc.
Napanee, Ont.

MEWBURN & AMBROSE
Barristers, Solicitors, etc.
S. C. MEWBURN, E. H. AMBROSE,
Hamilton, Ont.

WM. A. McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors Etc.
JOHN A. ROBINSON. JOHN R. GREEN.
Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT,
Barristers, Solicitors, Advocates, etc.
Calgary, Can. Cables: Lougheed, Calgary
Solicitors for: Bank of Montreal. Canadian Bank of Commerce, Bank of Nova Scotia. Merchants' Bank of Canada.

This space $30 per year.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

1,000 White Business Envelopes, $1.00

(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

G. A. WEESE & SON, 44 Yonge St., TORONTO

Write for Catalogue of Printing.

Gentlemen.-
We are in receipt of your favor of the 2nd instant and beg to assure you that the matter referred to will be treated as strictly confidential.
The several other matters treated in your communication will receive our careful attention.
Very truly yours,
UNDERWOOD
No 5
UNDERWOOD STANDARD TYPEWRITER

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO *and at* **99 ST. FRANCIS XAVIER STREET, MONTREAL**

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

REJECTING GOODS.

A LEADING grocery broker, in conversation with The Grocer, gave expression to the following interesting remarks: "I noticed a few weeks ago a very strong and pertinent editorial in The Grocer on the subject of the habit of retailers returning jobbers' drafts, and I am thoroughly convinced the jobbing trade acknowledge the exposition of the cases as set forth by you as being a timely and necessary one. While you were on the subject I think it would have been very appropriate had you referred also to the brokers' and importers' complaints against the jobbing trade of Canada for similar action. I feel sure I voice the feeling and opinion of my fellow brokers when I say that we have as serious—if not more serious—cause for complaint against the wholesale grocery and jobbing trade, for their cavalier treatment of our interests, than they have against their retail customers. During the many years I have had the privilege of doing business with Canadian houses, I have times out of number suffered serious loss through the rejection of goods bought by jobbers, and invariably for no just reason. Goods sold by me on recognized trade standards have on arrival at jobbers' warehouses been either flatly refused or held under storage and other expense, pending the possible securing of a concession in price by the jobber. Frequently the cause of complaint was a trivial one, sometimes so trivial that a similar complaint from the jobber's customer would have been turned down 'sans ceremonie,' and I think that your journal should be open to a discussion of our position, and if the jobbing interests will consider the situation some amelioration of this rejection of goods by them may result. It certainly should receive a more appreciable consideration on their part."

The Grocer's view of the position, as stated by the broker in question, is that matters of this kind could be satisfactorily arranged between the parties if due weight were given by the importer to the position the broker is placed in by having to make allowances for account of his principals. Goods bought in good faith and on standards that are accepted by the trade should not be thrown back. The broker's position is certainly an unenviable one in cases where a line of goods is rejected, and an amicable solving of the question should not be difficult.

CANNING TROUBLE.

The following copy of a circular letter issued by a Baltimore packing company has been handed to us, and is an instructive document as showing the American style of drawing attention to the troubles:

"In the mythological gallery of gods sat Comus dispensing mirth and joy to the gods of greater or less degree, and unto his satellites as well. He is out of business now, leaving no successor. Every packer in Maryland will swear he's dead, for not one single little mirth, nor a solitary lonesome joy has been theirs since the puzzling, perplexting, provoking packing of tomatoes began.

"From the time this plant was discovered by the American Indian to the present hour, its capacity for shrouding itself in mystery and concealing its real intentions has never been measured. With equal facility it inspires pleasure and creates pain, engenders hope and breeds despair, fills expectation and causes miscalculation. Its early stage holds one agape with anticipation and leaves him aghast with disappointment. It is capricious, sometimes rushing on like a torrent, again it is like a stagnant pool. Whimsical, it fills the lap of earth with extravagance and prodigality, or, becoming churlish, refuses to yield an atom of fruit from its luxuriant vines. Its weapons are doubt and assurance. The wielding of one paralyzes, the other prostrates. Careless and indifferent, it neither condoles with the man who has disposed of its fruit before the appearance of the blossom upon its vines, nor rejoices with him who is content to sell only at the time of harvest. Each year its vagaries differ. There be fat and lean years. In this year of grace there is found to be:

"An acreage shortage of 50 per cent.

"A reduction in canneries equal to 30 per cent.

"The rotting on the vines by successive rains.

"Which will necessitate the jobber paying the full cost price per dozen tins and a little more, so that the office boy will receive his weekly wage and likewise the man who sweeps, dusts and washes the office windows."

HOTEL DIRECTORY.

NEIL McCARNEY, Prop. W. C. McCARNEY, Manager.

THE PROVINCIAL

Leading Commercial Hotel. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, Prop. GALT, ONT
First-class accommodation for Commercial Men.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction and principal clubs. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(Corner of Main and Lamaha Streets, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. Cottam.

WINTER RESORT - Queen's Park Hotel.

PORT OF SPAIN, TRINIDAD, B.W.I.

J HN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office o.

THE BELL TELEPHONE COMPANY OF CANADA

TRADE INQUIRIES.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa :

898. A Burgundy firm dealing in wines desires to get into communication with Canadian trade.

899. A French firm in Cognac wants a good representative on the Canadian market to sell its first-class brandies.

900. A French champagne firm wishes suitable Canadian resident agent.

901. A well known firm in Concarneau (France) wishes to introduce its alimentary products in Canada.

902. A Bordeaux firm exporting olive oil desires to appoint an agent in Canada.

904. A Parisian brush manufacturer desires a valuable agent in the Canadian market.

906. A scale manufacturer near Paris wants to be put in touch with Canadian buyers.

908. A Parisian firm dealing in siphons for soda water wishes to correspond with Canadian buyers.

909. A French manufacturer would sell his working stock and whole machinery in perfect state, to Canadian buyer; will take charge of setting up.

PERSONAL MENTION.

Mr. A. B. Hardwicke, Canadian agent for Pyle's Pearline, is at present calling upon the trade in Montreal.

Mr. J. E. Millette, representing Ocean Mills, Montreal, reports good trade from the Maritime Provinces.

Major Zeph. Hebert, of Hudon, Hebert & Cie., Montreal, is spending a few days with his family at Bellevue, Lake St. Joseph, P.Q.

Wendel J. Hyatt of Leamington has accepted a position as traveler with the Port Hope Brewing Co. His route will be from Toronto west.

Mr. John Horne, sales manager of Campbell Bros. & Wilson, Winnipeg, returned early in the week from a pleasant holiday trip in the east.

J. W. Davey, Berlin, formerly in the baker business, is traveling for the Lake Huron & Manitoba Milling Co., Goderich, with territory in Northern and Western Ontario.

Mr. John N. Creed, representing Thos. J. Lipton, tea and coffee planter, is at present in Montreal in the interests of Lipton's teas and coffees. Mr. Creed will make a trip through Quebec.

Mr. Wm. C. Boyle, secretary-treasurer the John L. Cassidy Co., Limited, Montreal, is taking a ten days' rest at Cleveland, Lake Muskoka District, where Mr. Boyle's family are Summering.

Mr. J. A. Courtemanche, representing Ocean Mills, manufacturers of "Chinese Starch" and other grocers' specialties, is making his regular trip through Western Ontario, and reports increased business.

Mr. A. Suter, of Crossfield, Lampard, Clark & Co., London and Colombo, who has been in the New York branch during the past two months, is in Montreal for a few days. Mr. Suter returns to New York on Saturday.

Mr. C. P. Shinn, advertising manager of the Tea and Coffee Trade Journal, New York, is visiting the leading trade centres in Canada in the interest of his paper. He was in Toronto this week and is heading westward.

Mr. H. C. McGinnis, Eastern Ontario representative of Chase & Sanborn, Montreal, is at present in Royal Victoria Hospital, having undergone an operation for appendicitis. The Grocer wishes him a speedy recovery.

Mr. Wm. Georgeson, member of the firm of Codville & Co., of Winnipeg, returned to that city last week from a short business trip to Calgary and other western towns. Mr. Georgeson was much encouraged by the splendid crop outlook.

Mr. E. B. Goodacre, of Watt, Scott & Goodacre, Montreal, is back to business after a two weeks' pleasant vacation at Lake Goumond, near Nominingue, P.Q., very much bronzed up and ruddy, indicating that the northern mountain air was fully taken advantage of.

Lou Chapman, traveler for T. Kinnear & Co., wholesale grocers, Toronto, for about 20 years in Northern Ontario and the Manitoulin Island, is now traveling for the Davidson & Hay, Limited, in the same line of business. He is succeeded by A. Jameson, formerly with the Canada Biscuit Co.

Mr. S. S. Arnold, Manitoba, Northwest and B.C. representative of R. Herron & Co., Montreal, is at headquarters this week. As usual, Mr. Arnold is full of news and some new curiosities gathered by him during his latest trip are exhibited with pleasure. Business is reported excellent and prospects cheering.

Mr. Thomas Upton, Hamilton, Ont., is a visitor to Montreal this week, making a little excursion with several members of his family. The Grocer did not notice his gun, but that is presumably taking a rest until the hunting season opens. No better Nimrod than Thomas Upton can be found, go one far and wide.

Mr. E. E. Dodson has been appointed agricultural superintendent to the Keystone Sugar Co., at Whitby. He is to have active charge of the acreage, with Mr. A. W. Jackson as his assistant. Mr. Dodson was formerly connected with the Wallaceburg Sugar Co., and should therefore prove a most desirable man for the position.

R. McJannet has severed his connections with the Pilot Mound Grain Co., and has taken a position as purchasing traveler with the Dunsieth Grain Co., of Winnipeg. His duties will commence with that company about Sept. 15. J. C. Stewart, who has been buying for the Ogilvie Co., will take the position previously occupied by R. McJannet.

Mr. B. Trudel, of L. Chaput, Fils & Co.'s sampleroom staff, has returned from a two weeks' vacation spent with a party of friends at their private lake and fishing grounds at Lake Veillet, north of Three Rivers, P.Q. A very pleasant outing was spent in the wild, and a good ruddy color put on by Mr. Trudel, evidencing lots of outdoor enjoyment.

Mr. Chas. E. Moyle, sales manager, E. W. Gillett Co., Limited, Toronto, paid a call at the Montreal offices of The Grocer last Friday. Mr. Moyle was returning from a holiday trip to the Saguenay and Quebec. In conversation with The Grocer, Mr. Moyle stated that the expansion of their business was exceeeding even their most sanguine expectations. The company's exhibit of their products at the Toronto Exhibition would this year be superior to anything yet attempted by them.

Mr. John Carsley, president of the Ozo Co., Limited, Montreal, is back from a trip to England. Mr. Carsley while abroad on his vacation studied the leading English pickle industries, and his acquired knowledge will be evident in the superior quality of his company's pickles. A visit to the factory by The Grocer this week showed the finest quality of cucumbers possible to obtain, all grown from special imported seed, and this year's output of the Ozo Co. should do credit to the company and to Canada.

Mr. John Everett, traveler in Eastern Ontario for Christie, Brown Co., Limited, Toronto, who has been spending the past three months in England, returned to Toronto this week. Mr. and Mrs. Everett arrived in Halifax last Tuesday, and after spending a few days with friends in that city took the western journey in easy stages on account of Mrs. Everett's health, which is not of the best. During Mr. Everett's stay in Montreal he honored The Grocer with a call. The holiday was a good one and thoroughly enjoyed, though after an absence of thirty-five years most of the old friends had gone on their long journey and the old landmarks had changed or been removed in the progress and growth of the old home. Mr. Everett started out with renewed vigor last Monday, and his many friends in the east will be pleased to see him on the old stamping ground.

THE BACON SITUATION.

THE high prices of hogs which have been ruling for some time are having a somewhat serious effect on the Canadian market for the dressed product.

Farmers themselves are aware that prices cannot maintain the present high parity; these prices were attained to attract to the market well-conditioned hogs, the farmers being inclined to hold back supplies. Farmers, however, in order to secure the advantage of present prices, have been hastening hogs to the packers before they were in proper condition, having the effect of materially reducing the grading, and consequently lowering the output of the best grades of bacon and ham for the export trade.

The export market is of first importance, it has been gained upon superiority, and only by keeping a high standard can it be held. The Danish and English market prices have been maintained against those of American productions by force of quality alone.

The condition of the three centres of European trade (Liverpool, London and Southampton) is at present anything but satisfactory. The cold storage warehouses are filled with low-grade American products, and their holders are ready to rush the market at the first signs of advance, so that the hope of the Canadian exporter is in his ability to main-

Sellers of Soap

A Limited Liability Company with capital of $200,000 in shares of $50.00 has been formed to take over the business of Soap Manufacturing which has been carried on for many years by the firm of A. Savage & Son. The business, however, remains under the same management, the change being due principally to the desire of the sole partner in the old firm to interest some of his employees in the business.

Besides this was the idea that the change offered an opportunity to give to the trade a profit on all the Albert Soaps they handled.

While the wholesale price of Baby's Own Soap has never been changed since it was first offered to the trade, the retail price has been constantly reduced. Seeking to profit by its well-known excellence, and to draw trade for other lines, aggressive retailers have vied with one another in bringing down its selling price until now the public can buy it practically as cheap as the wholesaler.

The inevitable result is that many retailers object to sell it and only the keen appreciation of users has enabled its sale to constantly increase. To-day, twice the quantity is sold in Canada that was sold five years ago.

A limited number of Albert Soap shares is being placed on the market. By becoming shareholders in the Company retailers will share in the manufacturer's profit as well as their own. To give to all a good chance of securing an allotment this stock will be reserved exclusively for the Retail Soap Trade until Sept. 30th; any stock left over then will be offered to the public.

The face value of the shares is $50.00 and dividends will accrue from the start. Similar concerns are earning very large dividends in England and the United States, and shares bought a few years ago at par are worth very much more now. It is hoped that the Soap trade in Canada will avail themselves of our offer and complete prospectus will be mailed on request.

ALBERT SOAPS LIMITED

MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR, ETC., ETC.

MINTO BROS.,

Telephone Main 353

F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDERS

It sounds rather funny and looks awful bad
To belittle your Grocer, when writing an "ad."
Why make such a holler, or raise such a cough,
Has something fallen? the sale dropped off?

The Grocers are our friends and you never hear us raise a foolish kick or whine because the public demand from the Grocer the best article for their money, KICK! not us—We are too busy filling orders for Mela-Gama and Bulk, the teas that are to-day attracting the attention of the consumer throughout Canada and United States. Instead, we thank you for your liberal patronage, our prices are right, Quality the highest Standard, always the same—Have you tried our teas?—They are a trade-winner—Drop us a line for sample order, once a customer always one.

Remember when visiting the Exhibition "that the **MELA GAMA EXHIBIT**," Manufacturers' Building is the Grocers' headquarters.

Warehouse and Showrooms: **55 Front St. East, TORONTO, CANADA**

Borden's Exhibit

at the Toronto Exhibition is a revelation to all visitors.

"Eagle" Brand Condensed Milk and **"Peerless" Brand Evaporated Cream**

are an exhibit in every first class grocery, because they show the dealer the best profit, and give consumer best satisfaction.

William H. Dunn, Montreal

Erb & Rankin, Halifax. N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Announcement

We beg to announce to the Grocers of Canada that owing to the rapid increase of our business and the large and increasing demand for Walker Bin Fixtures we have found it necessary to add to our factory facilities and have purchased a larger and better equipped plant in the Town of Berlin, where, with the most modern machinery, experienced workmen and every facility necessary to our special line of manufacture, we will be able to give more prompt attention than heretofore to all orders for Modern Grocery Store Fixtures.

Write for illustrated booklet of Walker Bins.

The Walker Pivoted Bin and Store Fixture Co.

Head Office: 516 Board of Trade, TORONTO, ONTARIO

tain quality, and so keep his price on a paying basis.

The U.S. packers, to a large extent, are the makers of the farmers' prices; the farmer consequently markets his hogs as soon as ever it reaches their limit, without regard to the high standard of condition ruling in Canadian markets, the result being that the American export products cannot be compared with Canadian, which has been able to lead the market by from three to four shillings per cwt.

The market is at present very unsteady, a drop of three shillings has just been cabled, which will have the effect of still further loading cold storage. What is expected by experienced exporters is that markets will firm up to a steady basis, and maintain themselves until the opening of the Autumn season. Quotations at Liverpool at time of going to press are: Canadian (Wiltshire) bacon, 60 to 63s. Hams, 53s.

HINTS TO BUYERS.

A record sale was made by White & Co., Limited, Toronto, on a car of California peaches, pears, plums and grapes this week, at their auction, the car grossing $1,875—the highest ever obtained on a single car at one sale in Toronto.

E. L. Jemmett, Beamsville, wishes to advise the trade that his "Crown Brand" peaches will be graded into three classes—"Select," No. 1 and 2; that a guarantee will be placed in every basket shipped as "Crown Brand," and that the peaches will be of uniform size.

White & Co., Limited, Toronto, rereceived their first consignment of Almeria grapes in barrels. The fruit was exceptionally well colored for so early.

Many of our best city retail grocers now keep a few packets of Wilson's fly pads on their counters, where they may be seen by customers. Frequent and profitable sales are made in this way with little expenditure of time upon the part of the staff.

Laporte, Martin & Cie. call buyers' attention to the prominent firms represented by them in Canada. All these firms are in the front rank in their several specialties, and the success reported by Laporte, Martin & Cie. would indicate appreciation on part of the trade.

Bailey's "Extract of Clams" are a good line with Jason S. Creed, Board of Trade, Montreal. This Boston delicacy, so well known in the United States, is meeting with good sale by the best grocers.

White & Co., Limited, Toronto, received 1,000 crates Denia onions this week—50-lb. crates. California fruit is meeting with great sales in Toronto owing to the scarcity of good local peaches. Niagara peaches, however, should be in in fair quantities this coming week.

CANADIAN PRODUCT IN BRITAIN.

PROF. H. H. DEAN, of the Ontario Agricultural College, returned from some of the leading dairy centres of Great Britain, Ireland and Northern Europe on Saturday, after an absence of about two months. He briefly reports as follows:

(1) The trade in Great Britain is very favorably disposed towards Canadian butter. It is arriving in better condition than it has ever done before. While preservatives are not in favor, if butter can be landed in good condition without them, the trade is agreed that some form of preservative is necessary in order to have saltless butter hold its flavor. The only fear is that too much may be added by the Canadian maker, thus causing trouble to the dealer if it contain over one-half per cent. of boracic acid, the maximum allowed in British markets. There is likely to be a good demand for Canadian butter for some time to come—at least until the Russo-Japanese war concludes and for some time thereafter.

(2) The trade is indifferent on the question of cool-curing and paraffining cheese.

(3) The best Canadian Cheddar cheese is equal to the best English and Scotch Cheddars, but does not bring the same price, largely because of prejudice in favor of home goods. Not all English Cheddars are first-class by any means. Possibly a larger percentage of them are of first quality than is the case with Canadian, because the climatic conditions are more favorable in Great Britain to the making of fine cheese. The best Canadian butter is probably equal to the best Danish butter when first made, but owing to the greater distance and longer time required to reach the market, it is not so good when delivered. It also lacks the uniformity which is so characteristic of Danish butter. This uniformity is the result of uniform methods of manufacture and the adoption of pasteurization and pure cultures in making it.

(4) Co-operative cow-testing societies among the Danish farmers are doing much to improve the dairy stock. This plan is also being adopted by the Scotch dairymen. The expense is not very great and is borne by the farmers interested. This is probably one of the most important steps taken by the Danish dairymen during the past ten years to improve their dairy stock. Some of the prominent men are advising the introduction of Jersey blood to improve the richness of the Danish cow's milk. An interesting experiment is now under way to test the advisability of this step. They expect to have results in eight or ten years which will guide the farmers on this point.

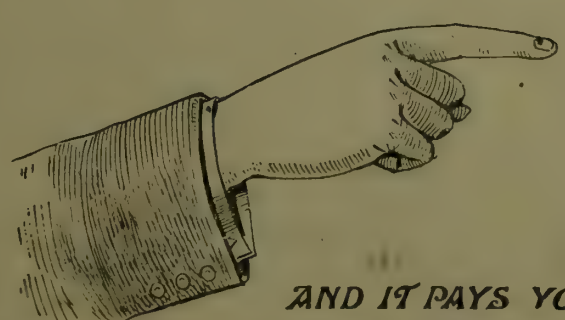
(5) The European agricultural colleges, dairy schools and experimental stations are doing good work for the European farmer. As a rule they are on a much smaller scale than the one at Guelph. The Ontario Agricultural College suffers nothing by comparison with the best European institutions doing similar work.

In all the British markets he found a growing disposition to treat Canadian food products very favorably. This is a feeling which should be fostered in every possible way.

GOLD STANDARD VS RED FEATHER

"Baseball is red hot in the great little city of Calgary. The Codville-Smith Co., Limited, heretofore have had an invincible team; they call themselves the 'Gold Standard,' scooping everything that came along; but they tackled the 'Red Feather' team of James Turner & Co., and met corkers. They were beaten so easily they did not know what was the matter until it was all over; and now the 'Red Feather' people are happy."

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.



Samples and prices from
H. GILBERT NOBBS,
496 SPADINA AVE., TORONTO

AND IT PAYS YOU WELL.

N. B. Markets.

St. John, N.B., Aug. 28, 1905.

WHILE business is reported fair, there is no disguising the fact that the feeling amongst the trade is different from a year ago. With sugar continually dropping and flour, that is Ontario grades, off say $1.40 in six months—the larger part of this decline being in the last three—it is not surprising there is somewhat of a depressed feeling, and there is little to offset this condition. The lines which have advanced, as fish, pork, lard and dairy products, being not largely stocked.

Spice—At this season has good attention. Pepper and cloves are rather higher. Nutmegs keep very low. In rice rather higher prices are asked. Cream of tartar, which is perhaps the most changeable line in the grocery business, while low, is held more firmly.

With this week the general Saturday half-holiday stops. The wholesale grocers, however, continue it right through the year.

Oil—There is increased consumption of burning oil. Now is the season prices are likely to advance. Market is reported firmer; outside buyers have largely bought their Winter's supply at the extreme low prices which have ruled. The city retailers, depending on the tank wagon, do not as a rule carry stock, and cannot buy ahead. In Linseed oil, low prices rule. Turpentine, which has been high right through the season, is easier. Lubricating oils have rather light sale. In cod oil, there are fair receipts; price is rather low.

Salt—In Liverpool coarse salt a further cargo is due in two weeks; buyers, however, have orders placed for shipment from ship's side, this meaning quite a saving. There has been a good demand. Prices are firmly held. In fine salt, Canadian has the market; sales are rather quiet.

Canned Goods—While the association has lead to better profits the situation is not altogether satisfactory. Several lines of new goods, as peas, beans, strawberries and raspberries have been received. Peas, which have been ruling low, are likely to be quoted higher. Corn and tomatoes are acarce and, particularly for tomatoes, full prices are asked. New Spring salmon has come to hand followed by a drop in price. Meats are unchanged. Lobsters, extreme. Gal. apples are dull, with prices low. Oysters are firmly held; this is not, however, a large market. Fruits unchanged. Scallops are scarce. Domestic sardines are a fair pack so far. Haddies short. It is early yet to give report on kippers.

Green Fruit—Bananas are held quite firm. American apples gre still being sold, some domestic now coming in, with best grades quite high. Apples and plums are each a short crop. In plums, Ontarios are being freely received. Pears are high, except Californian stock; those received are small and for this reason have but a fair sale. Peaches are high. Oranges are extreme in price, and the same is true of lemons. Tomatoes are still high.

Dried Fruits—California prunes, peaches and apricots have so far advanced that those who have not bought are inclined to take their chances buying later. Currants are of interest. Quite a quantity of old goods, both bulk and packages, have been bought. New goods for import are about half-cent higher than last year. Rather more Valencia raisins are being bought than usdal, as they are low and the outlook in other grades will be high. Dates, figs and peels will show little change. Evaporated apples are rather higher. The outlook is for full figures. Owing to the high price there is some inquiry for dried apples. Onions are higher.

Sugar—The slight advance of five cents which threw out a hope to the trade that better things were in store, has been followed by a decline of ten cents, and market is again depressed. Stocks are light.

Molasses—There have been two cargoes of Porto Rico landed this week. There is now quite a large stock held. It is, however, in few hands and prices are well maintained; stock of choice Barbadoes is not large; there is a fair stock of fancy.

Fish—There is little in fresh fish. Shad should be here, but there are none. Pickled shad, perhaps our best pickled fish, has this last year or two been so high as to be almost out of reach. Dry fish is still extremely high, while pickled herring are perhaps slightly easier; prices are high. Smoked herring is beginning to follow the other lines, being low, yet firm.

Flour, Feed and Meal— Dealers are much displeased at the rapid decline of Ontario; they feel the millers are not selling any more flour, and are preventing those who hold stocks clearing them up. One thirty is now the difference between Manitoba and Ontario; this is out of reason and lower Manitoba flour is expected. Cornmeal in unchanged. Oatmeal is unchanged; millers prices slightly lower. Local prices have been low—market overstocked. Beans are easier; some quite low prices for future are quoted.

A MODEL FOOD LAW.

The general food law of Porto Rico is one of the most "up-to-date" of those to which the United States Department of Agriculture has been giving its paternal attention. "No article of food, drink, drug, etc., can be sold or offered for sale in Porto Rico, nor can it be stored or exposed for sale therein or be transported in or into said island with the purpose of storing, selling, exposing, or offering it for sale in the same, if it be adulterated or misbranded within the meaning of these terms as defined therein." The standards for butter and cheese are given, also cocoa and coffee; the latter must not contain less than 0.65 per cent. of caffein, or more than 5 per cent. of ash or 14 per cent. of water. If it is roasted, it must contain not less than 0.65 per cent. of caffein, 25 per cent. of extract soluble in boiling water, not more than 5.25 per cent. of ash, or 4 per cent. of water. Coffee substitutes must be branded in letters not less than half an inch in height, with expressions, coffee with chicory, coffee with hedionda, etc., according to the nature of the mixture. The law also specifies what constitutes adulteration in flour, jellies, jams, preserves, juices, honey, lard, condensed milk or cream, molasses, oilve oil, sugar, tea, vinegar; and defines preservatives and names those permissible in food provided their presence is indicated by the label.

NATIONAL C. R. CO.'S WORKS.

REMARKABLE as an instance of neighborly spirit between the people of two cities, and as an example of the willingness of modern manufacturers to learn from the success of others, was the visit to Dayton recently of 1,000 employes of the Procter & Gamble Co., of Cincinnati. They came to visit the model factory of the National Cash Register Co. and to learn something of the novel methods in vogue there. The N.C.R. Co. gave a dinner to the visiting workers and their wives and children, over 1,500 people in all.

Celebrate Profit-Sharing.

The visit of the Cincinnati workers was a part of the celebration of the thirty-seventh semi-annual profit-sharing of the Procter & Gamble Co. Twice each year this concern divides among its workers a share of the profits which their work has created. At the time of the distribution of these dividends a celebration is always held. In Winter this takes the form of a mass meeting, and in Summer an excursion is arranged to some nearby place of interest, the visit to Dayton combining the features of a pleasure outing and an educational trip.

Came on Special Trains.

The excursionists came to Dayton in two special trains over the Big Four and the C.H. & D. From the station they were taken in special cars to the N.C.R. factory, where elaborate preparations had been made for their entertainment. For an hour and a half parties of the visitors, in charge of one hundred special guides, were conducted through the big factory and its extensive grounds, studying the methods of manufacture and the Welfare Work in vogue there. The visitors were much interested in landscape gardening, their own factory buildings being surrounded with lawns and gardens and overgrown with luxuriant vines. The bathrooms maintained by the Dayton Co. for its employes were another attraction for the soap-makers.

After the inspection of the factory, the visitors were entertained at an illustrated stereopticon lecture in Welfare Hall, the factory dining room, where each day luncheon is served to 1,000 men and women.

Dinner Served to Visitors.

Following the lecture, dinner was served to the 1,500 visitors. An elaborate menu had been prepared on short notice. The dinner was prepared and served by the Domestic Economy Department of the big Dayton factory. This department has charge of serving luncheon to the employes.

Dinner over, the Cincinnati visitors made a trip to the Dayton Soldiers' Home and other places of interest about the city. They returned to Cincinnati late in the afternoon.

Commenting upon the success of the excursion, Mr. W. H. Garrison of the Cincinnati concern, said: "Our visit to Dayton and Dayton's leading factory has been most profitable for our employes. They have had a chance to study new methods which enable them to do better work on their return. We hope the Dayton people will send some of their employes to visit us and make a study of the methods in vogue at our plant."

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Colson, C. E., & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Lamont, Corliss & Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co, Toronto.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton, Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Klaus—Rose & Laflamme, Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

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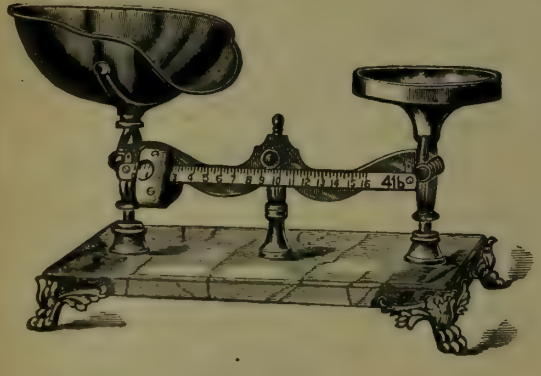

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THE FUTURE OF CANADA.

THE centre of the next great world development, according to the New York Wall Street Journal, promises to be on this side of the Atlantic—in Canada, in fact, the prime agent of the coming development will be the new transcontinental railway with termini on the shores of the Atlantic and Pacific Oceans.

The cost of the undertaking is variously estimated at from $150,000,000 to $200,000,000, and the railroad is to be completed and equipped within five years. Aside altogether from benefits which its construction will bring to Canada, through the opening of an entirely virgin territory to settlement and production, the mere fact that such an enormous sum of money is to be expended in the country, largely in the shape of wages and for supplies which will be wholly of home production, is a sufficient guarantee of great general prosperity during the period of building at least. But when it is considered that the present wheat-producing capacity of the Canadian West is only two per cent. of the equally good-growing land which will be thrown open to cultivation by the construction of this great national undertaking, the possibilities are simply staggering. It means that within ten years the production of wheat in Canada will be limited only by the ability to find the labor to cultivate the land and handle the crops. This development means a coming economic change, which must be taken into consideration as a world's factor. Canada is now producing about one-sixth of the wheat raised in North America. Her new facilities will increase her ability so vastly that it is evident that she will before many years control the grain markets of the world, and in that fact there is much food for thought for the agriculturist of the United States.

Only second in importance to her wheat production, if indeed it long remains second, will be the return promised from the forests and mines, now practically inaccessible, but to be opened to the world with the completion of the Grand Trunk Pacific Railway. So far we have referred only to the building of the main line of something less than 4,000 miles, but it is the purpose of the Government of the Dominion to build innumerable branches, so that the most remote parts of the main line will be brought into touch with the existing railroads not only of Canada, but of the United States. One of these lines is already under construction—from Toronto to Lake Temiskaming, about 300 miles north in a straight line from the city on Lake Ontario.

Everything indicates that Canada is full of mineral—the precious metals, coal, iron, copper, tin, nickel, phosphates, and, in fact, everything that the requirements of the world demand abound, to say nothing of oil. These fields are thus far untouched. How valuable they are may be gathered from one accidental find on the Temiskaming Railway at Cobalt. Granting that there may be exaggeration about the glowing reports from this district, it must be admitted that sufficient has been shown to raise the hopes of Canadians that this hitherto unexplored country may prove an Eldorado. At least enough has been found to justify scientific search for precious and other metals, and it must be confessed that the mining history of Canada warrants the most thorough exploration. How greatly this will be accelerated by the construction of the new road needs no argument to prove. Important finds of oil and coal have already been announced by the surveying parties, and altogether there seems to be good reason for the optimism which prevails in Canada at the present time.

BENEFITING CANADA.

MANUFACTURERS in this country are not worrying over the present boycott of United States goods entering China. The situation is the outcome of a discrimination against Chinese labor as well as a lack of discrimination when their travelers, merchants and scholars attempted to enter the republic. This result had never been anticipated, but is a natural retaliation that is causing the Americans considerable concern at the present time.

Already inquiries have been received from China regarding Canadian manufactured products, and before the trouble is adjusted many of our enterprising manufacturers and jobbers will have secured an opening for future trade with the Celestial Empire. Our strenuous neighbors will some day waken to the fact that a generous policy in dealing with other countries is, after all, the most profitable.

MILLIONS FOR MATERIAL.

WHERE all the material to be used in the construction of the Grand Trunk Pacific is coming from is not yet known, but it has already been estimated what will be required to supply some of the necessary articles for the four thousand five hundred miles of track which the completion of the road will add to Canada's present twenty thousand railroad mileage. It has been figured that it will require 10,500,000 ties, nearly 500,000 tons of rails, 42,000,000 spikes, 5,000,000 bolts, 2,500,000 angle bars and fish plates, guards and tie plates also in the millions. It is estimated 500 locomotives, 30,000 freight cars, and 500 passenger cars will be required. Other items are bridge timber and steel, stations, telephones and telegraphs, water tanks, terminal facilities, fencing, etc., entailing an outlay of millions of dollars. These items are sufficient to warrant the commencement of many new industries at present not in active operation.

EASTERN PEACE PROSPECTS.

AS we go to press, the welcome news that a basis of peace has been arrived at is confirmed.

We cannot withhold our hearty congratulations upon the receipt of such unexpectedly welcome news. The representatives of both Japanese and Russian Governments cannot be too highly commend upon the remarkably good feeling that has existed between them all through these most difficult negotiations. Russia has always been considered a mighty power and one to be reckoned with seriously. Japan, on the other hand, has suddenly blossomed

forth from a position of almost seclusion into a prominent place among the nations; even after making due allowance for the extraordinary manner of Japan's military and naval successes, it can be easily conceived that the dignity of Russia, backed by a history of centuries, needed careful and diplomatic treatment of an unusual kind.

This is the feature which gave to our esteemed friend and neighbor, the American President, an opportunity to distinguish himself, and to place him on record as the masterpiece of sagacious diplomacy. That he has fully justified his position as referee in perhaps the greatest war conference of modern times, and at the same time most delicate, is clear reading to the whole civilized world.

Public opinion has met with a decided check in the unexpected surrender by Japan of every point opposed by Russia. No one—not even Russia herself—was prepared for this. That some concession should be made was freely discussed, but not for a moment was anyone found bold enough to advocate such a complete withdrawal.

In the main, Japan is praised for her magniminity as the conquering power, whilst Russia is honored as having obtained the most remarkable diplomatic victory ever accorded a vanquished foe. Anyhow, the approach of the possibility of peace is a universal cause for rejoicing to the civilized world. Commerce can now go forward to the eastern world without fear; the introduction of better conditions which must inevitably follow the change of regime, and the establishment of a confidence hitherto unknown, are all factors which spell prosperity to the world of exporters amongst which Canada is one of the most important.

What, however, were the influences which induced such a complete revolution in the prospects of peace? Are there not factors to be considered not apparent on the surface, and may it not be that on penetrating the many diverse issues at stake some light will be obtained? It is not given to the general public, or even confidential envoys, to know all behind the scenes of the diplomatic world. A significant circumstance, however, and one perhaps not given its true importance, was the fact that as time went on and the conference accomplished little, it was Japan's Emperor himself who ruled events. Previously Japan had made her minimum terms known to Russia, and Russia, after the usual procrastinations, refused points she never expected Japan to concede. There is only one interpretation, viz.: that Russia's policy was for continued war. Why, will probably never be known to the world. It is noticeable, however, that a revised treaty with Great Britain had just been completed by Japan, and it is within reason to suppose that Japan's ally was the speaking factor in such a remarkable surrender. Britain's interests in the East are great; India has been seriously affected by Japan's successes. Russia has infinitely more to gain in India than in Manchuria. A disaffected India means Russia's opportunity. The secret of controlling India is their profound respect for the white race; further success of Japan would be the death knell to this.

All points considered, it looks that Japan has risked the world's opinion for British friendship, and what seems like a surrender is in reality a great diplomatic checkmate to Russian ambition.

OUR TRADE WITH THE WEST INDIES

IT is now some ten years since steam communication was opened up between Canada, the Windward West India Islands and Georgetown, Demerara. At the time of the inauguration of the steam service the trade was carried on by sailing vessels from Nova Scotian ports, and by steam via New York; as with all business the world over, steam has superseded sail to a very large extent, and this applies to the Canada-West Indian trade as well as all others. During the early stages of the enterprise the difficulties in connection with this trade were almost insuperable. Year by year, however, the obstacles are being removed and for a few years past the exchange of products has been steadily growing in volume.

The Government of Canada has from time to time granted assistance to this enterprise and has so revised the tariff as to favor the importation of British Island sugar and other products. The Government might perhaps go a little further and consider what it could do in connection with encouraging the direct importation of West Indian fruit, which at present goes largely to the United States. From the Canadian standpoint the advantages for such a market as the British West Indies and Demerara afford should not be lost sight of. Canada, however, is a young country; her manufactories are young, consequently with the rapidly increasing demands of the home market, it is more perhaps than Canadian manufacturers can be expected to do to supply the West Indian trade. Flour is of course produced in Canada in enormous quantities; the market in the south is not a small one, and is well worth the strenuous efforts of Canadian millers.

By close attention and continually following up the shippers and receivers, the West Indian markets are receiving more and more attention. There is also a growing increase in the exports of flour. Canadian peas, too, are finding their way to these markets through Canadian channels in very much larger quantities. Boots and shoes, corn brooms, butter, cheese, paint, cordage, box material, furniture and other manufactures of wood are being shipped in increased quantities, and it would appear as if the wedge having once entered the opening will increase; that is, the volume of traffic will grow year by year.

A great deal, however, depends upon the manufacturers and commission houses themselves; the steam service is an established fact, and it is up to the Canadians who are in these special lines of business to improve their opportunities and make the interchange of products one of considerable moment in the trade of the Dominion. So far as imports are concerned, the quantity of sugar has during the last five years increased from almost nothing to some 80,000 to 100,000 tons for the first half of 1905. The coffee used in Canada should find its way here from these islands, as well as cocoa and fruit. The consumption of these articles will increase with the rapid growth now going on in Canada so that this half of the business is not without its bright side.

To Pickford & Black belongs the credit for having established this business; they have followed it along with considerable energy up to the present time. At first their service was monthly, now it is semi-monthly, there being six boats employed in the West Indian traffic. All credit is due them for the persistent manner in which they have followed up the business in the face of many difficulties and discouragements.

DAMAGED EXPORT CHEESE.

OUR attention has been again drawn to the unsatisfactory packing of the cheese consigned to the European markets. Packages are arriving in various deplorable conditions. Some are put into altogether too small or too large packages, others again have not been properly secured and are arriving without covers.

All these points are important and consigners must see that packages are in good condition.

WESTERN ASSOCIATION NEWS AND TOPICS

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

PRESIDENT, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Assa.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; E. H. Ledoux, Arnaud, Man.

Secretary W. A. Coulson writes to The Canadian Grocer from Minnedosa giving some report of the progress which has been made by the association during the last fortnight. He is at present hard at work organizing the town on the Yorkton and Minnedosa branches, and has work before him in that section that will keep him busily occupied for some weeks.

* * *

The increase in membership is most gratifying, the following names of new members having been sent to The Canadian Grocer for publication:

Gladstone—Galloway Bros., S. Schooley, Broadfoot Bros., A. W. White.

Otterburne—A. Lasalle, Geo. Rennant.

Emerson—Bell & McCaul, Hinton & Co., Whitman & Co., C. Whitman.

Dominion City—Morkill & Scott, Bell & McCaul, Stuartburn Trading Co.

Arnaud—Smith Bros.

Ridgeville—Hinton & Co., Whitman & Co.

Selkirk—J. K. McKenzie, J. B. Bullock, Wm. Robinson.

Neepawa—J. V. Smith & Co., P. A. Clare, Tritt & Schragge, J. E. Fulton, A. Brown & Co., A. E. Fremlin.

Franklin—P. J. McDermott, T. A. Anderson.

Arden—McCamis & Boughton, E. G. Hipwell.

Eden—S. L. Patmore, Kerr & Graham.

St. Pierre—Lasalle Carey Co., Limited, E. Tetreault, Jos. Madore, Louis Tessier.

This long and highly encouraging list of members has been added to the roll since the semi-annual meeting. Readers acquainted with these towns will realize how thorough and complete has been the organization.

* * *

Only two short months remain now until November 1, which, as readers of this paper are aware, is a red letter day in the association. On that day united effort will be made to deal effectively with the long credit evil. The association remedy is well known to readers of The Canadian Grocer, and it need not be defended or elaborated at this time. But too much stress can not be laid upon the absolute necessity of united effort. What one struggling merchant can not do alone can easily be accomplished by the united efforts of all the merchants in any one town or series of towns. It is encouraging, therefore, to see how complete is the organization in all the towns now organized.

* * *

A good plan is being followed by the association members in a number of Manitoba towns. They are issuing circulars to all their customers explaining fully the new plan which goes into effect on November 1. In some cases separate circulars are issued by the different stores, in others all the merchants in the town are uniting to issue one circular upon which the names of all appear. Perhaps the latter plan is the better, as it shows all customers that the merchants mean what they say and intend to stand together. At the same time the reasonableness of the proposal should disarm all opposition. Surely no fair minded farmer can find serious fault with the association's credit proposals. In all such circulars it would be wise to lay stress upon the fact that the merchants are insisting upon cash payments only during the Winter months after the crops are harvested, and that reasonable credit will not be refused from April to November, while customers are in greatest need of assistance. It would be well also to point out that retailers have to pay for a good proportion of their stock within 30 days. Take your customers into your confidence.

* * *

"I am forming a local organization in each town," Secretary Coulson writes The Canadian Grocer, "and the work is very thorough. In many towns where there has been a great deal of dissatisfaction in the handling of produce and the cutting of prices of staples, the difficulties have been entirely removed, and in the majority of towns a 'black list' has been started to protect the merchants from 'dead beats.' The drawing up of a 'black list' is a good feature of association work. In all communities there are a few worthless fellows who make a practice of preying upon good-natured, easy-going merchants, and who, like Rawdon Crawley and Becky Sharpe in 'Vanity Fair,' have apparently solved the problem of 'living upon nothing a year' and living as comfortably as others who work hard and pay their debts. If merchants will compare accounts owed them they can easily stop this practice."

* * *

From Geo. C. Sayles of Elva, Manitoba, a prominent association worker and a member of the executive, the following letter has been received:

Aug. 22, 1905.

The Editor Canadian Grocer,
Winnipeg, Man.:

Dear Sir,—At the semi-annual meeting of the Retail Merchants' Association of Western Canada, held in Winnipeg in July last, there was a fair representation of the dealers throughout the country. At this meeting various topics were discussed, the principal being the curtailment of the credit system and the better handling of produce.

The credit system is no doubt one of the worst evils with which the western merchant has to contend, and I think that the resolution adopted at that meeting should be carried out by every retailer in the west, viz., the closing of books from Nov. 1 to April 1 of each and every year. Also the establishing of a mercantile agency between merchants in the same town and adjoining ones for protection from the dead beats who go from place to place getting credit wherever they can.

The produce question was also discussed at some length. My contention was then, and is now, that we need a better market for our produce. The only way to secure this, in my mind, is to establish a clearing house in Winnipeg for handling our goods. My idea is that the merchants form a joint stock company, said company to acquire by purchase, or otherwise, a cold storage plant of sufficient capacity to handle all trade; that the company place all eggs in cold storage or pickle and hold them until better prices could be obtained. Also the placing of all butter in cold storage.

The building of the G.T.P. will consume an unlimited amount of produce, and we may as well be in a position to supply the contractors as to have some one else do it with our goods. The same company could, if it were thought advisable, handle fruits as well. Probably then we could get some good apples if a man were sent down to Ontario to buy for us. Good ones have been very scarce in the past few years. As far as the produce business is concerned, I may say that I have been connected with it all my life, and know whereof I speak. I would very much like to hear from other merchants along this same line. Yours truly,

GEO. C. SAYLES.

* * *

In his reference to the produce question Mr. Sayles opens up a new line of thought and makes a suggestion which will probably be new to most grocers and general merchants. The Canadian Grocer would be glad to hear from other merchants their opinions upon this matter. Communications will be treated as confidential and published under a nom de plume when so desired.

* * *

At the recent convention this subject was discussed quite freely, and it was evident that there were many different opinions held. Not a few of the speakers maintained that the root of the whole difficulty lay with the retailer himself. Most complaint was caused by the prices paid the country merchants by the produce houses for dairy butter. But it was pointed out that most country stores pay a uniform price for all grades of butter whether it is good, bad, or indifferent in quality, and it was strongly hinted that much of the dairy butter received is not of the best quality. Now the produce houses can find a ready market for good dairy butter, and they could afford to pay much more for it if they did not have to buy at the same time a large quantity of very poor butter. The profits made by the produce houses on the good butter they buy are counterbalanced by the losses on the poor butter, much of which eventually finds its way to the soap factory.

* * *

As was pointed out at the convention, the real remedy is a difficult one, but it is not impossible of accomplishment.

"SALADA"

Natural Leaf Ceylon Green Tea

If you're handling Japan Teas,
Drop the habit. "Just try these,"
Free of dust and paint and dirt,
Selling on their sterling worth.

They out-draw and out-class Japan Teas in every particular. Always retaining their strength and flavor.

Sealed Packets Only. Same Form, Style and Prices as the Famous Black Teas of "Salada" Brand.

As Good as Gold.

Our positive guarantee on every can of Reindeer Condensed Milk and Jersey Sterilized Cream assures the Dealer of perfect satisfaction in selling the goods.

The public have confidence in Reindeer goods—their uniform high quality warrants it—this, with our guarantee, doubly assures the Dealer of satisfied customers.

Our Milk is par value with Gold.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

It's very easy to say almost anything is "BEST" if you forget to tell **WHY** and **PROVE IT.**

We went after the **CONSUMER** with logical advertising, and every trial proved that when we said **LILY WHITE GLOSS STARCH** was the best starch made we told facts.

Lily White Gloss Starch is in demand and dealers who observe our aggressive advertising don't hesitate but put it in stock at once.

Brantford Starch Works, Limited

Brantford, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, Thursday, Aug. 31, 1905.

ALTHOUGH this week's trade may be called good it is apparent that general activity was greatly lacking. Very few lines have seen an increase in demand. Sugar on the contrary is falling off, but is expected to revive within a week or two. A crisis on the European markets has been little talked of, but jobbers fail to take any interest in it as they believe it will not have an effect on the local market. As to canned goods they are featureless, and much speculation is still indulged in about the coming packs. A steady business is done in dried fruits. The tea market has assumed a strong tone generally. The shortage in Japans has caused better demand. Although local prices have not been noticeably advanced as yet, it is a firm belief among jobbers that higher figures will rule shortly. Molasses are steady and well enough in demand; syrups are quiet.

Coffees and spices have gained and maintained a strong tone. As to dried fruits, they continue in good demand. Fish is unchanged and seems to attract much attention. It has been in a better condition for this season of the year than for many years past. Flour is on the quiet side and the reduction of prices did not seem to stir up the trade. Feed is enjoying a very satisfactory business just at present, while rolled oats and hay are decidedly dull. Other country products have seen little change and are generally quiet.

Canned Goods—The situation remains much the same. Trade generally seems good. Jobbers continue to push their old stocks, and orders are booked and filled for early vegetables and fruits. As usual, much is expected from the coming corn and tomato pack, but figures are only speculative, with a strong feeling in the trade for much lower figures. We quote:

	Group No. 1.	Group No. 2.
Beans, Wax	$0 82½	$0 80
Refugee Beans	0 85	0 82½
Currants, red, heavy syrup	1 60	1 57½
" " preserved	1 80	1 77½
" black, heavy syrup	1 77½	1 75
" " preserved	2 07½	2 05
Gooseberries, heavy syrup	1 90	1 87½
" preserved	2 12½	2 10
Lawtonberries, heavy syrup	1 77½	1 75
" preserved	1 95	1 92½
Raspberries, red, light syrup	1 42½	1 40
" " heavy "	1 67½	1 65
" " preserved	1 87½	1 85
" black, heavy syrup	1 62½	1 60
" " preserved	1 77½	1 75
Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Curran's, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
1's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
1's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

	Group No.1	Group Nos. 2 & 3
Strawberries.		
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25
Cherries.		
2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80
Rhubarb.		
2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62
Asparagus.		
2's—Tips	2.52½	2.50
Peas.		
2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20
Spinach.		
2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Sugar—Though business is still satisfactory in sugar it is apparent that there is slight falling off in demand. Most lines are declining in prices in sympathy with reduction in raw sugars. European markets have felt a crisis over the failure of a big refinery which occurred at the beginning of this week. Jobbers can only express hopes that this will not affect our market. We quote:

Granulated, bbls.	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes and bbls	5 40
" " ½-boxes and ½-bbls	5 50
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 55
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 85
Bright coffee	4 75
" yellow	4 75
No. 3 yellow	4 70
No. 2 "	4 55
No. 1 " bbls	4 40
No. 1 " bags	4 50
Raw Trinidad	3 78
Trinidad crystals	4 40 4 65

Syrups and Molasses—Molasses continue to enjoy a good demand at unchanged prices. Syrups, on the other hand, seem quiet this week. Holders do not think there is an immediate danger of a rise in molasses, as the market is at present firm. Business on the whole is fairly good. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Teas continue to improve. Jobbers and brokers report a most satisfactory business for last week and agree that it will maintain. Japan teas, however, are very scarce. Advices from Japan say the third crop is in preparation, but shows a decrease. Importers cannot buy from native growers regardless of cost, owing to an increase in home consumption. Suitable teas are thus unobtainable and therefore transactions impossible. The China greens crop is said to be 30 per cent. smaller than that of last year while China blacks are also short. China Ping Suey has gone up two cents. Ceylon teas remain much the same as last reported. Prices are as below. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders		0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—The tone of the market continues strong. High prices are firmly maintained and dealers all agree that higher figures will shortly rule. This is due to stocks being small on account of light receipts and to a steady demand for all grades. Santos have gone up one cent. Other coffees remain unchanged as yet. We quote:

Good Cucutas	0 11½	0 13
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 12
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 10½	0 12

Spices—There is little new to say about spices. The local market is firm and dealers report an excellent demand for peppers and cloves while other lines are also in good shape, but not especially active. Singapore whites have gone up one cent. The New York market continues unchanged. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Rice and Tapioca—Both these markets are in the same condition as last week. Tapioca remains strong, while rice is somewhat quiet. No changes in prices to report. We quote:

B rice, in 10 bag lots		2 95
B rice, less than 10 bags		3 05
C rice, in 10 bag lots		2 85
C rice, in less than 10 bag lots		2 95
Tapioca	0 03½	0 04

Foreign Dried Fruits—Jobbers report a very good and steady demand for dried fruits. Especially good business is done in currants and Valencia and Malaga raisins. A decline is expected, however, in raisins when the new Valencias arrive about middle of September. Other lines are in good shape but featureless. Prices unchanged. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ¼-boxes		1 10
" " " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ¼s		1 35
Califo.nian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	**Per lb.**	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Fil atras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Aug. 31, 12.30 p.m.

BUTTER — Quiet, but steady; small demand; choicest, 21½ to 22c.; fancy townships, 22½c.

CHEESE—Market dull; reaction follows advance; prices lower; Quebec, 11½c.; townships, 11¼c; Ontario, 11½c.

EGGS—Market active and firm; good demand, but stocks and receipts light; straight gathered, 20c.; select, 23c.

PROVISIONS — No change; market continues strong and active; supplies only sufficient for packers' requirements.

Fish—Fresh fish continues in good demand and dealers report that other lines also begin to improve as weather becomes cooler. Supplies of dore and pike are small. Other lines are plentiful. Halibut is lower, probably on account of better and larger receipts. The same applies to brook trout. Smoked and salt fish are finding their way on the market much more freely owing to cooler weather. We quote:

Fresh B.C. salmon	0 15
Black bass	0 12
Fresh mackerel, per lb., chilled	0 10
Gaspe Salmon, per lb., frozen	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 08
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Country Produce.

Maple Products—Both sugar and syrup are still quiet. Dealers, however, expect that during the coming month the market will improve. At present the demand is very small. No changes in prices. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Evaporated Apples — No practical change in this line. On account of the claimed shortage in apples it is natural that prices will be high for some time yet. No better demand for evaporated, which sell from 6 1-2c. to 7 1-2c. As to dried apples, there is no change to report. Prices, 2 1-2c. to 3c.

Beans—Beans are at present finding a very good market. Dealers are anticipating trade will improve and old stocks will be out of the way for the early new beans, which are expected about the middle of September. The crop is not said to be large, but fully equal in quality to that of last year. The margin of prices is much wider this week. We quote:

Choice prime beans	1 50	1 70
Lower grades	1 40	1 50

Honey—New honey is in fair demand this week, and stocks of it are large enough to meet requirements. It is now arriving in good sized lots. Stocks of old honey have been practically cleared out. We quote:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb, new	0 12	0 13
Buckwheat	0 06	0 06½

Hops—The same dull condition still rules over the local market. The American crops, however, seem to be in good shape for a large yield. It is reported that England will also have a larger yield than last year if the weather keeps fine. The local market is featureless. We quote:

B.C.	0 22	0 25
Choice Canadian	0 20	0 22
Fair to good	0 18	0 20

Feed— Last week's improvement in feed is well maintained. Bran and mouillie are in good demand at firm prices. The drop in the demand for hay is an important feature in this. Dealers declare themselves highly satisfied with the present condition of the trade, and are of opinion this activity will last for some time owing to light receipts of hay. We quote:

Manitoba bran, in bags, per ton		18 00
" shorts	20 00	21 00
Ontario bran, in bulk		17 00
" shorts	20 00	21 00
Mouillie	24 00	27 00

Flour—Millers report flour in fair demand, though locally the market is quiet. On account of this some grades have become easier from ten to twenty cents. We quote:

Royal Household		5 40
Hungarian		5 10
Manitoba spring wheat patents	5 30	5 40
" strong bakers	5 00	5 10

Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent.	2 40	2 50

Rolled Oats—A general drop in prices is about the only feature this week. This is due to new oats being active at low prices. Ontario oatmeal millers have been good buyers of oats, which fact has stimulated the market. Otherwise trade is on the quiet side. We quote:

Fine oatmeal, bags	2 65	2 70
Standard oatmeal, bags	2 55	2 60
Granulated " "	2 55	2 60
Rolled oats, "	2 10	2 20
" bbls.		5 10
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Hay—The demand for hay has completely dropped, attributable to oats being at low figures. Local stocks are more plentiful than last week, as farmers are bringing in larger lots. Prices have fallen somewhat. We quote:

No. 1 timothy	8 00
" 2 " choice	7 00
" 2 " ordinary	6 50
Clover	6 00
Clover mixed	6 50

Ontario Markets.

GROCERIES.

Toronto, Aug. 31, 1905.

THE general business outlook is particularly promising, good orders have been coming to hand, stocks are being rapidly reduced, and the spirit pervading the trade is noticeably anticipative of good. Canned goods are still occupying attention and prices ruling firm. Sugar has had a not altogether unexpected drop of 10c. in sympathy with the raw market, which has evened up on the arrival of reliable news of new beet crops. Syrups are uninteresting, save for the usual table demand for corn syrups. Sugar markets abroad are continuing weak and inactive. Coffee continues to attract attention on the home market. Foreign markets, however, are weak and uncertain, with no definite firmness at primal points.

Tea has asserted itself despite its former weakness, and buying is assuming a more rational character. Prices rule firm and strong. Foreign dried fruits are causing a good deal of excitement, primal markets are firm, and the world demand is good and increasing. The new legislation laws are expected to come into active force shortly, with the natural result of hardening prices. Spices are getting more attractive, demand is perceptibly increasing, and a general belief is that Canadian consumption is maturing. Dried fish is nominal. Fresh fish is in active demand with supply inclining to shortness and prices firming. Eggs are very unsatisfactory, supply is not up to par, and quality has met with much discontent. Honey is arriving in good condition and maintaining prices. The hide market is still eccentric, and a change is expected at any moment. Breakfast foods have eased somewhat, with oat products now firm at revised quotations and wheat products still uncertain. Grain markets are unsteady, offerings are coming in freely, whilst demand is slow and inactive. Prices have generally declined since our last, with a still weakening tendency.

Canned Goods—Steady demand continues to manifest itself in these lines. Orders for forward delivery of new goods are reported. Old lines on hand are not over abundant, and are expected to be depleted before opening of new goods. Prices remain unchanged. We quote:

	Group No. 1	Groups 2 and 3
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Cherries—		
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 40	1 22½
3's	1 42½	1 80
Asparagus—		
2's	2 52½	2 50
2's, tips		2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Tomatoes, 3's		1 30
Corn, 2's	1 00	1 10
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal.		2 50
Squash		1 00
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" " gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal.	1 50	1 90
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 00
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz.		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 40
California ripe olives, tins, per doz		5 50
Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The domestic trade has somewhat slowed down; trade has been active for the past few weeks, but owing no doubt to the fact that the preserving season is now well advanced demand has steadied itself. The raw market for some time has been in an uncertain mood, probably on account of unascertained state of coming crops. Now, however, that the knowledge is accepted to be reliable, and that the beet market in old and new has reached a parity, the prices of refined have dropped 10c. all through in sympathy, our prices are corrected accordingly. The European markets are continuing weak and uncertain, little business is doing, and transactions are at lower ranges. New York reflects the weakness of Europe. Raw were on offering to refiners, but little interest was manifest, they having their immediate wants fairly well protected, and were disposed to hold off and await developments before again operating with any degree of freedom. Only a limited business was transacted in refined sugars. The continued weakness of the raw market has destroyed all confidence in the situation. We quote:

Paris lumps, in 50-lb. boxes	5 63
" in 100-lb. "	5 53
St. Lawrence granulated, barrels	4 98
Redpath's granulated	4 98
Acadia granulated	4 83
Berlin granulated	4 98
Phoenix	4 98
Bright coffee	4 83
Bright yellow	3 98
No. 3 yellow	4 73
No. 2 "	4 58
No. 1 "	4 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—The domestic trade has been remarkably slow for some time, and continues to be of little interest, excepting for corn syrups, for which a demand is more or less in exercise for table purposes. Previous quotations remain unchanged:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75

5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—Domestic consumption continues to be interesting; a steadily increasing demand is a noticeable feature, the milder grades being the most favored. Foreign markets are reported as doing only a moderate volume of business. Prices are uncertain, any attempt to an upward move soon finding its original place. The Brazil market continues irregular; offerings are on a slightly advanced basis; but little business is resultant. A slight activity is reported in New York, which had the effect of steadying prices for the present. We quote :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The home market, especially on the street, has shown greater activity; inquiries reveal more inclination to lay in stock. Samples to hand of new season's teas are showing better quality, and it is now believed that the coming teas are of a better grade than originally reported. Foreign markets still report great activity, the principal demand being for the best and medium grades. In London the stocks were almost depleted of all good teas, so that when the rush came the call was almost exclusively for teas of good standard. Common teas are commanding scant consideration, and consequently are not maintaining the high ratio of price. Indian teas are coming to hand freely, but only in sufficient quantity to meet the market demand. Prices are ruling high, with all teas showing quality advancing. Ceylons are marketing teas of extra fine liquoring quality, and recent sales showed an advancing tendency. China teas are selling quickly, with only moderate supply and prices firming up, but no advance. Java teas had a good market and were considered somewhat desirable, fetching some good prices. Our previous quotations remain unchanged, as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign and Dried Fruits—Trade has been more interesting since our last issue. On the street some good orders have been in evidence in several lines of new fruits. The crop of Valencia raisins is now known to be somewhat larger than last year, and have sold freely for September shipment. Shippers have been endeavoring to get a higher ratio of price to the extent of about one shilling on previous quotations, and this has somewhat retarded sales. Currants have been selling fairly well, but at a price which is actually below what was previously considered the irreducible minimum price. A report from Mr. Dem Schisas, of Patras, mentions that the Authorized Currant Co. has not yet completed arrangements to commence buying, and will not be in a position to do so until September, when the market is expected to harden up. The crop is reported as generally behind that of last year as regards quality. Prices are ruling a good cent per lb. in advance of last season. Sultanas are opening well, and the very favorable prices of these fruits have resulted in an active demand. Nuts are uninteresting, and there is nothing new to report. Comadra figs are advancing on the primal markets to the extent of about sixpence per lb., and are showing excellent quality. We quote :

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06½
80-90s	0 05½	0 05½	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Pee's—

	Per lb.		Per lb.
Lemon	0 09	0 10	Citron 0 15½ 0 17
Orange	0 09½	0 10½	

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb
Californian evaporated	0 15

Peaches—

	Per lb
Californian evaporated	0 11 0 13

Pears—

California evaporated, per lb	0 13

Currants—

	Per lb.		Per lb.
Fine Filiatras	0 04½	up Vostizzas	0 07 0 07½
Patras	0 06	0 06½	

Raisins—

	Per lb.
New selects	0 05½ 0 06
Sultana	0 05½ 0 10
California, loose muscatels—	
3-crown	0 05
4-crown	0 07 0 08

Dates—

	Per lb.		Per lb
Hallowees	0 04½	0 05 Fards new choicest	0 09 0 10½
Saira	0 04	0 04½ " new choice	0 09½

Foreign Nuts—We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Rice and Tapioca—The domestic trade remains still inactive, with nothing of note to report. Advices from original markets report that new crops of rice are arriving and mills are again getting to active work, and that locally markets were showing a good undertone. Our quotations are :

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 04	0 04½
Rangoon	0 03¼	0 03¾			
Patna	0 05	0 05½	" double goat	....	0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03¼	0 04	Louisiana rice	0 05	0 07

Spices—The upward tendency noted in our last report has fully maintained itself. The general consumption of spices is believed to be steadily advancing. European markets are continuing active and firm. Offerings are generally light throughout. We quote :

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 16	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	....	0 25
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—A steady trade is being done in dried fish, but business is uninteresting and prices nominal. We quote :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06

Country Produce.

Eggs—The supply has not been by any means satisfactory since our last issue, neither as to quantity or quality. Complaints are freely expressed. The demand continues, and it is hoped that now harvesting is drawing to a close better conditions will maintain. We quote :

New laid eggs, per doz	0 18 0 18½

Evaporated Apples—Trade uninteresting and prices nominal. We quote :

Evaporated apples	0 06½ 0 07

Beans—Very ordinary business in this line. Prices nominal. We quote :

Beans, handpicked, per bush	1 75
" prime, No. 1	1 70
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Honey—Fair arrivals continue, quality reported very good, with demand well maintained. We quote :

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 50 1 90
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

Fresh Fish—Fresh fish continues in good demand with every prospect of much increase. Supply, however, is coming in but slowly, scarcely sufficient to keep sales satisfied. The heavy weather lately experienced on the upper lakes, which retarded the fishing, is now being felt. We quote :

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 07½
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 20
Shrimps per gal	1 00 1 15
Whitefish, per lb	0 08
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08

Grain, Flour and Breakfast Foods.

Grain—Wheat and oats are now offering freely; buyers are not showing great interest, the inclination being to await developments of coming markets. Prices have accordingly weakened materially, and are still unsteady. We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	1 04½	1 05
" " No. 2	1 01½	1 02
" " No. 3	0 87½	0 88
Red and white, per bushel, old	0 81	0 82
" " new	0 80	0 81
Barley "	0 50	0 52
Oats, old, "	0 41	0 41½
" new, "	0 33	0 34
Peas " new	0 71	0 72
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " new	0 64	0 65

Flour—Local flour markets are at the moment of going to press in a somewhat uneven state. New wheat has not yet made its presence of sufficient importance to influence prices and, therefore, quotations must be more or less nominal. We quote as follows :

Manitoba wheat patents, per bbl. in bags			5 00 5 50
Strong bakers	"	"	4 80 5 20
Ontario wheat patents	"	"	4 40 4 60
Straight roller	"	"	4 30 4 40

Breakfast Foods—Local markets are showing good activity considering the season, and a steadily advancing demand is expected. Prices have evened down to

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39 James Street South, Hamilton, Canada

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"Little Chief"
"Log Cabin"
"Horseshoe" (Bowlby)
"Auto" (Canadian Canners)
"Lynnvalley" (Simcoe)
"Maple Leaf" (Delhi)
"Kent"
"Lion" (Boulter)
"Thistle" (Brighton)
"Grand River" (Lalor)
"Globe" (Schenck)
"Jubilee" (Lowrey)
"White Rose" (Lakeport)
"Deer" (Saylor).

Every tin bearing our brands guaranteed by us.

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a more steady basis. Oat products are expected to continue firm, whilst the influx of new wheat may probably weaken wheat products at a later date. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " " in wood	4 50
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The uncertain condition of this market still continues. Prices are altogether too high to warrant continuance. Inspected hides are ½c. firmer than last week. The Chicago market is also ruling high and equally as unsatisfactory. A report to hand from there mentions buffs as being in demand, but dealers had none to offer, and says that no doubt a good lot of western bundles would have brought good figures. Tallow is in very general demand and prices firm. We quote :

Hides, inspected, No. 1 per lb		0 10½
" " " 2 "		0 09½
Country hides, flat, per lb	0 09	0 10½
Calf skins, No. 1, selected		0 12
" " No. 2		0 10
Lamb skins and pelts		0 65
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 16
Wool-washed fleece	0 25	0 26
Rejections		0 20
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

N. S. Markets.

Halifax, N.S., Aug. 29

TRADE continues good and orders from outlying sections are coming in quite freely. Business in Cape Breton is unusually brisk; trade from that part of the Province is better than it has been for a long time. With the steel mills running full time and the collieries all in operation, trade is bound to be in a good way of prosperity.

As regards prices, little change is noted. Sugar continues firm, and there is good demand.

The market is well supplied with all fruit except oranges, which are remarkably scarce, and good stock is easily selling at $5 per 100 wholesale. California Bartlett pears are higher than they have been for years; they are quoted at 60 cents per dozen on market, and dealers say there is no money in them even at such prices.

Butter continues in good demand, with prices steady. Last week's quotations remain unchanged.

The receipts of eggs are falling off and consequently quotations have advanced to 20 cents here, and 18 cents on the Island.

During the early part of the week there was a scarcity of bananas, but the arrival of the steamer Veritas with over 5,000 bunches relieved the market.

Apples are coming in more freely. The early varieties are small and the sale for them is slow; better qualities are expected in a few days.

High prices are looked for by dealers in fish during the coming Winter. Reports of catches by the Lunenburg bank fleet are not encouraging. The amount landed has not been proportionately large, and the catches this Summer have been in many cases below the average. No bait is to be had at Newfoundland or on the Grand Banks, and it is expected that within a few days the fleet will sail for Canso. The situation there is no better, despite some reports of bait striking in the vicinity, and failing to get bait there, the fleet will reach Lunenburg in a few weeks with their present fares, which are not large in the aggregate. This being the case, the price is bound to advance. Some dealers predict that cod will go to six dollars during the coming Winter. The first sailings of the Lunenburg fleet were made on frozen bait, and the highest catch was 1,250 quintals, while the second vessel had 1,000. Some vessels went as low as 75 quintals, but the average was between 300 and 400. The highest catch on the second sailing so far reported is 1,000 quintals; others heard from have 250 to 500.

The price of flour has suddenly dropped fifty cents per barrel. One of the largest flour dealers in the city quotes the retail price at $5.30 a barrel and the wholesale price at $5.05 a barrel. He says the cause of this fluctuation is the abundant crop of wheat in Ontario. There is no decline in the price of Manitoba flour, it is still selling at 6.15 a barrel on market. This is on account of Manitoba having sufficient demand for all of her own production of wheat. There has been no change in the Manitoba prices for the past three months.

WINNIPEG COMMISSION FIRM.

A NEW firm of manufacturers' agents and commission merchants commencing business in Winnipeg is that of C. & J. Jones, who have opened sample rooms in the Union Bank Building. They have secured a strong line of agencies and through the wholesale trade they are reaching the retail stores of the west where their products are already meeting with a good reception. Their list of agencies includes the following firms:

Astley Cooper, Leeds, table jellies, etc.; Frank Abraham, London and Patras, dried fruit; Johnston, Baird & Co., Glasgow, coffee essences and sauce manufacturers; W. & R. Jacob & Co., Limited, Dublin, biscuits, cakes, etc.; Tuxford & Nephews, Melton Mowbray, Stilton and other English cheese, plum puddings, etc.; Schwartz Bros., London, custard powders, vanilla cream, etc.; The Sankey Sugar Co., Liverpool; Salt Royal, Manchester, table salt; James Robertson & Sons, Paisley, jams, etc.; Societe Marquet Jeune, France, French sardines; Paletorpes' Limited, Dudley Port, England, preserved foods.

SALT AND ITS MANUFACTURE.

Salt is now manufactured from brines or mined as rock salt in fifteen of the United States, the amount produced annually being about three million tons. At Syracuse, New York State, which is one of the chief sources of supply, the salt is obtained from natural brines which are raised by pumps and flow in a continuous stream into tanks where coarse sediment is deposited. The clear liquid is then allowed to flow into a set of large shallow pans, and permitted to evaporate under the influence of the sun's rays until small crystals of salt appear. When this occurs, the concentrated brine is drawn off into a third set of tanks, and as the water evaporates salt is deposited. When the layer of salt thus obtained is about three inches thick it is drawn up the sloping sides of the pans by means of long-handled scrapers, and put into tubs with perforated bottoms to drain, after which it is taken to the storage bins. In England, as is well known, the chief sources of supply of salt are brine springs in Worcestershire and Cheshire, but the liquid, containing about 22 per cent. of salt, is boiled in pans for about 30 hours, instead of being exposed to slow evaporation as at Syracuse. A sediment of other salts is thus accumulated at the bottom of the pan and is raked away. The liquid is then allowed to cool until crystals of common salt begin to appear, and when this temperature is reached it is maintained for several days while the salt is forming.—Leisure Hour.

MONTREAL NEWS.

Death came suddenly to Mr. John Orpe, butter and cheese exporter, on Saturday, from heart failure. The deceased had just come from his bath when, without warning, he collapsed and shortly afterwards expired.

Mr. Orpe was 58 years of age, and came to America from Staffordshire, England, in 1870, settling in Orange, N.J. He engaged in business there, and in New York, and eventually opened a branch office in Montreal. Five years ago Mr. Orpe removed to Montreal to live, closing his New York office.

OBITUARY.

Mr. J. H. Carter, a prominent citizen of St. Mary's, Ont., died suddenly on Friday, the 25th inst., of heart failure, at the age of 51 years. Mr. Carter would be known to readers of The Grocer as at one time a member of the firm of Box & Carter, grain dealers, St. Mary's.

ONTARIO FRUIT REPORTS.

The fruit conditions have changed for the worse very considerably since the last report. The falling off in prospects is greatest in plums and apples. The reasons offered for this may be considered under three heads: excessive rains during the blossoming period, Spring frosts and the effects of previous heavy crops.

HINTS TO BUYERS.

"Easy selling" is the verdict of dealers who have handled the "Easy Pickin'" toothpicks offered by the Eby, Blain Co. They are the best five-cent package ever offered to the trade.

H. P. Eckardt & Co. are selling apricots at interesting prices.

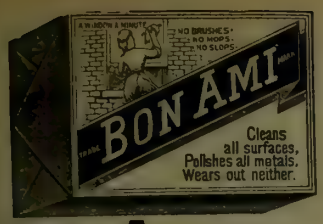
We call attention of the trade to the Bode's Gum Co.'s ad. in this week's Grocer.

H. P. Eckardt & Co., report a large increase in the sale of Diamond Crystal salt.

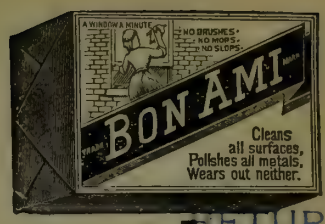
E. D. Smith's pure fruit preserves and jellies are offered by the Eby, Blain Co., who are the sole agents for Toronto and vicinity.

Extra fine quality washed Brazil nuts may be had from H. P. Eckardt & Co.

Mr. Monday, representing Messrs. S. H. Ewing & Sons, Montreal, is calling at all the principal points in Quebec in the interests of his firm.



The Basic Quality



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of your business is **CLEANLINESS**. Clean windows, clean show cases, clean fixtures, all go to make up your business premises a thing of beauty, of attractiveness. People like to deal with the clean merchant, whose store is bright and shining, and the best people in each place will have none but the bright store.

We have a little article that works wonders as a glass and metal cleaner and polisher, performing both the cleaning and the polishing in one operation, thus saving much valuable time—Its name is **BON AMI.**

If you know it, why, use it ! If you don't know it, allow us to send you a full size cake for your own use.

Just your business card or a word on your letterhead and the cake is yours.

AGENTS IN CANADA

HUDON, HEBERT & CIE.,
Montreal.

The most Liberally Managed firm in Canada.

MANUFACTURE OF COGNAC BRANDY.

From United States Consul Jakcson, La Rachelle, France.

PURE Cognac brandies are distilled from wines produced in the Cognac region, the Charente and Charente Inferieure, and are classed in quality by the section from which the wine comes. We have the "fine champagne," the "petite champagne," "borderies," "fins bois," "bois ordinaires," and "bois communs."

The "fine champagne" is grown in a section of the country directly to the south of Cognac, comprising half a circle, of which Cognac is the centre. The "petite champagne" is grown in a section which would be inclosed between the first circle and a larger one parallel to it at a distance of several miles. The "borderie" is produced in a triangular bit of territory immediately to the north and slightly to the west of Cognac. Surrounding these areas, but extending a greater distance to the west and to the east, is the region in which is produced the "bois ordinaire," while the "bois commun" is produced between the last mentioned section and the coast directly to the west and southwest. The "bois commun" is also produced on the islands of Re and Oleron.

The wines are distilled under three different auspices:

1. By the "bouilleur de cru," a vineyard owner, who distills his own product and sells it to the manufacturer. He usually possesses one still; sometimes two.

2. The "proprietaire," who distills his own product and that of his neighbors, from whom he may buy the wine or for whom he may distill for remuneration in kind. The "proprietaire" may possess four to eight stills.

3. The "merchant," who owns many important distilleries wherein are reduced to brandy the wines from his own vineyards and purchased wines. When the wine is bought, the producer is paid in accordance with the degree of alcohol contained. The merchant may have sixteen, or even twenty, stills in each of his establishments, with a capacity for reducing 40,000 to 50,000 hectoliters (1,065,680 to 1,320,850 gallons) of wine during the season.

The methods of distillation vary greatly with the kind of wine, the district, and the person who has charge of the distillery. It may be said, as a rule, that all Cognac wines are distilled with the lees. The stills employed in the champagne district are usually simple pot stills, with or without "chauffe-vin." The simple still consists of the "chaudiere," of boiler; the "chapiteau," which connects the boiler with the third part, and the condenser, with its serpentines. The "chauffe-vin" is supposed to be an improvement on the simple still, by which several hours may be saved on each operation. It consists of a reservoir connected with the boiler, through which passes the pipe of the "chapiteau" containing the hot vapors of the wine, which warm the wine to a degree just under that necessary to produce vapors in sufficient quantity to be condensed; consequently when the boiler is emptied it can be refilled at once with wine at a temperature high enough to begin to give off vapors at once when over fire. The boiler is filled with wine by means of a pump, if the still has no "chauffe-vin," and from the chauffe-vin" if having one. The boilers contain usually about 500 liters (132 gallons), and the liquid is evaporated by an even but mild heat, which is continued until the alcoholometer indicates that the distillate contains 0 alcohol. At this time it it found that from one-fourth to one-third of the quantity of wine has passed through the condenser, and that this distillate contains from 25 to 35 per cent. per volume of alcohol. It is called "brouillis."

In the small distilleries a still is filled three times before enough brouillis is obtained to commence its redistillation. In the larger distilleries the products from three stills are united in a single still, and another or second distillation commences, by which the brouillis is converted into brandy. This is called "la bonne chauffe." The "bonne chauffe"

KELLY, DOUGLASS & CO.

Wish to announce to our customers that they have just received a very large shipment of **5 Cent Gum Machines** from the Bode's Gum Co., which they are ready to deliver at once.

These Machines are small, handsome and profitable. They are only 13 inches high, 4 inches wide, and 3½ inches deep, and can be put up permanently either in or out of doors. They are all metal and fully guaranteed.

SEND YOUR ORDERS IN EARLY TO THE **Kelly, Douglass Co., VANCOUVER.**

For further particulars write us as we handle a full line of Bode's Brands of Gum.

is divided into three or four sections, as follows:

Five per cent. of liquor, which leaves the still possesses a highly disagreeable ordor, due to excessive quantities of concentrated aldehydes and acetic ethers, of a color often greenish or whitish, called "la tete" or heading, which is received in a receptacle and kept apart from that which follows. The quantity may exceed 5 per cent., depending on the nature or quality of the wine. These headings are later mixed with another brouillis, or with what is called "seconds." This alcoholic heading, in condensing, has washed the interior of the serpentine and has removed certain oily matters which remained in the spiral from the preceding distillation. The part of the distillate which follows, known as the "coeur" or heart of the "bonne chauffe," is clear, and consists of from 80 to 85 per cent. of alcohol. The "coeur" continues to run into the same receptacle until the alcoholometer indicates that the liquor leaving the still contains 50 per cent. or perhaps 55 per cent. of alcohol, according to the wine. When properly carried on, this process lasts about eight hours, and the liquid contains from 66 to 70 per cent. of alcohol. This product is brandy. The distillation, however, is continued until again the alcoholometer registers 0 alcohol. The product of this third part of the distillation is called "queue" or tailing, and is generally added to the next lot of wine placed in the still. It contains from 20 to 24 per cent. of alcohol. Sometimes, however, when the wine is very rich in alcohol, a fourth is produced, which is known as "seconds," and consists of that part of the operation wherein the distillate reduces its strength from 60 to 20 degrees. These seconds are usually added to the next brouillis, while the remander of the alcohol obtained—that is, from 20 degrees to 0, which in this case is the tailing—is mixed with the next batch of wine. The seconds require about four hours of distillation, which makes the entire process last about twelve hours. This length of time of course applies to the "bonne chauffe."

The quality of the brandy produced may depend very largely on the purity of the copper of which the boiler, "chapiteau," and serpentine is composed, as it has ofen been remarked that the oily acids attack the metal and bring away in the distillate very perceptible quantities of copper compounds, which are disagreeable to the taste and are probably dangerous to health. Length of time taken may also mean much. Wine distilled too rapidly may force its fumes too quickly through the serpentine to be condensed, and consequently some of the elements most volatile may escape. Again the point where the heart is separated from the tailing during the "bonne chauffe" may influence the taste and quality of the distillate. Certain of the superior alcohols pass earlier in the evaporation and the others later.

There are also what may be described as compound stills. These were invented with the object of producing brandy direct from wine in one operation or distillation. The principle of all these stills is that of a "chauffe-vin" and boiler combined in such manner as to obtain the complete condensation of vapors which leave the boiler, thus producing a brouillis, which in its turn is redistilled. The condensation is generally effected by the "chauffe-vin," and the brouillis is collected in another or secondary boiler, in which is enclosed the larger one. The heat, which is furnished by the alcoholic vapors of the boiling wine, produces a distillation of the brouillis, the vapors of which in their turn are sent into the serpentine and condensed into brandy. There are very large numbers and varieties of these compound stills, which are used only in the country of the "bois," where wines contain very much less aroma and have a peculiar taste which is called "terroir" or soily. The brandies produced from the bois wines are usually mixed or blended with the highly aromatic brandy of the "champagne" or of the "borderies" districts. A volume could be written describing the various compound stills which, although unchanging in principle, become more and more complicated as distance increases from Cognac, the centre of the brandy business. The most complicated ones are used in the districts of "bois communs," and especially in the islands of Re and Oleron.

In one of the larger distilleries I visited the distillation was carried on as follows, the boilers being filled twice in twenty-four hours: (1) In the morning half of the sixteen stills were filled with wine and had produced by evening the impure alcohol known as the brouillis or "flegme;" (2) in the evening all the boilers were filled with wine, and the next morning they had produced the brouillis; (3) all of the brouillis collected the evening before and the morning following, from twenty-four different stills is divided up and placed in eight of the sixteen stills and is submitted to a redistillation or rectification called "doubling." The other sivteen stills are filled with wine, as on the morning of the day before, in order to combine the process regularly and without interruption in the same manner during the entire season.

By this system each man is charged in the morning with the filling of one boiler with brouillis and one with wine; in the evening, two boilers with wine. This idea is the direct result of the distillation of wine, i.e., one-third, so that three boilers must be filled with wine and distilled by each man in order to have sufficient brouillis to fill a single boiler and commence its rectification. Each time a still is filled and each time its product is obtained, whether brouillis or brandy, a declaration is made upon a register, which is kept continually at the disposition of the regie. Each barrel of wine, before it goes to the still, is numbered, and the still into which it goes must be known; its degree of alcohol is also inscribed in duplicate on a register, one copy of which is placed in a box of which only the officials of the regie have the key; the other copy remains as a stub in the register. The amount of brandy produced from that particular barrel of wine must be in proportion to its alcoholic strength, and a register of the quantity obtained in brouillis is kept in the same manner as for the wine. When the brouillis in its turn is distilled, a corresponding record is kept of it and of the brandy which it produces. The products are placed in casks, each of which is numbered, and the quantity and strength of alcohol therein is also indicated on the barrel. This alcohol cannot be removed from the premises, neither can any alcohol be brought to the premises or carried from one portion of a town or city to another without a permit from the regie, of which permits careful records are kept. The permits indicate by their color, white or pink, whether the alcohol represented by them is of wine or some other source than wine. It can be readily understood that this system renders the manipulation of alcohol exceedingly difficult to persons who desire to use it and conceal the fact, nevertheless I am ready to believe that permits are accorded to certain Cognac houses under which they receive other alcohol than that of wine. But this is a fact of which the Government officials always must have cognizance. It must also be remembered that it is not forbidden to redistill industrial alcohol with wine or lees of wine. But the record of such distillation must be kept, and is known to the Government officials.

The residues of the wine which is left in the still after the brouillis has been produced may be used for the manufacture of fraudulent liquors; but happily at Cognac it has been found recently that it is much more profitable to denaturate these residues with lime in order to produce tartar salts, which contain from 48 to 52 per cent. of pure tartaric acid. From recent unexpected visits to many distilleries, I believe that I am in a position to declare that several of the most important Cognac houses can not redistill the lees of wine, as I have seen them being mixed in the vats with lime and have knowledge of existing contracts with various houses to dispose of all these lees, which must be denaturated at the distillery for the manufacture of tartaric acid. Formerly, when the vintages were very small, owing to the ravages of the phylloxera, many irresponsible people added to the wine they distilled, rectified spirit produced from beets. The large quantities of wine produced in the last four years make this proceeding practically useless from a financial point of view. It is further rendered exceedingly difficult by the new regulations of the French Government represented by the regie. It must be remembered, however, that the regie does not exist for the purpose of assuring the French Government and the public at large that a certain distillation is carried on in such a manner as to produce the best brandy, but to assure them that

the alcohol contained in the brandy is pure grape alcohol. To this end the wine is followed by the control and is under the surveillance of these officers from the time it is put in barrels, during transport to the distillery, while being distilled, when it leaves the distillery as brandy, and until it reaches the consumer or until it leaves the country. The functions of the regie and the operations under their direct surveillance are: (1) Stamping or branding the boilers of the still and measuring them to know exactly their capacity; (2) each year before distillation begins, a declaration must be made covering the number, kind, and capacity of the various apparatus to be used. The machinery named is allowed to be put in service only under the surveillance of the regie, who have the right to exact information regarding it each time it is considered necessary.

DRIED FRUIT DEPARTMENT.

RETAIL grocers might make much more of their dried fruit department than they do. At present prices, particularly, there is good money to be made from exploiting dried fruits, particularly the more popular varieties. Prunes are nearly always good sale, and peaches and apricots are frequently sold in large lots. Raisins, grocers always have a demand for, and there are increasing calls for currants. With these different varieties, all more popular than ever before, excellent opportunity is offered to greatly strengthen the department a grocer may now have, or to create an entirely new one—profitable and active.

The first thing to be considered in establishing a dried fruit department is to consider what varieties will be most acceptable in your particular locality. For instance, it would be unwise to make much business in dried apples in a region where there are plenty of fresh apples always obtainable. Dried fruit is a substitute for fresh and should always be treated so. If fresh fruit is plentiful at low prices it isn't likely that dried stock will sell so rapidly. If the supply of fresh fruit declines, or if anything occurs to make it short, it will be wise to offer dried fruits as substitutes.

Prunes.

No dried fruit is better for the retailer to handle than prunes. Not only are prunes good for sellers to handle, but they are good to eat. Their flavor is good and they are healthful. It would be much better for many thousands of people, particularly those who follow a sedentary life, to eat prunes at least once a day, preferably in the morning, but if they eat them morning and night the benefits derived would be that much larger. In the cities this is better understood than it is in the country, and more prunes are offered. Naturally the comparative scarcity if fresh fruits at certain seasons of the year and the always high prices of good fresh fruits make a desirable substitute far more popular than it would be under other conditions.

At present prunes can be bought for very low figures, and it would be well for retailers to obtain from their jobbers such quantities as they think they can handle as an experiment and offer them as low as they can. The prune trade has been killed during the past few years by too high prices—prices which have no warrant because wholesale prices have generally been low, and are low yet. Retailers are entitled to a legitimate profit, but when they refuse to handle anything unless it pays an exorbitant percentage they not only reduce their own trade, but they spoil business in other departments as well.

Get a quantity of prunes that you can offer at a small sum for three or five pounds. Get your customers to buy enough to really test them and ask them to tell you how they like them. It is good business to encourage purchases of a commodity in this way, and if you can at the same time you sell them tell them how to cook the fruit so it will be satisfactory you will strengthen your position and cause customers to come back again for more. Frequently a customer is lost because the fruit is not cooked properly, but only those unacquainted with it would be likely to be bothered in that way, and a hint or two with the bundle would result in much good to your trade later.

Peaches and Apricots.

Much the same observations can be applied to peaches and apricots. Dried yellow peaches, when properly cooked, are almost as fresh as when newly picked from the tree. They are frequently much better than the fresh fruit that comes a long way on the cars. But as is the case with prunes, a word or two of instruction regarding the proper means of cooking will go a long way toward making and keeping a desirable customer.

Apricots are not so great favorites in the east because of their extreme acidity, yet at some seasons of the year, notably Spring, this acidity is a desirable feature. Nearly everyone craves something acid and these dried fruits are good food products to supply it. Apricots usually cost more than the others, but after all the expense is slight, provided the retailer has purchased judiciously and has offered special sales to induce purchases from him.

Raisins.

Raisins are everywhere. It doesn't seem necessary to say much about them, yet it is no doubt true that their sale might be largely increased without much increase in expense. There are many varieties and many grades, but unquestionably the most popular is the seeded put up in convenient cartons. Housewives who formerly had to seed their raisins with a knife, as everyone did ten years ago, fully appreciate the advantages of buying them all seeded in handsome cartons. They are seeded much better than could ever be done by hand. The raisin is not injured so badly and the general shape is maintained.

Retailers do not sell as many as they might. They scarcely ever make any special announcement regarding raisins. Yet if they would it is probably true that important additions might be made to the business which is now done. A special advertisement could be published, making an offer on raisins for a certain day. This would bring in new customers as well as old. When you do that you should have a display of as many varieties of raisins as you can get together. You would probably have a large number many of your customers never saw. It might mean a large increase in business from customers who have been buying raisins of you for years. Not many people outside the business know how many varieties of raisins there are, and a display of as many as you can conveniently secure would be interesting and instructive.

Currants.

The question of currants is also interesting in this connection. Cleaned currants are sent out in cartons, the same as seeded raisins are, and they can be used in the household cookery almost as freely. For instance, scarcely any fruit can equal them in mince pies, and they are also used in all varieties of fruit cakes, imparting a rich, peculiar flavor that is their own and which cannot be obtained from any other fruit.

The cost of all these fruits is small. They need not frighten the most economical buyer, and they will add much to the cuisine of any family which uses them freely. Where there are children, prunes, apricots, peaches, raisins and similar fruits are important additions to the family bill of fare. Very many persons like to eat these dried fruits out of hand. Peaches can be eaten that way with mach satisfaction, and frequently the larger sized prunes are eaten in the same manner, while the bunch and cluster raisins are especially adapted for that manner of consumption. For light lunches, either for home or when there is some afternoon gathering, bunch or cluster raisins are an important addition to the bill of fare.

Figs and Dates.

Dates, an increasingly popular fruit, have not been mentioned. They are not so popular as raisins because they are more apt to be sticky and disagreeable to handle, but date forks have been provided now and it is possible to partake of them without touching them with the hands. They are of delightful flavor and are a nutritious, healthful diet. Long and exhaustive labor can be performed upon a diet of dates and bread, and they are healthful in other ways.

Figs are frequently purchased by retail grocers, but they might build up a better business in them. Some of the larger sizes are especially desirable for table use, and often will be served as a course in a dinner. They are nutritious, healthful and comparatively inexpensive.

The retailers who undertake increasing their sales of dried fruits will find that their entire business will increase proportionately.—New England Grocer.

CHANGED PROPRIETORS.

W. J. Brougham, of Medicine Hat, has purchased the fruit, confectionery and grocery business which has been so successfully conducted for the past seven years on the corner of Montreal and Railway streets by Chas. H. Evans. Mr. Brougham has had some experience in the business and as Mr. Evans will be with him until the first of the month he will be in a position to handle the trade in a manner which should hold all old customers and doubtless attract many new ones.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Market quotations corrected by telegraph up till 12 a.m. Thursday, Aug. 31st, 1905.)

WESTERN wholesale grocery trades are still quite active there being a strong demand for general grocery supplies during the harvest. Dealers are ordering liberally as they are encouraged by the uniformly cheering reports of the harvest from all parts of the west. Only some entirely unforeseen dissater can now prevent the 1905 crop from being very much the largest on record, and this means a year of unprecedented prosperity in the west. A decline of 10c. per cwt. in sugar was announced last week, too late to be reported in last week's issue. It was not entirely unexpected as the tendency of the sugar market has been towards lower prices for some time. There have been heavy movements of canned meats for the harvest trade, and in fact almost all items in the canned goods list, are in good demand. Tapioca is still advancing; the general tendency of the grocery market seems to be towards higher prices with the single important exception of sugar.

Sugar—The long expected decline in sugar has at last occurred and prices are now 10c. lower than they have been for the last six weeks and more. We quote:

Montreal granulated, in bbls	5 55
" " in sacks	5 50
" yellow, in bbls	5 05
" " in sacks	5 00
Wallaceburg, in bbls	5 45
" in sacks	5 40
Icing sugar in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 75
Powdered sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb cases	6 25

Canned Goods—New red raspberries of the 1905 pack are on the market now, and are included in the list below. The price is $3.58 per case for grades 2 and 3, and $3.63 for grade 1. New season canned tomatoes will be on the market in about two or three weeks, when present prices will be likely to decline, old stock is now selling as high as $3.00 per case. Canned meats are in strong demand and prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz	....	4 28
Currants, red, 2 doz. cases, per case	....	3 35
" black, " "	....	3 75
Gooseberries, " "	....	3 50
Lawtonberries, 2's, " "	....	3 35
Pears (Bartletts), " "	....	3 50
Peaches, 2's, " "	....	3 75
" 3's, " "	....	3 75
Raspberries, red (new), per case	3 58	3 63
Strawberries, heavy syrup, 2's, per case	....	3 28
Plums, Lombard, 2 doz. per case	....	2 35
" green gages, 2 doz. case, per case	....	2 50
Pineapples, 2's, sliced, 2 doz. cases, per case	....	4 25
" 2's, whole, " " "	....	3 75
" 2½'s, whole, " " "	....	4 50
" 2's, grated, " " "	....	4 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "	2 20	2 35
Peas (No. 4), 2's, per case	....	1 48
" (No. 3), early June, 2's	....	1 63
" (No. 2), Sweet Wrinkle, 2's	....	1 88
" (No. 1), extra fine sifted, 2's	....	2 68
Beans, " "	1 90	1 95
Salmon, Fraser River sockeye, per case	....	6 25
" Skeena River, " "	....	6 00
" River's Inlet, " "	....	5 90
" Red Spring, " "	....	5 75
" humpback, "	....	3 75
" cohoes, "	....	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	....	6 30
" " 5 to 9 cases	....	6 26
Pork and beans (V.C.P. Co.), 1's, per doz	....	1 25
" " 2's, "	....	1 90
" " 3's, "	....	2 60
Soups (Van Camp's), per doz	....	1 25
Boneless chicken, lb. tins, per doz	....	3 25
" turkey " "	....	3 25
" ducks " "	....	3 25

Clark's Sliced Smoked Beef

First in Quality

Because of the Packer's Experience

First in Sales

Because of the Buyer's Experience

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

MFD BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

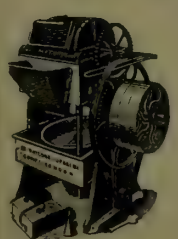
The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Patent Fruit-Washing Machines.

Hand



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Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-l talls, " "	14 50

Lime Juice—Previous prices still rule. We quote:

"Montserrat," pints, per doz	4 00 4 25
" quarts, "	6 80 7 00
Local brands, pints, "	1 60 2 50
" quarts, "	3 00 4 50
" bulk, per imp. gal	0 65

Salad Dressing—Still in brisk hot demand at following unchanged prices:

Durkee's, per 2-doz. case	7 00
Royal small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Prices continue as quoted last week:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli— As noted last week these goods are now selling in ten lb. boxes at 6c. per lb. The French in 1 lb. packets is quoted at 8 1-4c., a slight reduction.

Spices—There are no new features in the local spice market. Previous prices still rule. We quote:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, p r lb.	0 70

Whole Spices—

Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Interest still centres in the tapioca market. The market is firming upward and advances are general. There is still a wide range of prices, but the general tendency is towards higher prices on account of the short crop. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04¾
Tapioca, per cwt	4 00 4 35
Sago, per lb.	0 03¼

Pot and Pearl Barley—Prices continue as previous quotations. We quote:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—There are no changes to record. The demand continues normal. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00 2 10
" " 5-lb tins, per 1 "	2 40 2 50
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ¼ "	2 15 2 25
" " ¼ barrel, per lb.	0 03¾
" " Sugar syrup, per lb.	0 03¾
" Kairomel " syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls., per lb	0 02¾
" " in barrels	0 02¾
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats, each	2 25

Coffee—There are no new features in the coffee market, and prices are still quoted, as follows:

Whole green Rio, per lb	10½
" " roasted, per lb.	0 13 0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—There is a normal demand for cocoa. There are no new features in the market. We quote:

Epps' ¼ lb package, per lb	0 33
Fry's ¼ lb " Homoeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ¼'s	0 25
Van Houten's, ¼'s, per doz	2 75
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ¼'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ¼ and ½ per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 56
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Previous prices maintain. We quote:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits—There is nothing new in the situation; all items in this list are firmly held and for reasons explained before in these columns, are likely to be further advanced before very long. We quote:

California raisins, muscatels, 3 crown, per lb.	0 06½
" " " 4 " "	0 07½
" " choice seeded in ½-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filfatras, per lb.	0 05½
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in bags, per lb.	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 11½
Apricots, standard in 25-lb. boxes, per lb.	0 10½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
Orange "	0 09½
Citron "	0 14

Teas—There are no changes to note. We quote:

Congous, M. 12, half chests, per lb.	0 12
" cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—We quote:

Lake Superior trout	0 10
Gold eyes "	0 08
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 13
Halibut "	0 11
White fish (L. Winnipeg), per lb.	0 06
Pickerel	0 15
Jackfish	0 04
Finnan Haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " 20-1's "	0 09
"Bluenose" " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 00
" " " 4-lb. "	0 00
" " shredded, 24 cartons, per bx.	2 00
" " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnan Haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Evaporated Apples—Prices are still very firm. We quote:

Evaporated apples 50-lb. case	0 08
" (fancy), "	0 08½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—Prices are unchanged. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz.	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 85
" " " No. 1,	9 50
" " " No. 2,	8 40
" " fibre, per nest of 3	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz.	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Remain unchanged.

Rolled Oats, 80-lb. sacks, per cwt	2 40
40-lb. " "	2 45
20-lb. " "	2 50
8-lb. " "	2 80
Cornmeal, in sacks, per cwt.	1 85
" in ½ sacks, "	1 90

Maple Products— New maple syrup from the Eastern Townships in Quebec Province is selling at $5 per 5-gallon tin. Sugar in quarter and half-pound cakes, is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Eggs—Produce houses are paying 17c. to 18c. per doz. for eggs delivered in Winnipeg.

Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co., "

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Gorgie Mills, EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

EAGLE BAKING POWDER

is a winner every time. It wins friends wherever introduced. Try a sample order. We guarantee satisfaction with every package. Ask your jobber for prices.

AGENTS WANTED EVERYWHERE

J. H. MAIDEN, Agent
MONTREAL

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

PERSONAL THANKS.

The following, addressed to Col. Maclean, president of the MacLean Publishing Co., is from Mr. E. K. Spinney, Yarmouth, N.S., past president of the Maritime Board of Trade:

"I cannot refrain from again expressing my personal thanks for your generosity in the liberal manner in which you reported the proceedings of the annual meeting of the Maritime Board of Trade at Yarmouth.

"You have also received the official gratitude of the delegates to this meeting by their vote of thanks unanimously passed by them at the close of the session. Your representatives were all men of unquestioned high standing in their profession which is an extraordinary compliment.

"I sincerely regret the absence of your esteemed self as I feel certain you would have enjoyed some features of the programme."

CATALOGUES, BOOKLETS, ETC.

The annual report of the Cape Town Chamber of Commerce to hand contains much information which ought to be invaluable to all interested in foreign trade. In addition to a resume of the deliberations of the Cape Town Chamber of Commerce, the report includes complete statistics of the trade of Cape Colony for the year ended Dec. 31, 1904.

BRANCHING OUT.

The Canada Business College, of Chatham, Ont. (Mr. McLaughlin, principal), will shortly begin the erection of a handsome building in the residential district of Chatham where they will be able to accommodate twice their present number of students. The new institution(which, it is claimed, will be the only one of its kind in Canada) will be situated in the midst of attractive and extensive grounds, which will afford recreation and variety of sport for the pupils. The new building is expected to be completed by next Summer.

FRUIT TREES IN WINNIPEG.

A Winnipeg resident has been experimenting with a degree of success in growing a number of crabapple trees in a plot of ground adjoining her residence. Upwards of twenty trees are to be seen there, well laden with fruit. Mrs. Bond —the resident referred to—is to be congratulated upon her success, the early and late frosts, so disastrous to fruit growing, are well known in Winnipeg, and it speaks well for the care and perseverance which must have been expended.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

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Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. [25tf]

FOR SALE.

ONE of the best country store businesses in Ontario county; close to C.P.P. and G.T.R. stations; biggest live stock shipping point between Toronto and Peterborough; good farming community; stock about $4,000; owner has opportunity in larger sphere; don't apply unless prepared to do something better than invoice price; I'm not giving this business away or offering a dead horse at 60c. on the dollar; it's a live, growing, "cash" business, seldom found in the country; stands alone and is worth paying for; will bear investigation; telephone and postoffice more than pay rent; C.P.R. hands and dining cars take all my produce, which is quite a business in itself. W. L. Martin, Myrtle Station, Ont. [36]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

THE cheese market remains very steady in spite of the comparatively high prices ruling, but buyers are acting very cautiously and taking only what they are obliged to take. Late country markets showed a great irregularity, some being forced up unreasonably and others remaining nearly at the level of the selling basis.

When prices reach a point where there is hardly any chance for speculation, operators naturally become more or less timid and cautious and this is the present condition; we have nearly three months more of our production to dispose of, and no matter how sound the situation may be in point of supply and demand, the "hand-to-mouth trade" is a slow one and it is, after all, the speculation that advances or lowers the values of our products.

The situation on cheese is sound enough not to encourage any "short selling," and the prices are too high to speculate on a further material advance. The best that can be done now is to supply the natural demand and take care of the goods that cannot be sold promptly for the coming season of non-production. But holding cheese is expensive; it costs money for storage, insurance, shrinkage in weight, interest, etc., and all these charges count up very quickly, so that there should be a fair prospect of higher prices in the future to make the holding of cheese profitable.

It is true that our stocks of cheese in Canada are unusually small for this time of the year, and although the stocks in Great Britain have recently increased somewhat, they are not by any means excessive. This makes the situation statistically sound, but our prices are so high that there is no incentive for speculators to put away goods for a further advance, always considering the cost of carrying goods for any length of time.

The best to be expected from now on is a steady and gradually rising market. The make is falling off and the natural demand in the United Kingdom will probably absorb all the goods we can produce; but we cannot possibly look for large profits after this.

Butter is also high, but the market here is ruled more by the supplies of other countries on the British markets and for a while at least it seems that butter may become dearer before the demand will be cut off. Relatively butter is cheaper now than cheese, but it is not as easy to store butter as cheese, as it loses flavor of freshness quicker and gets into second-class sooner on this account; further, the Australian butter will rule the British butter markets during the Winter months, and it would not seem good policy to store any butter here.

As pointed out before in these articles, the consumption of cheese in the United Kingdom decreases when the consumption of butter falls off. When the retailer has to sell it at more than one shilling per pound, the British consumer will take margarine for butter in enough cases to check any extraordinary advance in prices of butter; and as far as cheese is concerned, there are always supplies of cheap meats to be considered, if Australian mutton, American bacon, etc. offer any inducement of economy, especially during the Winter months when it is necessary to have fires in the humblest of homes, the demand for cheese as an article of food falls off.

LONDON, ENG., LETTER.

(By Our Own Correspondent.)

REFERRING to your Montreal bulletin in the issue of August 3, from Montreal, in regard to the butter position over here, inquiry on the spot goes to show that the statements made in that report are fully endorsed by buyers on this side in every respect. At the then high prices no one here would attempt to follow your market by purchasing, and consequently some shippers on your side have reduced their prices very materially from the higher point. Their cables to-day (Aug. 17) from Montreal quote 106s. for choice Eastern Townships, whereas on Aug. 3 they offered from 112s. to 114s. There are some heavy shipments to arrive soon, and at this lower price sellers on this side will be content with a small profit. Dairy butter is quoted at 96s. c.i.f., and that price will certainly have the effect of keeping it out of the market here. The demand for butter, as usual in the middle of August, has not been so keen, but in September we look for more steadfast trade. As the Argentine season is over, there is practically no stock of Argentine butter on hand. Siberian supplies will become lighter from this out, and present prices rule for these from 96s. to 104s. The New Zealand markets are very excited, but it looks as if liberal supplies will come from that quarter. The same may also be said of Victoria, New South Wales and Queensland. New Zealand factories are asking 104s. 6d. to 106s., and even 107s. c.i.f. London, but buyers here will act with the greatest caution, so this may be a year more for consignments than for direct c.i.f. business. The demand for Danish is only fair, high prices naturally restricting business.

Another little hint about packing. New Zealand butter in a great many cases comes across in cases paraffined inside, and it has been suggested that Canadians would do well to copy the idea. It has the effect of keeping the butter in better condition and it arrives on this side in a finer state of preservation.

Although, as stated above, a few Canadian butter shippers have decided to meet the requirements of this market in the matter of price, it still remains to be seen whether the more reasonable quotations of the past week are to become general. The flow of milk seems to have been somewhat smaller than usual in Canada, but this has affected the output of cheese rather than of butter, and in view of this fact Canadians must be holding back considerable quantities of butter in the hope of realizing big prices. The success of this speculation depends altogether upon the quantity of supplies to this market from other sources. Up to the present, there has been a decided shortage of butter, and it was hoped that Canadians would come forward to supply the deficiency. They did, but their prices were impossible. Up to the present buyers have struggled along without having been actually forced to accept prices asked. Now, it is hoped, relief is in sight, for good supplies will arrive from Australia and New Zealand in time to supply the increased September demand. Canadians will watch the prices of these new arrivals with interest. They will probably be high, but not prohibitive. As to European supplies for the British market, the position is causing some anxiety. The unsettled state of affairs in Russia prevents any really reliable information from being received from that quarter, and this increases the speculative tendency a little. However, the Siberian season is drawing to a close and in any case, supplies from that country would be small at this time of year. As to Danish butter, it is the opinion of some that Denmark will, from now onward, furnish smaller supplies to this market, on account of the calls made upon her output by German demands. When it is remembered that Germany is enjoying a period of industrial prosperity, and that the scale of wages is growing higher and the people beginning to live less economically, there is no reason to doubt that the demand for butter, which has been steadily increasing, will continue. Even a German, under the circumstances, would prefer butter to margarine at his meals.

D. Hopper and wife, Cookstown, have just returned from a three weeks' pleasure trip to Montreal and eastern points.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

SHORT ROLLS

New, Mild, Sweet, Sugar-cured, Boneless, either Smoked or in Pickle, the very nicest and cheapest line on the market.

Hogs are undoubtedly scarce and high in price. Order now, before the prices advance.

F. W. FEARMAN CO., LIMITED

HAMILTON

The **ONLY** yeast that will please your customers is the famous

Royal Yeast

Sold by every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Trade has been distinctly good in provisions since our last issue. Smoked breakfast bacon has still further stiffened the lower range of price advancing 1c. Small hams have also firmed to 15c. Heavy mess pork has advanced from $17.50 to $18.00. There has been a perceptible advance in arrivals of hogs, and the former high prices are gradually weakening to a more even basis. Sales this week have been affected at $9.50 for good class hogs. We quote this week:

Long clear bacon, per lb	....	$0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb	....	0 15
Medium hams, per lb	....	0 14½
Large hams per lb	....	0 13½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 10	0 10½
" tubs "	0 10½	0 10¾
" pails "	0 10¾	0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 50	8 75
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton	....	0 08
Spring lamb	0 10	0 11
Veal	0 07	0 09½
Hogs, street lots	....	9 50

Butter—The market is still showing a great lack of life, arrivals are slow to come in, whilst the demand is a steadily increasing one. There is practically no export trade, the American market being on a lower basis, buyers for export are now turning attention to that market, with the result that this market is seemingly closed for the present. We quote:

	Per lb.	
Creamery prints	....	0 23
" solids, fresh	....	0 22
Dairy prints	0 19	0 20
" in tubs	0 17	0 18½

Cheese — The market for cheese, which practically relies upon its export for life, is, at the present moment without energy. Moderate supplies have been arriving with still further hardening of prices. The general opinion is that no bulk trade will mature until prices are on what would be considered a more rational basis. A prominent holder on this market for export has recently offered a large parcel of seveal thousand by cable, at a margin below market values, but no business has transpired.

	Per lb.
Cheese, large	0 11¾
" twins	0 12

Cheese Board Report.

(For week ending August 29.)

Board.	Boxes.		Price.
Campbellford	1,160		0 11½
Stirling	385		0 11 7-16
Brockville	4,724*		0 11⅝
Belleville	3,515	0 11½	0 11 9-16
Cowansville	907	0 11 5-16	0 11⅝
St. Hyacinthe, Que	800		0 11⅝
Vankleek Hill	1,312*	0 11 7-16	0 11½
Alexandria	1,073		0 11¾
Cornwall	1,334		0 11 11-16
London	1 090	0 11 5-16	0 11⅞
Ottawa	2,119*	0 11⅝	0 11¾
Iroquois	1,148		0 11½
Kemptville	1,130*		0 11⅝
Perth	2,000*		0 11⅝
Winchester	7.5*		0 11⅝
Lindsay	1.700		0 11 7-16
Utica	6,103	0 11½	0 11½

*White and colored.

MONTREAL.

Provisions—The provision market is in good condition and somewhat active. A steady demand prevails generally. Live hogs are a little easier at 7 1-4 to 7 1-2c.; dressed hogs are finding a strong market at 10c. Good business is done in hams, which are firm at quotations.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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HAMBURG.
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Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

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28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
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BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

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BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO

Hamilton and Winnipeg

Lard in tierces has gone up 1-2c. owing to an improvement in demand. Higher figures expected.

Hogs are not as scarce as a few weeks previous but still not very plentiful owing to much exportation being done at present. Other lines are much the same

Lard, pure tierces		0 10½
"	5-lb. tubs	0 10¾
"	20-lb. pails, wood (10½)	2 10
"	cases, 10-lb. tins, 60 lbs. in case	0 10¾
"	" 5-lb. "	0 10¾
"	" 3-lb. "	0 11
Lard, Boar's Head brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 07¼
" " 50-lb. fancy tubs		0 07¼
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 47½
20-lb. tin pails, each		1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork		$19 00 $20 00
American short cut clear		19 00 20 00
American fat back		19 00 21 00
Breakfast bacon, per lb		0 14
Hams		0 12 0 14½
Extra plate beef, per bbl		11 50 12 00

Cheese—The cheese market is steady, but inactive owing to a small demand. Prices, however, are firm with holders and no signs of very near drop. Dealers agree that last week's rise was premature, and are figuring on a reaction for September, when cheese of higher quality will arrive. Quebec is quoted 11 3-8c. to 11 1-2c.; Townships, 11 5-8c. to 11 3-4c. and Ontarios, 11 3-4c. to 11 7-8c. Exports from Montreal are large and above those of last year for corresponding period.

Butter—There is almost an absence of any demand for butter and notwithstanding this fact prices remain firm. Arrivals at the beginning of this week were small, but it is thought they will exceed those of last week. Many dealers prophecy a near decline, but others seem confident this firmness will be maintained for a while.

Finest creamery	0 22½ 0 22¾
Fine	0 22 0 22½
Medium	0 21½ 0 21¾
Fresh dairy tubs	0 17 0 18½

Eggs—Eggs are higher and market shows much strength. This is due to a larger demand and dealers say that sales are made freely at those high figures, and that stocks move quickly although receipts show an increase over those of the previous week. Straight gathered are selling at 17 1-2c. to 18c., while selects bring 23c.

ST. JOHN.

Provisions—In barrel pork the stock is very small. Fair enquiry is reported with prices advancing. Beef firm to hardening. Pure lard is scarce and held at full figures. Refined still quoted on low basis. Hams continue firm.

In fresh meat, beef moves slowly with domestic quoted at low figures. Retail prices are at extreme figures. Lamb is still firm with American buyers picking up large consignments. Veal and mutton is reported light sales. Little pork yet seen, quite full prices rule.

Mess pork, per bbl	$18 50	$19 00
Clear pork "	18 00	20 00
Plate beef "	14 00	15 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 08	0 08½
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb, "	0 08	0 09
Pork "	0 07	0 08
Hams "	0 14	0 15
Rolls "		
Lard, pure, tubs "	0 11½	0 11¾
" " pails "	0 11¾	0 12
Refined lard, tubs	0 08¼	0 08¾
" " pails	0 08¾	0 09

Butter—Best quality is hard to get and prices are rather higher. The outlook is a very firm one.

Creamery butter	0 20 0 22
Best dairy butter	0 18 0 19
Good dairy tubs	0 17 0 18
Fair "	0 16 0 17

Eggs—Prices are higher. Dealers are having to be careful in regard to quality.

Eggs, hennery	0 20 0 23
" case stock	0 17 0 18

Cheese—This line is also higher and supply light.

Cheese, per lb.	0 11½ 0 12

MANITOBA.

Creamery Butter—Selling prices to the retail trade remain unchanged. We quote:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—Supplies are reported variously as liberal and short, but evidently not over abundant. The market seems in a firmer condition than for some time. Produce houses are paying 14c. to 15c. for No. 1 dairy.

Cheese—Further advances will be noted in following quotations:

Finest Ontario, large	0 13
" Manitoba, large	0 11½
" " twins	0 12½
" " small	0 13

Lard—Prices are steady at previous figures. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

SUGAR BEET CROP.

Recent reports to hand speak well for the coming Ontario crop of sugar beets, especially in the County of Huron, the factories are making special preparation to meet the contemplated heavy tonnage.

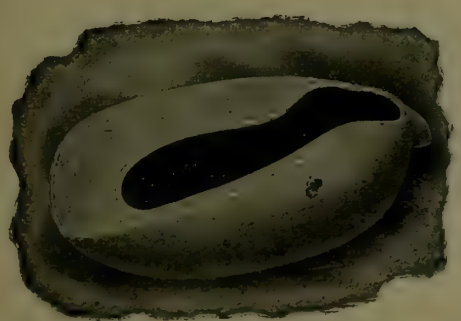
Better Be Wise

than otherwise. To be business-wise is to be doubly blessed. This means to be observed among the hosts of those who claim to have gained Tea-wisdom, and so sell

Blue Ribbon *Ceylon* Tea

There are many reasons why you should be "Wise" on the Tea Question. Ask yourself for success, and find the answer in **Red Label Line**---40c.

The Comfort



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Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

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IS SAVING MONEY

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WRITE US

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CROCKERY SNAPS

Our new samples, just opened, are ahead of anything we have yet shown, and that's saying a good deal.

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Late Valencia Oranges,
New Verdilli Lemons,
Bananas,

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TORONTO, ONT.

Spanish Onions,
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We receive daily a complete assortment of Canadian Fruits and Vegetables.

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the Trade is convinced of my ability to satisfactorily take care of country fruit orders is pleasantly proven by my daily increasing Business. Try me.

TOM SMITH.
Fruit Broker, - - - - TORONTO.

TOMATOES, CUCUMBERS
GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS
E. E. ADAMS, Leamington.

Telegrams: "SEGURO," GLASGOW.

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THOMSON & MATHIESON
Green and Dried Fruit Salesmen. GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code 4th Edition used.

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We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

THE AMERICAN PEANUT.

STATISTICIANS of the Department of Agriculture say there are consumed annually in the United States some six million bushels of peanuts, the production of which forms not the least important industry of the south. The greater quantity of this most valuable nut comes from Suffolk, Va., though there are many that come from Smithfield, Wakefield, Franklin, Waverly and Petersburg.

It is an interesting fact, not generally known, that the "goober," or "pinder" as the peanut is commonly known, in the south, did not come prominently before the American people till the days of the Civil War. It is said that the soldiers of both armies found that the peanut growing sections of Dixie afforded a most satisfactory camping ground for such as were short of rations. It was then, when the hungry soldiers fed upon the peanuts, and gave thanks that such a hunger-satisfying nut could be obtained by a little foraging, that the humble "goober" began to be appreciated. Since then the cultivation of the peanut has assumed great importance, and now there are fifty-acre peanut farms in Virginia, North Carolina, Tennessee and other Southern States, where in the sixties were only "patches" devoted to the growing of the "goober."

The finest variety of peanut grown in this country is that known as the "bunch," but the "Virginia running" may be said to be the most widely known and most popular with the trade. In fact, it may be termed the typical American peanut. The pods are large and white and will weigh about twenty-two pounds to the bushel. In point of favor, size and hardness of hull, these are the best peanuts grown, and "selects" from these are known as the "Jumbo."

Every year the peanut crop becomes more valuable, and it grows evident that the time is coming when diversified interests will make it more so. Millions of bushels are now annually used in the Old World for the production of peanut oil, which by some is regarded as equal to olive oil. Already the manufacturers of peanut oil in the United States have announced that the only drawback to the oil mills here, especially in Tennessee, is the insufficient output of peanuts.

ONTARIO VEGETABLE GROWERS' ASSOCIATION.

The officers of the recently-formed Ontario Vegetable-Growers' Association purpose organizing branches of the association in connection with the leading cities and towns of the Province. Organizers will be sent out during this month to towns and cities with the object of forming branch associations. These organizers will be members of the association, who are leading market gardeners in the vicinity of Toronto and Hamilton.

The association will receive a Government grant this year of $800. It purposes using this money to hold a large convention for vegetable growers at the time of the horticultural exhibition in Toronto, next November, and also offering prizes for a large vegetable exhibit at this show. The prize list for the show has already been completed.

The constitution of the association provides for the formation of branch associations. The vegetable growers in the vicinity of any town or city may organize a branch association, for which the membership fee is $1. The presidents of these branch associations become directors of the Provincial association, and have their expenses paid while attending meetings of its executive. The branch associations are expected to pay the Provincial association 40 cents for each of their members, which makes all members of the local association members of the Provincial association. The Provincial association sends all its members copies of the annual report of its convention, a monthly magazine which is the official organ of the association and other printed matter. Vegetable growers who would like to see one of these branch associations formed in their vicinity are invited to write to H. B. Cowan, Department of Agriculture, Toronto, who is the secretary of the Ontario Vegetable-Growers' Association.—London Free Press.

FRUIT MARKET TAKES DAY OFF.

The fruit market employes held their third annual picnic in the lacrosse grounds, Hanlan's Point, on Wednesday afternoon. The market closed at two o'clock, in time to allow the committee of management to make arrangements. About 300 were present and enjoyed to the full the game of baseball between the east end and the west end. The broom game and tug of war provided good sport.

ONTARIO MARKETS.

Green Fruits.

Toronto, Aug. 31, 1905.

The home market in fruits has been particularly good, and is expected to continue so for the whole season. This year is reported on market as being a record one from a financial point for the Californian fruits. The great scarcity at other points has enabled that market to maintain high standard of prices, and at the same time keep up the volume of trade. Bananas have never before carried such enormous sales as the present season, and this applies not only to Canada, but to almost all markets; their condition, also, has never been better. It was usually considered

good if shippers realized from five to six hundred dollars per car; this year a car load has been fetching in the neighborhood of fifteen to seventeen hundred dollars. Lemons continue to command high figures and will continue to do so until new arrivals in September or October. Georgia and Delawa oranges are ranging at high figures. The domestic peaches are coming in in the best growths and are expected to be a good crop; prices have somewhat stiffened for good fruit. Pears are scarce and have advanced 25c. per box. Cantaloupes and melons are easier. We quote:

Oranges, late Valencias, per box	5 00	6 00
Lemons, Verdilli	....	6 50
Bananas, large bunches, crated	1 75	2 00
Bananas, 8's, per bunch, crated	1 25	1 35
Bananas, 7-hand bunches, off track	0 75	0 95
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 75	2 00
" domestic, per basket	0 50	1 25
Pears, California, per box	3 50	4 00
Plums, " per crate	1 75	2 00
" domestic, per basket	....	0 50
Tokay grapes	3 00	3 25
Cantaloupes, Rockafords, per crate	....	7 00
" Canadian, baskets 40c, crates	....	1 00
Watermelons, each	0 20	0 25
Huckleberries, per basket	....	1 25
Apples, new, per basket	....	0 30
Lawton berries	0 08	0 09

Vegetables.

Trade has made a somewhat upward move since our last issue, the demand is more steady and solid. Produce is coming in freely and is of good quality and condition. Egg plants are down to 35c. and parsnips are weakening owing to abundance of supply. Other goods remain steady. We quote:

Jersey sweet potatoes	3 50	4 00
New potatoes, per bush	0 50	0 60
Onions, per doz. bunches	0 10	0 15
Onions, per bushel	....	1 00
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 20	0 25
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 15
Cucumbers, per basket	....	0 25
Outdoor lettuce, per doz. bunches	....	0 20
Waxed beans, per basket	....	0 25
Water Cress, per doz.	....	0 25
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 35	0 50
Vegetable marrows, per dozen	....	0 50
Green corn, per doz	....	0 08
Parsnips, doz. bunches	0 30	0 40
Squash, " doz	0 75	1 00
Leeks, " bunch	....	0 25
Kohl-Rabi, per doz	....	0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Aug. 31, 1905.

The fruit trade continues quite active, though fruits are generally scarce and high.

On Monday, two cars of California fruits were sold as follows: Pears, $4.15 to $4.30; peaches, $1.75; plums, $2.75 to $3.25; and Tokay grapes at $4.25. All those fruits are selling well at high prices and dealers agree that this year has been a banner year in California fruits.

Receipt of bananas is lighter than that of last week: nine cars only; and for corresponding week last year, 30 cars arrived in Montreal. High prices are maintainled in bananas owing to the steady good demand and scarcity.

Oranges are very scarce and not much in demand. The last car of the season has arrived this week.

A few baskets of grapes are seen here and there, but they have a poor appearance and do not seem to catch any attention.

Apples, the Duchess and Astrachan

Fish and Oysters

Some dealers are not aware that we are large handlers of **Fresh Caught Fish**, holding large contracts for daily supplies. Our cold storage plant, situated in the building, enables us to handle this business satisfactorily.

Also, the **Oyster** Season is on. We have the exclusive handling of **Rowe's Celebrated Long Island Natives**, noted for their size and exquisite flavor.

We are also sole agents for **Syda & Cousins'** famous Scotch cured **Finnan Haddies**.

The above is worthy of your consideration.

WHITE & CO., LIMITED

HAMILTON 34 York St. Phone 1115

TORONTO 64 Front East. Phone Main 4106

W. B. Stringer **EVERY** J. J. McCabe

time you request your Dealer to furnish you with "St. Nicholas" Lemons remember, you are asking for the finest quality—the most carefully packed and graded brand of Lemons ever offered for sale in Canada.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO

Choice Crawford Peaches

Fresh from Niagara Peninsula, at reasonable prices. Enquire about these goods, and also any other fruit you need.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Ship us your **Live Chickens, Ducks and other Poultry also Butter and Eggs,** if you want good prices.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL—EXHIBITION WEEK

Plums **Pears**

Crawford Peaches

Lombard Plums

The staple of this country, cheap, but good. I have a choice supply, also a variety of other fancy plums and gages. You cannot get better goods or quicker shipments anywhere else. Send in your order for plums to-day. Keep an eye, too, on your stock of **E.D.S.** Brand of Jams, Jellies, etc. My agents for these preserves are: Toronto, The Eby, Blain Co., Limited, Toronto; City of Montreal and Province of Quebec, Wm. H. Dunn; Winnipeg and the Northwest, Mason & Hickey, 108 Princess Street, Winnipeg.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

"CROWN" BRAND CRAWFORD PEACHES

Secure your fruit direct from the grower, and save middlemen's profit. Get "Crown" Brand Graded Crawford Peaches and you get fresh fruit guaranteed, get it quickly and at reasonable prices. Write for prices to-day.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Gunther's

Friends and customers call and see us in the annex at the Toronto Exhibition.

H. W. HUNT & CO., - - Canadian Representatives
34 Church St., Toronto

grades are the only fruits in sufficient quantity on the market. They are said to enjoy a good demand at quotations.

Lemons are still scarce and high. We quote:

Plums, in baskets	0 40	0 50
Peaches "		0 75
Pears "		0 60
Pears, boxes	4 25	4 50
Plums, crate	3 25	3 75
Peaches, box	2 00	2 25
Apricots, crate	1 25	1 40
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 15
Cocoanuts, per bag of 100		3 25
Pineapples, 18 size		5 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
New Messina lemons 300's		6 50
Apples	2 75	3 00
Sweet potatoes, per bbl		3 50
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size		6 25
" " " 175 to 300 size		6 00

Vegetables.

The vegetable trade is good and active though featureless. Dealers are in constant receipt of home-grown vegetables, which are immediately sold, thus keeping stocks low as regards quantity, although at the same time a good business is being transacted in all lines. What are mainly in demand are potatoes, cucumbers, tomatoes and cabbage. On market days immense lots of these are purchased by local grocers and others at easy prices. Previous quotations continue. We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz	1 00	1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Montreal cucumbers, doz	0 10	0 15
Home grown cabbage, per doz	0 25	0 40
Tomatoes, basket	0 35	0 40
Spanish Onions, cases		2 00

MANITOBA.

Green Fruits.

Winnipeg, Aug. 30, 1905.

The local market has nothing of note to record; since our last issue trade has been practically featureless. Some bananas are on the market. They were shipped through the Southern States with the vents in the cars closed, and they arrived, for the most part, in overripe condition. We quote:

California Bartlett pears, per case		4 00
" peaches, per case		1 65
" Wicksen plums, per case		2 00
Washington pears		3 25
" Italian plums (blue), per case		1 50
American Duchess apples, per bbl		7 00
Late Valencia oranges, 120's		5 25
" " 150's		6 00
" " 170's to 250's		6 50
Fancy Cal. lemons, 300's and 360's		10 00
10c. off in 5-case lots.		
Pineapples, per doz		2 50
Watermelons, per doz		6 00

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	1 50

Important Notice to the Trade in the Province of Quebec

Mr. Douglass has resigned. We are completing arrangements for a well-known traveller to take his place.
In the meantime mail orders will have special attention.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P.DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers?
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

RIERA'S
"BLUE LION" and "MAPLE LEAF"
VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC Montreal OTTAWA

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

THE STANDARD

Computing Cheese Cutter
INSURES PROFITS
IN CHEESE
1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.
Every grocer can afford it.
No grocer can afford to be without it.
Price and Terms Right. Write for Folder
THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO

CHINESE FRUITS.

From United States Consul Anderson, Hangehau, China.

THE somewhat crude products of the Middle Kingdom are unsatisfactory and disappointing to most foreigners used to the highly developed fruits of America or Europe. There are some, however, which are of considerable merit, and there is no question that a judicious crossing with fruits from other countries would benefit the latter considerably. One advantageous feature about Chinese fruits is in their keeping quality, as a rule. This is especially true of pears and oranges.

Berries are few and poor. Near foreign settlements, as at Shanghai and Peking, the strawberry has been introduced and is cultivated by Chinese gardeners with a patience which is never seen in the United States and seldom in Europe. The strawberries thus cultivated are fairly good. A few other foreign berries have been introduced, but so far they are practically experiments. The Chinese seem to have no native berries worthy of mention, although in the country districts some are used by the poorer classes.

Practically all parts of China have peaches of varied qualities, but only in the north do they approach the foreign standard.

The Chinese cultivate a number of varieties of native grapes, the small sort being made into the well-known Chinese raisins. In North China, near Chifu, the varieties of grapes introduced by American missionaries about ten years ago are doing well and the product is very satisfactory, although it lacks the fine flavor of the American grape. These grapes are shipped over considerable territory, especially along the coast.

Chinese apples are soft and tasteless, lack juice, flavor, keeping quality, and almost every other good point. The Chifu apples, introduced from the United States and cultivated according to western methods, are very fair, but they have a tendency to water core and do not keep as well as the same varieties in the United States in similar temperature. Possibly apples grown and kept on some of the hills back in the interior will do better, and experiments are now being conducted in that direction.

The bartlett pears introduced at Chifu are of good flavor and size, and form a fine table fruit as long as they last. But foreign pears in China do not keep and the stock shows signs of rapid deterioration. The Chinese pears are comparatively small and more or less "woody." Their flavor uncooked is almost nil, and they have few attractions for those acquainted with them, although they are fair food when cooked. They keep indefinitely—under proper conditions, most of the Winter. They are of first-class appearance, and if crossed with foreign pears of high flavor could probably be developed into a very fine fruit.

Chinese cherries are poor and their season short. Efforts are now being made to introduce foreign varieties in Northern China.

The persimmon is highly esteemed in China by natives and by many foreigners. It has the characteristic flavor of the American persimmon, except that there is less of possible astringent qualities about it. It grows large and has strong merit as a keeper. Near Peking the most popular sorts of persimmons have rings or grooves near the stems which give them the appearance of having had strings tied around them when small and of having grown around the strings. The varieties in the central and southern portions of the Empire are smooth, grow very large, and are very handsome. Some persimmons are picked green by the natives and ripened in lime. Thus ripened they are less wholesome, perhaps, than otherwise, but they have a firmness of flesh which many people esteem.

Pomelo the Best All Round Fruit.

Probably the best all round fruit in China is the pomelo. It is grown in the south, central and southern Provinces, and is said to be the original citrus fruit. It resembles the grape fruit of the United States in size, shape, color, and somewhat in flavor, being sweeter than grape fruit, with less of the bitter quality, with flesh more perfectly separated in the sections, and capable of being pulled apart and separated from all surrounding sacs or membranes. The natives cut through the peel about one-third of the way from the top, crimping the edge of the section all the way round the fruit, then remove the flesh, tear the sections apart, replace them in the peel, and serve thus divided and prepared. The fruit is attractive, refreshing, wholesome, and comparatively cheap, good-sized pomelos being obtainable in Shanghai, Hangchau, Ningpo, Hankau, and similar ports, in season, for $1 Mexican (46 cents) per dozen. Generally speaking, the pomelo seems to be a cross between a shaddock and a good orange, but it is more hardy than either. It has better keeping qualities than the orange, and American horticulturists ought to give it their attention.

Fruit Picked Green.

Chinese oranges are of great variety. There are small and large Mandarin oranges, neither kind being very attractive to foreigners, although they have the merit of growing farther north than American oranges. There are several small varieties, having good flavor, but very many seeds. The larger are of fair flavor and have fewer seeds. The best oranges grow in the southern Provinces along the seacoast. The Fuchau or Swatau orange resembles the Florida seedling in size, shape, appearance and somewhat in quality. It is slightly more acid, but is very pleasant and satisfactory fruit. It has good keeping qualities, and is shipped over most of China without cold storage of any kind.

Bananas are raised in the southern Provinces and are now being shipped to most parts of the Empire. They are of good flavor, fair size, and keep well.

All Chinese fruits are picked green and ripened off the plant. The Chinese farmer is too anxious to sell his crop or too much afraid of thieves to wait until the fruit is properly ripened. Methods of packing and shipment are very crude. Much of the fruit is handled in bags and in bulk, some of it in bamboo wicker baskets, but ways of marketing are being bettered under foreign supervision and in imitation of foreign methods.

G. L. Dodds, general merchant, Melita, has assigned to C. H. Newton, and a meeting of creditors will be held Sept. 1.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

(To be Continued)

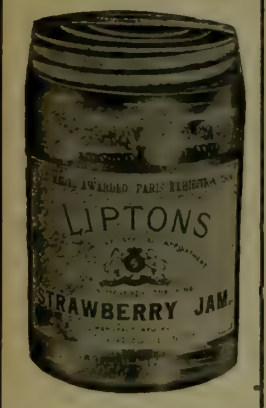
THE PACKERS OF QUAKER CANNED GOODS

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY



There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street, HALIFAX, N.S.

Board of Trade Building, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY

Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE

STEWART COMPANY

LIMITED

TORONTO

FREIGHTS AND CHARTERS

THE record of dullness for the season has been broken by an unprecedented increase in export freight. This applies particularly to grain. Wheat has not for some time been shipped on a really paying basis. The abundant harvest has not had time yet to reach tidewater, but its actual effect is marked. For instance, for September shipments, shipping men at Montreal are asking 4d to 6d per quarter more than they were getting for August, and it would not be surprising if rates were increased even more.

bad, not only this year, but for several years, and the situation is said to be alarming. A glance at the manifests shows that there has been a fair amount of produce going forward from Montreal. The Allan Line ss. Virginian carried away, in addition to a large general cargo, nearly 14,000 boxes of cheese and close to 3,000 packages of butter. The ss. Milwaukee, for Liverpool, carried 85,000 odd bushels of corn and nearly 20,000 bushels of wheat, all in addition to a very large general cargo, including cheese, flour, lumber and hay. The ss.

On the lakes and rivers, trade is good, and the big Exhibition at Toronto has attracted enough freight to keep whole lines busy.

COMPANIES INCORPORATED.

W. J. Crothers, Limited, Kingston; share capital, $100,000; purpose, to manufacture and sell biscuits and confectionery. The directors are: W. J. Crothers, R. Crawford, S. Birch and W. G. Craig, of Kingston, and G. M. Reid, of London.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1½	†15/	†15/6	15/	15/	16/6	.....	†15/	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	15/6	....	.....	15/6	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	7/6	8/9	7/6	*10c	10/6	10/	15/	11/	7/6	*9c	.....
Rolled Oats, Dog Flour, Flour Middlings, in bags	10/	10/	10/	12/6	16/6	12/6	18/9	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	†15/	....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	... ...	.....	22/6	8/9	12/6	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
" Beans and Peas, in bags	20/	25/	31/6	25/	16/6	.....	....	25/	20/	25/	30/
Apples, Flour and Meal, in barrels	12/6	15/9	15/9	15/	.....	.....	....	17/6	12/6	15/	15/
" and other Green Fruit, in boxes	7/6	10/	10/6	10/	17/6	.....	....	.....	7/6	10/	12/6
" Evaporated, in barrels or boxes.	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
" Prunes and other dried fruit, in boxes	8/9	10/	12/6	10/	.....	. ..	.. ...	17/6	8/9	8/9	12/6
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/	.....	.....	15/	12/6	12/6	15/
	.....	.....	.....	... .	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

Cheese is striking a boom, as prophesied in The Grocer, and to-day the shipping men are receiving at least fifteen per cent. more than they were last season at this time.

Notwithstanding the Russo-Jap war and the peace negotiations, quantities of Russian grain are finding their way to the Old Country, and it is presaged that if Russia keeps on shipping her grain abroad the chances of a local famine are strong.

It is generally stated by knowing ones that the steamship business has been

Dominion took among other things 2,965 packages of meat, 5,510 packages of lard, and 25,180 pieces of deals.

The Oriana for South Africa carried an immense cargo, comprising meat, provisions, lumber, furniture and useful household stuff. A noticeable part of the cargo of this ship for Cape Town was 179 boxes of frozen fowl.

So, notwithstanding the wild cries of bad times, the steamers seem to be carrying cargoes and they seem to be glad to carry them, so all the shipping men say.

Read, Holliday & Sons, Limited, incorporated under the law of the United Kingdom of Great Britain and Ireland, have been granted the right to manufacture and deal in dyes, etc., to the extent of $40,000.

William Farrell, Limited, of Montreal; share capital, $150,000; purpose, to carry on the business of importers and dealers in wines, etc. The directors are: T. Ralph, R. Y. Hunter, J. J. Robson, J. E. Coulin, and H. A. Mackie, all of Montreal.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS: -Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal Que; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The David-on & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. ... Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

A NEW YORK VISITOR TO TORONTO

THE CANADIAN GROCER was favored at the Toronto office with a visit by Col. the Hon. C. R. Banks, the well-known magnate of the New York tea market. The Colonel speaks well of the prospects of the American tea trade. In a conversation with the editor of this paper he said:

"All jobbers in New York report great development in British-grown teas; they are continually gaining in favor, thanks to the way in which the representatives of the old Mother Country have unremittently pushed forward their merits."

He also paid a fitting compliment to the associations interested in the growth of Indian and Ceylon teas; he said "that advertising was practically unknown previous to these associations entering the field; now the tea gardens had become great advertisers and could not do without it; it was the only thing to do, to let everybody know the value of their products. To judicious advertising he attributed the extraordinary progress that had been made, in Ceylon especially; publicity, coupled with their great merit, had placed British-grown teas in advance of the older and once better known growths."

Col. Banks is the American agent of the firm of B. Fischer & Co., New York, one of the largest tea brokers and of world-wide fame.

No Doubt

you can get along without

PERFECTION CREAM SODAS

But you cannot get along without them and be on a par with the "other grocers." Stick close to

Then you will not only win the varied tastes, but hold the people who will "have no other." All people are attached to **Perfection Cream Sodas.** They recognize in them, fine flour, pure butter, rich cream and know they are moist-proof.

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - - Canada.

SPICES

We want your mail orders for same. We will quote following low prices :

Allspice, Whole	8	Ginger, Jamaica	15
" Ground	10	Pepper, Compd	8
Cassia, China	15	" Extra Compd	10
" Batavian	22	" Pure Penang	13
Cloves, Whole	15	" " Singapore	15
" Ground	20	Whole Mix Spice	12
Ginger, Cochin	10	Coriander Seed	7
" Jamaica and Cochin	12	Mustard Seed	6

Remember, the above quotations for mail orders only.

STANDARD SPICE MILLS, - HAMILTON, ONT.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

EXTRA!

BREAKFAST TIME

ORANGE MEAT

CANADIAN HOMES SUPPLIED WITH THE BEST CEREAL.

Kingston, Sept. 1—One of the leading and best informed cereal experts, after experiments, pronounces in strong terms that for clean, wholesome, nutritious and health-making elements **Orange Meat** is unrivalled. This is for good news to the manufacturer the retailer and the consumer,—a triumph for the trio. **Orange Meat** is "Made in Canada," by a scientific process. It is put up in mercerized bags to preserve the freshness.

Orange Meat is a good seller. You know that.

The Frontenac Cereal Co., Limited

KINGSTON, ONT.

Flour and Cereal Foods

PUFFED RICE CEREAL MANUFACTURE.

IN this age of scientific resource, it seems scarcely possible to place a limit to the advanced methods thereby introduced, and the avenues of possibilities opened up. The following article, which recently appeared in the Southern Merchant, will be of interest, as showing the revolution which the introduction of cooking cereals by dry-heat and explosion has made:

"Among current cereal novelties reported, great interest is developing in puffed rice, an entirely new thing in ready-to-eat cereals. The product is said to be selling fast and advancing rapidly in public favor. The marvel is that some such way of transforming plain rice into a luxurious article of diet was not invented long ago.

"The drudgery of cooking rice several hours has checked the consumption of rice in this country for a half century, and sadly interfered with its sale. The sterling qualities of a food of the highest class, however, were always there. Apparently it only remained for an American, by a trifling idea, to change the world's most ancient and loved diet into a modern health food.

"Just three years ago the scientific journals announced a novel method of cooking cereals by dry heat and explosion. A visit to the mills where this novel process is in daily operation shows that dry rice kernels, thoroughly cleaned, are packed into a steel cylinder which is thrust into a furnace and heated to a high temperature.

"After the rice is cooked, the cylinders are withdrawn and locked into a closely-screened cage. The cap is removed from the mouth of each cylinder, and instantaneously, one hundred times quicker than lightning, the natural moisture in the rice grain flashes into a steam explosion expanding each grain ten times, and dashing the ricy berries of milk white out into the cage. The transforming is complete. Puffed rice ready for use in countless forms, lies before the wondering visitor.

"To the sightseer, this fairy-like transformation is absorbing. The furnace contains eight revolving steel air-tight cylinders, and the cooking time is forty minutes. The air in the cylinders expands with the heat and exerts a tremendous pressure, preventing the natural water in the rice from turning into steam.

"Cookery by explosion, truly, a wonderful idea, and one that rendered the process the cynosure of all eyes among the cooking, and cereal exhibits at the St. Louis Exposition, one year ago, this being one of the three exhibits that Prince Ito, the Japanese prince, visited while touring the fair.

"The crowds of visitors never tired of watching the metamorphosis at the exact moment when the rice changes into dainty puffs. The cylinder has been likened into a cannon by the wordy, curious public, and the interest is at boiling point from the moment the steel cannons run on a track into the oven, where they revolve ceaselessly and steady for forty minutes, until the explosion comes.

"Handfuls of delicious flaky product were handed to the curious, and they found that it would melt on the palate. The little party of investigators wander on and view each part of the glistening steel mechanical outfit. No hand touches the rice from start to finish.

"The great interest in the creation of puffed rice undoubtedly centres around its extraordinary finale—cooking by instantaneous explosive flash which robs the rice of its starchy properties and renders it a king of cereal foods.

"Much interest has been shown in the invention by western chemists, who are interested in the food question. The idea will be of incalcuable value to the rice growers of the continent, as it will increase the consumption of the highest qualities of rice several hundred per cent. annually."

FLOUR, GRAIN AND FEED AGENCY

Mr. H. J. Stevens has opened up an office at 126 Board of Trade Building, Montreal, as wholesale commission agent in flour, feed, grain, etc. Mr. Stevens was connected during the past eight years with the Chatham Flour Mills Co., Chatham, Ont. Previous to that time he was in the milling business at Aylmer, Ont. This knowledge and experience is bringing him most satisfactory business, and although only opened up as a commission agent in grains, feed and cereals of all kinds one month in Montreal, his close connection with all the leading bean, feed and oats, etc., dealers in Canada has resulted in extensive trading and sales in Ontario, Quebec and also the Maritime Provinces, over 100 cars having been turned over, disposition being made from Fort William to Halifax. Mr. Stevens has placed several travelers on the road and the encouraging outlook will probably lead to still further extending his representatives.

APPOINTED AGENT.

Wm. H. Dunn has recently been appointed agent for the Province of Quebec (except Quebec City) for Tillsonburg Mills Co., rolled oats, Ralston breakfast food, etc. He has also closed an arrangement with Burgoyne, Burbidges & Co., London, England, to represent them in Canada for confectioners' supplies, essential oils, drugs, chemicals, etc., and will shortly have a consigned stock of the leading lines.

With wheat coming in much faster than was expected, and cutting general in many districts, some uneasiness is expressed among western farmers as to whether sufficient harvesters will be on hand when wanted.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO PROFITS.

"There is a tide in the affairs of men, which, taken at the turn, leads on to fortune."

HOW many times an adage such as this is repeated, with little thought save to apply it to the "other" fellow, who is freely designated a fool for missing a chance everybody else saw but he himself. Steady, now, let's consider a moment, maybe the tide has risen, and is just at the turn in someone else's history.

How about tobacco trade — "your" tobacco trade—possibly you have not given this department the serious thought it deserves—have kept tobacco because you were asked for it and sent your orders forward, more by "rule of thumb" than keen judgment and common sense.

You would not think of treating your tea department in like manner.

The time has arrived when tobacco must be considered as much a staple as tea, coffee or cocoa. Many a man would prefer to go without either of those beverages than his favorite tobacco. It is a luxury of universal use and must be taken count of.

Now consider a moment, every grocer has his regular working expenses; rent must be paid, the rig must be kept going, heating, lighting, and a-hundred-and-one other charges; and all these to keep the store going for its regular staples. Is it not just here where the tobacco sales would come in and help? None of these charges need be increased one cent. Probably every family you now supply has one or more smokers among its number—why can you not then serve them all with tobacco goods, and serve them regularly, instead of occasionally?

Profits on tobacco are good; it is easily handled, it is a trade easily held, and furnishes a regular income, only requiring very ordinary care and attention.

There are three things worth remembering: First, be sure and carry the best goods—that means "good judgment"; second, sell them at the right price—that means "good buying"; third, let the public know it—that means "judicious advertising." Without these you cannot go ahead, with these success is assured. "Taken at the turn leads on to fortune."

THE AMERICAN TOBACCO CROP.

HUSTLE and bustle is the order of the day in most of the American tobacco districts. It is not so very long ago that the cry was going forth for rain, plenty of rain It has come, however, and for several weeks has been doing its welcome work. Farmers have watched their crops steadily advancing to maturity with no little anxiety, and now all is ready for harvesting.

Buyers have been visiting the various districts, viewing the crops and arranging their options on the cut. Views vary as to the condition and prospects of the harvest; in some places it seems to have suffered somewhat from the protracted early drought, but generally it would appear to be of good color, even, and well grown. To the shade grown tobacco the season has been particularly favorable, and if nothing goes wrong with the crop the growers will reap good profit. Every endeavor is being exercised to get the crops in quickly so as to safely harvest them before any storms occur, which have already proved so disastrous in one or two districts.

RAISING TOBACCO FOR EXPORT.

An important change in connection with tobacco growing in Italy is contemplated, and if carried out will create a considerable opening for capital and enterprise. A British official states in a report on the Province of Lecce that a few years ago the tobacco department conceded to certain firms the privilege of growing, drying and packing Oriental qualities of tobacco for export in given areas near Tricase; the consequence was the immediate formation of groups of land owners who petitioned the government to be allowed to do the same, not only for export but also for home consumption. These groups are now numerous.

TOBACCO WEATHER REPORT.

"Too much rain and a lack of sunshine have proved unfavorable to tobacco in Maryland, Virginia and Kentucky; elsewhere this crop has advanced satisfactorily."

The following extracts are taken from the telegraphic report of the correspondents in the different states on the condition of the tobacco crop:

New England—Tobacco very good; cutting well advanced.

New York—Tobacco doing well.

Pennsylvania—Tobacco thrifty and well advanced.

Maryland and Delaware—Much of tobacco on sand soil very poor that on farm land a short yield.

Virginia—Tobacco improving slowly, but needs sunshine and dry weather.

North Carolina—Tobacco all cured in east. Some report firing and some rotting.

South Carolina—Tobacco curing nearly finished.

Tennessee—Tobacco generally good, with but few worms; early crop ripening.

Kentucky—Early tobacco topped; late, improved by arms; complaint of

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CIGAR-SELLING

beats tobacco-selling all to pieces—that is, so far as profits are concerned. And there are Safe Cigars, just as there are Safe Tobaccos.

Our Pebble and Pharaoh

(5-Center) (10-Center)

are safe every way. Smokers want them, and they are returnable if not sold.

YOUR CIGAR BUSINESS IS WELL PLACED IF IT IS WITH US

J. BRUCE PAYNE, Limited, Mnfrs., Granby, Que.

Good Old T. & B.

Tobaccos have come and gone. **T. & B. stays.** Some grocers have been brought to selling **T. & B.** through smokers asking for it. Other grocers have worked up a big trade through advertising **T. & B.** in their local papers and by tastily displaying their stock. No end to what you can do with a good article like **T. & B.** Half your customers are smokers. Enrol them as **T. & B.** buyers. It is not hard to do.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

too much moisture in central and western counties; worms increasing.

Ohio—Tobacco being topped; condition good.

Wisconsin—Tobacco damaged by hail locally.

A TOBACCO PATCH EXPERIMENT.

THE following interesting experiment from the U. S. Tobacco Journal, in the growing of tobacco, is taken and is particularly of interest as showing what can be accomplished when a man is in right down earnest in his ideas:

Within a stone's throw of the district Government building, Washington, D.C., the unusual spectacle of tobacco in its growing state is presented to passers-by. Only a few doors from the district building there is a cigar store run by Notley J. Dutton, and there one may see tobacco in all of its stages, from the green plant to the boxed-up product ready for sale. Mr. Dutton is an old resident tobacco manufacturer and has a number of pots filled with growing tobacco in front of his place of business. He takes the greatest interest in the growth of the weed, and this, it may be said, is his pet hobby. Everyone stops to inquire how the crop is getting along. There are several lawyers, habitual smokers, with offices near Mr. Dutton's store, who never fail to stop and inquire as to the growth of the tobacco.

Years ago, the now enthusiastic botanist was a large manufacturer of tobacco in Baltimore, and as he was in the business for some time prior to that he learned to tell one kind of tobacco from another merely by the smell. About nine years ago he left his business in Baltimore and came to this city, where he started the cigar store of which he is now the proprietor. A few years ago as the result of an argument he had with a friend as to whether Havana tobacco was better than our domestic product, he sought to settle the dispute in a manner not to be questioned, and obtained seed from Havana and Virginia and planted them in his backyard. When the sprouts came up he transplanted them into large pots, which he keeps in front of his store. The first year he made a fairly good crop, and became so interested in the growth of the weed, that last year he again grew a crop. Last year's growth turned out even more successful than that of the preceding one, and this year he planted again.

In front of his store Mr. Dutton has three large pots of Veulta Havana tobacco, growing, and three pots filled with ordinary domestic Virginia tobacco. These plants are growing very nicely and promise well. Mr. Dutton says he has not found anything more interesting than the study of the growth of tobacco. It is his opinion that while Havana tobacco is the best for cigars, there is none to surpass the famous Virginia Gravely chewing and smoking tobacco. It is Mr. Dutton's intention to have a crop of Sumatra tobacco on hand for study next year.

STORM DAMAGED TOBACCO CROPS.

A recent report to hand tells of an electric storm which burst over the Hartford and New Haven, Conn., tobacco fields, and in one district did considerable damage. Fortunately, it was not sufficiently general to reach the more extensive fields or the loss must have been enormous, as it is, however, damage to tobacco plants alone is estimated at fifty thousand dollars.

Heavy damage was done to the tobacco crop of the Miami Valley by the recent severe rain and hail storms. It is estimated that the loss in German Township will amount to $100,000.

The sections around Union and Englewood, too, suffered considerably, the stalks of the plants in many cases being entirely stripped of their leaves. The loss is felt keenly by farmers who were confident that the crop would have been the best ever turned into the warehouse from the Miami Valley.

BOLIVIAN CIGARETTES.

The British Vice-Consul at Sucre, Bolivia, has reported to his Government that the city has one cigarette factory which manufactures on an average 1,000 hundred weight of tobacco annually, making first-class cigarettes at two pence per packet of 24. These are sent all over the country, and small quantities as far as Chile and Peru. The whole plant is driven by oil motors, which work at the same time a flour roller mill.

THE TOBACCO PLANT.

From a small seed, one of the smallest known, the tobacco plant grows to be often considerably taller than an average man, with leaves twenty to thirty inches long, and more than a foot in width. Remarkable to note, on one plant will be found upwards of half a million seeds.

PROTECTING TRADE-MARK.

An injunction has been granted by Justice Magee restricting Coulthard & Walsh from using the trade mark "Lord Nelson" in reference to cigars manufactured by them.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

SEE, THEN BELIEVE!

Send your order along with cash for a sample hundred of

KING BUFFALO CIGARS

Don't mind about express charges. We will attend to that part of the bargain. If you don't see value in the purchase, even at the low price of $35 00 per m., we will esteem it a favor if you never order again. Send for the sample hundred to-day.

CANADA CIGAR CO., Makers, LONDON, ONT.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 31, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " ..... 0 [illegible]
" 12, in 6 " 0 70
" 3, in 4 " ..... [illegible]
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ¼ " " ..... 11 [illegible]

W. H. GILLARD & CO.
Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
¼ doz.	10c.	$0 85
½ doz.	5-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	5-lb.	10 50
4 doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case..... $0 40
" 4 " " 0 75
" 3 " " 1 25
" 2 " " 2 25

OCEAN MILLS. Per doz.
Ocean Baking Powder, ½ lb., 4 doz.... $0 45
" " " ½ lb., 5 doz.... 0 90
" " " 1 lb., 3 doz.... 1 25
" Borax, ¼ lb. packages, 4 doz.... 0 40
Cornstarch, 40 pks. in a case 0 78
Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.
1-lb. tins, 4 doz. in box. $2 25
½-lb. tins, 4 doz. in box..... 1 25
¼-lb. tins, 4 doz. in box..... 0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins $3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
"Beaver" brand, 24 16 pks..... 4 80

EAGLE BAKING POWDER

Per doz.
Cases of 48-5c. tins $0 45
" 48-10c. tins 0 75
" 24-25c. tins 2 25
" 48-25c. tins 2 25

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ¼ gross box..... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

Per gross
6a size.....$2 40
2a size 2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

Per do
Cases of 5-doz. 5c. packages $0 45
" 5-doz. 10c. " 0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Hygienic, 1-lb. tins .....per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ¼-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, doz..... 2 55

Chocolate— per lb.
Queen's Dessert, ¼'s and ½'s..... $0 40
" 6's..... 0 42
Mexican Vanilla, ¼'s and ½'s..... 0 35
Royal Navy Rock, " " 0 30
Diamond, " " 0 25
" 8's 0 28

Icings for cake— Per doz.
Chocolate, pink, lemon color, 1lbs....$1.75
Orange, white and almond, ½-lbs.... 1.00

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE to include this in your FALL ORDER FOR PEEL from your jobber.

AGENTS
ROSE & LAFLAMME
MONTREAL and TORONTO

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.50

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

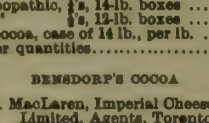
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$	.90
½ " " 4 " "	"		2.40
¼ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.	
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80

"Sun" brand, 25 and 50 lb. tins—

Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 33
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	11 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

The grocery store that shows

Benson's "Prepared Corn"

sells the most perfect culinary starch made.

Edwardsburg "Silver Gloss" Starch

is an indispensible line for every grocer and general merchant. Its sale is always satisfactory.

For Sale by All Jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06½
7 and 14-lb. wood pails	per lb.	0 06½
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case.	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06½
30-lb. wood pails	"	0 06½
Home Made Jams—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

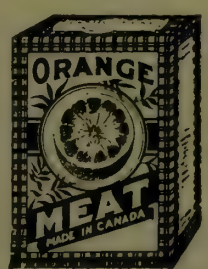
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins	per doz. $1 40
"	½-lb. tins	" 2 50
"	1-lb. tins	" 5 00
Durham	4-lb. jar	per jar. 0 75
"	1-lb. jar	" 0 25
F. D.,	½-lb. tins	per doz. 0 85
"	½-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins	per lb. $ 0 35
	¼-lb. tins	" 0 35
	1-lb. tins	" 0 32½
	4-lb. jars	per jar 1 20
	1-lb. jars	" 0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins	per lb. 0 25
	¼-lb. tins	" 0 23
	1-lb. tins	" 0 22½
	4-lb. jars	per jar 0 70
	1-lb. jars	" 0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. $ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 06½
Golden shred marmalade, 2 doz. case, per doz.	75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. $ 2 80
Corked " "	" 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

Bee" br	nd, 8 oz., cases, 120 pkgs.	
" "	10 oz., cases, 96 pkgs.	case
" "	16 oz., cases, 60 pkgs.	$3 00

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Bee" brand starch—

laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

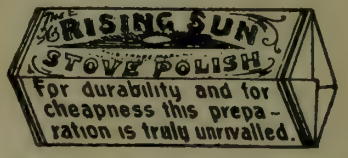
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

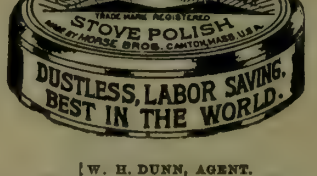
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 dz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

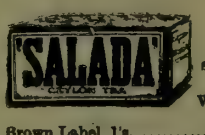
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

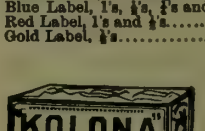
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

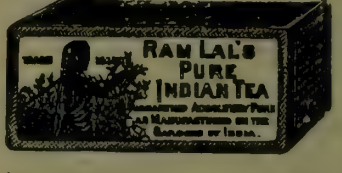
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

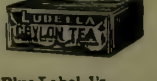


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
MD AAA Japan, 40 lb " at	0 30
" AA " 40 " "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

MD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria doz. 5c.	1 00
" " 3 doz. 10c.	1 00

NO STANDING OVER

THE FIRE WITH

IVORINE

COLD-WATER

STARCH

It's simply prepared with cold water. That in itself is reason enough why you should carry a supply, and the price **$2.50** per case of 40 pkgs!
Your jobber has IVORINE.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.

THE DIFFERENCE

There is nothing marvelous in our manufacturing

GOLDEN RUSSET VINEGAR

Any other maker could turn out a fruit vinegar as good if he spent the money and had the process. It is cheaper and easier to manufacture acid vinegars because flavorings and colorings are used in an attempt to correct imperfect manufacture, whereas in pure fruit vinegar—**Golden Russet Vinegar**—nothing but the natural fruit acid of the best apples is used. Sold in three strengths at prices proportionate.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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For Retailing
By JOHN H. BLAKE

PART I.
The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.
How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

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We make them in all shapes and sizes. We have

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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AUG. 26 to SEPT. 11 1905.

Our lines for Fall and Christmas Trade in every department are now complete and as arranged in our splendid sample rooms make a most attractive and interesting display, to view which you are cordially invited.

We have an exhibit of cut glass (our own manufacture) at the Fair.

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16 FRONT ST. EAST (Two or three doors East of Board of Trade Building.)

TORONTO

"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C & B

STANDARD PEELS

LEMON CITRON ORANGE MIXED

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

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CIRCULATES EVERYWHERE IN CANADA

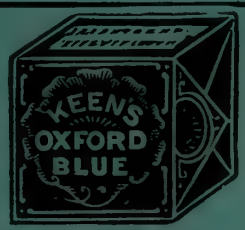
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, SEPTEMBER 8, 1905. NO. 36.

Keen's Oxford Blue



Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

are regular in quality

NO BAD BATCHES

USERS ALWAYS SATISFIED

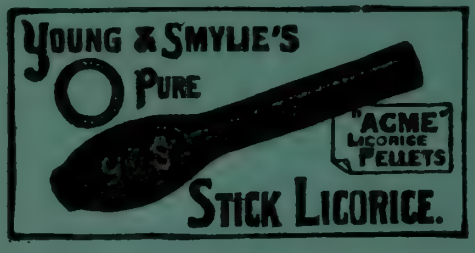
NO DANGER IN RECOMMENDING "CHRISTIE'S"

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

AS PURE AS PURITY
Peacock Brand
BULK
MINCE MEAT

We make it ourselves. It's good.

Grocers everywhere carry our ***Mince Meat.*** So should you. Place your orders now for future delivery. We will fill them at the right price.

THE BATES MFG. CO., LIMITED

9-11 Francis St., TORONTO.

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These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

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THE BEST THAT MONEY CAN BUY

is none too good for Canadians.

"TYNE" Brand

Scotch Herring

are the best that can be packed.

Packed by specialists.
Finest quality only.

NOTE.—Specify the brand when ordering.

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"EXCELSIOR" PICKLES

Sound pickles perfectly packed in bottles with very showy labels. Preserved in genuine Malt Vinegar which is brewed by the Messrs. Hannah themselves. Pickles of high quality at a low price.

Pickles that sell and continue to sell!

Sold by leading wholesalers.

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CANDIED PEELS

and

Drained Peels

These are prepared from the Finest Selected Whole Fruits, and NOT from imported Fruit Skins from which the Essential Oil has been extracted.

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Sole Agents

Montreal. Toronto.

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We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
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CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Grocery Brokers and Agents.
Established 1865

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When you want Independent prices for Canned Goods, phone, wire or write us, as we have some of the best brands in Canada to offer.

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Reference—Bank of Hamilton

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BONDED AND FREE. FORWARDING AGENTS.
Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of Btitish Columbia
Consign your cars to us.
Correspondence invited.
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Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
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Highest References. Correspondence Solicited.

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WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***
Members Western Wholesale Brokers' Association,

CANNED SALMON
1905 PACK
Wire or write us for prices:
Fraser River Sockeye
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Cohoes
Humpbacks
Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
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ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT?

It is not too early to think about your Fall supply.
We will be glad to hear from you in reference to it.

VERRET, STEWART & CO.,
MONTREAL

THE PICKLING SEASON

Turns the thoughts toward what to "put up" and brings up the vexing Vinegar problem. There is nothing perhaps regarding which the customer must rely so implicitly on the merchant as the purchase of vinegar. A dealer can secure and hold confidence by recommending

HEINZ WHITE PICKLING VINEGAR

It is distilled from sound grain, and is, therefore, entirely free from the solid particles of vegetable matter which start fermentation in fruit vinegars. This, coupled with the fact that it has the right strength, makes it

BEST FOR PICKLING PURPOSES.

Anything That's HEINZ Is Safe To Buy.

H. J. HEINZ CO.,
Pittsburgh, U.S.A.

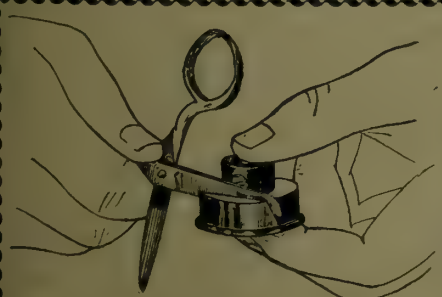
High Ideals in Pickle Manufacture

Only by setting a high standard and staying loyally by it has it been possible to attain and maintain the success reached by

STERLING
BRAND
PICKLES

Made in Canada by

The T. A. LYTLE CO., Limited
124-128 Richmond St. Toronto, Can.



Rose Automatic Scissors Grinder.

ROSE AUTOMATIC GRINDERS

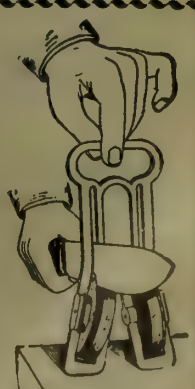
The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

The Ontario Supply Co., Owen Sound, Ont.



Rose Automatic Knife Grinder, No. 5.

Watch JAPAN TEAS,

study them in the interests of your customers as well as your own.

A drinker of **JAPAN TEAS** is not easily turned away from their use—for the simple reason that they are the **purest, cleanest, healthiest** and **most invigorating** teas made.

WATCH AND BUY

JAPAN TEAS

"It's the merit of the goods that finally wins business."

And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.

Flett's

PICKLE WISDOM

When the fox said the grapes were sour he fooled no one.

You have the satisfaction of knowing that when you say "Flett's Pickles are the best," you are fooling no one.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

W. P. KAUFMANN

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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE., WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

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Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

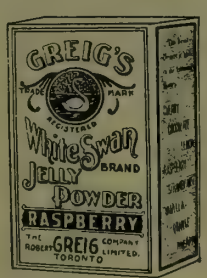
No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,
153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.



GREIG'S

WHITE SWAN

Jelly Powders

All true fruit flavors—High-grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED
White Swan Mills, TORONTO

Around the Globe

CEYLON TEAS are globe-trotters. Where there are people there are **CEYLON TEAS.** Those who drink them know "why." Those who sell them know "why." There is not a grocer in this country who wouldn't bank on

Ceylon Teas

for the next twenty-five years—absolutely sure they are going to stay. Take your own business. How many years have you been with **CEYLON TEAS?** Have to count the fingers on both hands? Look over your order book, too. See how your sales have kept pace with the years. While **CEYLON TEAS** have been capturing the world's trade, they have been increasing in your store. Good sign this, shows you are a hustler, know what to hustle for—Teas with a long lease of life. Keep up the Ceylon acquaintanceship. No foot-in-the-coffin-teas for you.

Red Feather Tea

Interest in this line has grown immensely of late, and publicity given at Toronto Exhibition will stimulate demand.

Black, Green or Mixed, 1-lb. and 1-2 lb. packages.

JOHN SLOAN & CO.

TORONTO BELLEVILLE

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn A1 — Premier and Standard Shipping

Announcement

We beg to announce to the Grocers of Canada that owing to the rapid increase of our business and the large and increasing demand for Walker Bin Fixtures we have found it necessary to add to our factory facilities and have purchased a larger and better equipped plant in the Town of Berlin, where, with the most modern machinery, experienced workmen and every facility necessary to our special line of manufacture, we will be able to give more prompt attention than heretofore to all orders for Modern Grocery Store Fixtures.

Write for illustrated booklet of Walker Bins.

The Walker Pivoted Bin and Store Fixture Co.

Head Office: 516 Board of Trade, TORONTO, ONTARIO

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

In the Lead

YORK

Metal Polish for bicycles, fire-arms, candlesticks, door plates, etc. Liquid or paste. Quick, clean, brilliant. 10c. and up-wards.

Sample Free.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO

A Test

Will you try an order of

SYRUP OF MALT
(A Cough Cure)
or
EXTRACT OF MALT
(A Tonic)

and see for yourself?

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar makes delicious pickles and delightful salads.

Purnell's Sauces and Pickles are on top for quality.

PURNELL, WEBB & CO., Limited, - Bristol, England.

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S. Side Queen Square
St. John, N.B.—Robert Jardine.
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block
Halifax, N.S.—E. St. G. Tucker, 1 Bedford Row
Toronto, Ont.—J. Westren, 630 Ontario Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.
Hamilton, Ont.—Bickle & Greening

General Groceries, Provisions Spices, Teas, Coffees, Etc.

STATIONERY DEPARTMENT

We carry one of the best assorted stocks in school supplies, such as Scribblers, Exercise Books, Pencils, Pens, School Bags, Pencil Boxes. It will pay the general store-keeper to buy these articles from us. They need not order in large quantity, our prices are low, no heavy expense to carry the line.

SMALLWARES

of all kinds, we are always adding new lines, and prices lead. We import them all from manufacturers direct.

PATENT MEDICINES

all well known preparations at lowest prices.

We Are Reliable

S. J. MAJOR, LIMITED

Wholesale Grocers and Wine Merchants, - OTTAWA

P.S. - We take produce at current prices in exchange.

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

One Sale Missed

May Mean One Customer Dismissed

Mathieu's

NERVINE POWDERS

are just as much a specific for Headaches and all other Nerve pains as bread is a specific for hunger. They are largely advertised, contain the greatest number of powders in each 25c. package, and the greatest amount of cure in each powder. We will be glad to send you a sample package to try among your own family frends.

With the approach of Fall do not fail to complete your stock of

Mathieu's Syrup of Tar and Cod Liver Oil

Colds and Chills appear suddenly, Mathieu's Syrup will disappear from your shelves just as quickly.

J. L. MATHIEU CO., Limited

Proprietors

Sherbrooke, Quebec

A "SOAP" SNAP

200 Boxes White Castile and Oatmeal Soap—Twin Cakes.

The Famous "Crown" Brand Quality Unexcelled.

SPECIAL PRICES TO CLEAR.

Warren Bros. & Co.

35-37 Front St. East

Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

CANADA'S OPPORTUNITIES IN GREAT BRITAIN AND FRANCE

ONE thing that impressed me a great deal while in Great Britain with the Canadian Manufacturers' Association was the unique position that Canada at present occupies in both Great Britain and France. To both countries Canada is attached by the ties of kindredship. In Great Britain they refer to Canadians as brothers; in France as confreres. Great Britain welcomed us with open arms, and entertained us for about four weeks in a most lavish manner. In France our official visit was confined to four or five days. The possibilities of entertainment were, in consequence, more limited than in England.. But

President George on deck.

the welcome was none the less cordial. During the four or five days they provided all the entertainment and pleasure that we were capable of digesting. And running through the public and private remarks of business and public men of France with whom we were brought in contact were sentiments warmer and deeper thon we dreamed of. In Great Britain sympathy toward Canada is based on what we are politically in relation to the Motherland; in France on what Canada once was politically in relation to that country. Then on the top of it all is the entente cordiale between Great Britain and France.

Naturally, in view of the sentimental relationship between Canada and Great Britain and France, the conditions are happy for the extension of trade between

In this group will be seen Messrs. T. H. Estabrooks and R. D. Emmerson, St. John, N.B., Mr. H. P. Allen, London, Ont., J. W. Scott, Mount Forest, and P. Clarkson, Montreal

these two countries and the Dominion. Wherever we went in Great Britain or in France evidences of an interest in Canadian trade matters were to be seen. Naturally, their first thought was Canada as a customer; but there was also expressed a pronounced desire to purchase Canadian products.

* * *

Travel the wide world over and I do not believe there is any country in the world whose prospects for increased

In this group can be seen Messrs. J. P. Steedman and G. W. Sweet, Hamilton, E. J. Davis, Toronto, C. D. McAlpine, Halifax. Mr. W. W. Thompson, London, is showing his back.

trade with other countries are as bright as those of Canada with Great Britain and France. In other words Canada is in the position of having customers abroad who are actually desirous of giving her products a preference as long as quality and price — and particularly quality—are right.

* * *

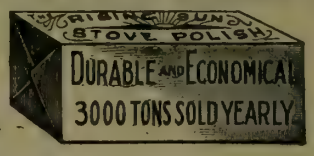
Under these circumstances it is obviously the fault of Canadians themselves if the opportunity offered is not grasped. It is true our export trade with what might be termed Canada's two mother countries has grown rapidly during the last ten years, that with Great Britain showing an increase of over 70 per cent. and that with France about 90 per cent.; but the difference between what these countries buy and what we can sell them is very great. What we supply is merely a "drop in the bucket."

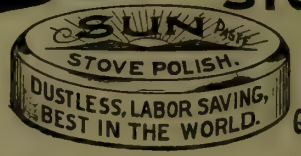
Messrs. Allan and E. J. Davis, Toronto, and R. D. Macdonald, London.

Canadians are by no means unaggressive; but it dawned upon most of us while abroad that there was room for more aggressiveness. The field is there. What it wants is cultivation. The quality of the merchandise we send across the ocean is not always as uniform as the tastes of the people demand, and particularly those of the British people. Possibly there are some who may be inclined to pooh-pooh this idea. But seeing is believing. And some of us saw and believed. Then there must be promptness in filling orders and in answering correspondence. There is sometimes good and sufficient reason for not being able to promptly fill orders; but there is

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE.





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

no excuse for neglect in answering correspondence. It causes irritation, and irritation is not good for business. We often hear complaints on this side of the Atlantic in regard to the disinclination of manufacturer in Great Britain to adapt themselves to the requirements of the Canadian market. One of the complaints of importers in Great Britain against some of the manufacturers in Canada is of a similar character. I know of the representative in London of one large Canadian concern who is taking a trip to Canada nearly altogether for the purpose of trying to instruct his principals in ways and means of meeting the requirements of the British trade. Another has but recently returned to Great Britain from a similar mission. If those in Canada who are unconcerned about such matters were conscious of the concern a great many people in Great Britain have who wish to see the development of trade between the Mother Country and her colonies, they would awake to their duty in the matter.

* * *

One of the first things Canadians should do who desire to do business with Great Britain, or who are ambitious to do more with that country than they are now doing, is to make a journey there. Get into touch with the men with whom they want to do business, listen to their suggestions and learn from personal contact and observation what the actual requirements of the market are. It is only by this way they can become cognizant of the actual situation. They can never learn by correspondence or through other persons. They must see and learn for themselves; and it is the easiest and cheapest way in the long run. Their ways are not our ways any more than ours are theirs. And with customers so promising it is folly indeed not to learn how we can best please them.

BUSINESS NOTES.

J. S. IRELAND, Mount Forest, Ont., is expecting to make considerable change in his store. When completed it will probably be one of the best equipped stores in the district.

A new flour mill is under construction at Langham, Sask.

The flour mill of J. P. McDougall at Maxville, Ont., has been burned.

Walkers' Pure Candy Co. have been registered as confectioners, Montreal.

A new flour mill is being built at Melfort, Sask., by Turner & McMichael.

A. Ramsay & Co., general merchant, Birnie, has advertised business for sale.

E. W. Clarke & Sons, produce and fish merchants, Ottawa, are offering business for sale.

Prince Bros., general merchants, Battleford, are opening a branch at North Battleford.

The Estavan Grain Company of Estavan, Man., is building a 30,000-bushel elevator at Bimfait.

Pickel & Johnston, general merchants, Battleford, are opening a branch store at North Battleford.

The Melita Roller Mills Co. of Melita, Man., is overhauling its mill and adding a new bolting system.

The Goldie Milling Company has just completed a private trunk 'phone line from Galt, Ont., to Ayr.

Furtney & Oliver of Flesherton, Ont., have leased the grain elevator of F. A. Metcalf at Burford, Ont.

A new flour mill and grain elevator will be built at Vonda, N.W.T., by Jas. Mack of Prince Albert, N.W.T.

The Alberta Milling Co., Ltd., has placed its contract for a new flour mill and elevator at Edmonton, N.W.T.

The bakery of Wm. McGaughey, grocer and baker, Pembroke, was slightly damaged by fire. He carried no insurance.

R. Lennarchand has opened a new store in Deggendorfer block, Edmonton, for the sale of fruits and confectionery.

The Royal Flour Mills Co. has begun work on the construction of its large flour mill at River la Seine, St. Boniface, Man.

The directors of the Sayre & Waverly Milling Co. of Sayre, Pa., at a recent meeting decided to build a large flour mill at Sayre.

The Griswold Milling Co., Ltd., of Griswold, Man., are building another elevator of 65,000 bushels' capacity in connection with their mill.

A new flour mill will be erected at Red Deer, Alta., by the Hall-McNabb Co. Its estimated cost is $40,000. The town gave a loan of $10,000, exemption from taxes for ten years and a free site.

S. P. Hodgson, of Swan Lake, Man., has placed a contract with the Willford Manufacturing Co. for a 100-barrel flour mill and 30,000-bushel grain elevator.

A party of grain buyers and financial men of Winnipeg, Man., left that city recently on a special train for a trip looking over the Northwestern wheat fields.

Jos. Kidd's flour mills at Prince Albert, N.W.T., were destroyed by fire on August 20. The loss, which is estimated at $25,000, was insured for only $15,000.

J. M. Robb has started work on his new flour mill at Boissevain, Man. It will have a capacity of 250 barrels daily, an increase of 100 barrels over the old mill.

J. P. MacDougall's grist mill at Maxville, 40 miles southeast of Ottawa, was destroyed by fire. The loss is estimated at about $5,000, with $3,000 of insurance.

Marshall Green & Co., Orangeville, are moving into their new premises. It is an imposing building of three stories and will be conducted as a combined grocery and dry goods store.

The Ninga Milling Co., of Ninga, Man., has filed articles of incorporation with a capital stock of $35,000. The incorporators are J. D. Fisher, S. M. McKinley and G. T. Robinson.

The Sarnia Cereal Company of Sarnia, Ont., has been incorporated with a capital stock of $20,000. The provisional directors include Peter Clark and W. H. Hill of Sarnia and G. S. Podger of Toronto.

Two new elevators will be built at Wetaskiwin, Man., this fall. One will be built by the Western Milling Co., Ltd., and one by the Alberta Pacific Elevator Co. This will make six large elevators for the town.

The Anchor Cereal Co. of Winnipeg, Man., has been incorporated with a capital stock of $150,000 to manufacture cereals, etc. The directors include Malcolm Leitch and A. J. Leitch of Oak Lake and F. E. Hatch of Winnipeg.

The Frontenac Cereal Co., Ltd., of Kingston, Ont., have erected a new mill adjoining their original plant, which will be used exclusively for the manufacture of their cereal food, "Orange Meat." The new mill, which has four stories and basement, will enable the company to

WATER GLASS

The new *Egg Preserver* is put up in tins—the contents dissolved in one gallon of water is sufficient to preserve 120 Eggs. Our price is $12 00 per gross. Try a quarter-gross We know the eggs will keep good all year round if packed fresh, having tested same last year.

LUCAS, STEELE & BRISTOL, HAMILTON.

New Arrivals . . .

King Oscar Sardines ½'s
" " " ¼'s **in Tomato**
Bjelland's Fish Balls
" **Fillet of Herring in Oil**
Kipperines in Tins

All fine goods, attractive packages and quick profit-paying lines.
Our travellers have samples and prices.

JAMES TURNER & CO.
HAMILTON, ONT.

MINTO BROS.,

Telephone Main 353
F. J. WHITE,
Manager

DIRECT TEA IMPORTERS AND BLENDERS

Thirty years successful wholesaling and thirty years of continually pleasing the people is our record. We are still going ahead—branching out and making new customers and friends. We thank the many who favored us with a visit and orders during the Exposition, and to those who were unable to get to Toronto we should be glad to submit you samples by mail for your decision. Close buying enables us at all times to give our customers the benefit.

Write us for your wants

Warehouse and Salesrooms: 55 Front St. East, TORONTO, CANADA

C. & B. CANDIED PEELS

Lemon, Orange, Citron, Mixed

7-lb. Boxes

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

FALL IMPORTATIONS

To Arrive About October 15th

Roquefort (Societe)

	Per lb.
Per Fardeau, (four cases)	$0.27
Per case (12 cheese)	.28
Per ½ case, (6 ")	.29
Per cheese,	.31

Gorgonzola

Per cheese	.22

Gruyere (Swiss)

Per tub, (4 cheese, 150 lbs. each)	.22
Per cheese	.23
Cuts (less than one cheese)	.24

Edam

	Per case
Per case, 12 cheese in foil, (about 4 lbs)	$9 00

Pineapple

Seven cheese in case,	4.00

Camembert

Per dozen,	3.00

Limburger

	Per lb.
Imported,	$0 17

English Stilton

Six in case,	.27
Per cheese,	.28

Cream Cheese

	Per box
"Eagle" Brand (12 in box)	$2.30

Neufchatel

"Crown" Brand, (25 in box)	$1 00

Oka

	Per lb.
Per cheese,	.25

Also a choice selection of Canadian Cheddars, Flats and Stiltons, white and colored.

ORDER NOW

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

IMPORTERS AND EXPORTERS OF

Foreign and Domestic Cheese

26 Front Street East

TORONTO.

manufacture more flour, cornmeal, etc., in the old plant.

The town of Kenora, Ont., has secured a lease from the Ontario Government, of the east channel of the Winnipeg river. Arrangements will now probably be made with the Maple Leaf Flour Mill Company for the erection of a large flour mill there.

Ault Bros. of Aultsville, Ont., have filed articles of incorporation, with a capital stock of $40,000. They have taken over the business of I. R. Ault & Sons, millers, at that place. The incorporators are C. S. Ault and A. E. Ault of Aultsville, A. W. Ault of Ottawa and others.

FOOD ADULTERATION.

ARTEMUS WARD sends the following sensible letter on the subject of "Food Adulteration" to an American contemporary :

"In my opinion all pure food legislation menaces the retail grocer. The common law should be sufficient protection in cases of any injury arising from adulteration.

"Special protection may be necessary in the case of milk, but even there the rapidly increasing information on the part of even the poorest people largely offsets this necessity. The specific gravity tests sometimes produce ridiculous results when the large yield of a Holstein cow falls below the test, although it is absolutely pure, and when the family physician practically always insists that the pure milk should be reduced in strength to help the infant's digestion.

"I say that all pure food legislation menaces the retail dealer. He is absolutely a middleman, in nine out of ten cases unaware of the real character of the mixtures which he sells, and yet no matter how a pure food law may be framed its annoyance will surely fall on the retailer's head.

"There may be, there doubtless are, frauds committed in the matter of adulteration, but they are as nothing to the fraudulent intent which creeps into every pure food bill. The axes that are ground in this connection would supply an immense lumber camp.

"Modern food must be mixed, and by far the greater part of it is improved by the mixture. The farmer colors his butter to please the consumer's eye, and then roars that any article colored to imitate butter is a fraud. Chocolate is said to be adulterated by people who think it grows on trees wrapped in blue paper with yellow labels. The most delicious of our foods from the malted breakfast cereals to Huyler's candies, are judicious mixtures, and are yet susceptible to the nosing interference of inspectors and others under the proposed pure food laws.

"A law against poisonous adulterations might be an advantage, but I believe the common law will cover that, and years of experience with the question has shown me that if the farmer's opposition to oleo-margarine was left out of the discussion, and the envy of a few rival manufacturers ignored, and the terrible ahulterations discovered in pepper, mustard, and other spices were eliminated, the scarecrow of food adulteration would not amount to two sticks.

"The manufacturer's self-interest prevents him from using dangerous adulterants, and if he cheapens his products by some simple healthful process, it is the public that is to blame for cheap things."

TEA AS A TRADE HOLDER.

TO young grocery clerks, who are apt to think that any fellow can run a grocery store, and that the day for studying "points" is passed, the following twelve "pointers" may be of interest. The trade is getting aroused to the importance of technical education. Food products are being compounded on the latest lines of science, and the man who wishes to handle them successfully must be equal to them in full acquaintance and knowledge. To begin with tea is an excellent idea. Tea is the grocer's staple ; it is also the most popular beverage of the age, and perhaps the least understood.

In connection with the recent grocery exhibition given by the South Wales Grocery Associations, S. R. Cuthbertson was awarded a gold medal for the best points on "How to Retain Tea Trade," as follows :

Study tea ; really become a tea specialist, and then advertise this for all it's worth.

Leave no doubt that you have as good value to offer the public as any of your competitors, and better than the majority.

Taste at regular intervals some of the leading blends.

Make a leading line at a price suitable for your particular district and push it.

Consider ultimate profit first and immediate profit afterwards, recognizing that a big percentage of profit on cost

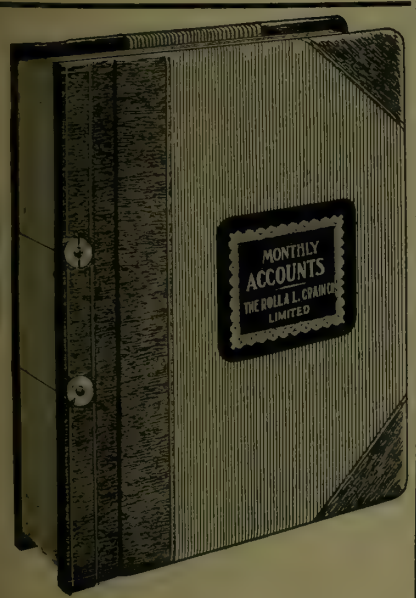
When visiting the City, we cordially invite you to make your downtown headquarters at

36 YONGE STREET

Our staff and services are at your disposal.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



Monthly Account System for Retail Trade

In answer to our inquiry from one of the largest departmental stores in Montreal, who are using this system, this is their answer, viz :

"Briefly, we find the Loose-Leaf System of handling accounts a very satisfactory one. We have seven Ledgers containing about 5,000 running accounts, and a large number of pettys."

Ellis Bros, grocers, of Ottawa, write as follows :

"We have been using your Monthly Account System in our grocery business for the past four years. It has given the utmost satisfaction and is away ahead of the old-time system. Its greatest feature is in always having accounts ready for rendering.

"We heartily recommend it to any concern wishing to be up-to-date.

"ELLIS BROS."

WRITE FOR PARTICULARS.

The Rolla L. Crain Co.
Limited
Ottawa, Canada

BRANCH OFFICES:
Toronto, Montreal, Winnipeg

per pound won't do in these days of keen competition.

Sample regularly any customer whose tea orders you don't get ; persistently with varied blends if a competitor has pleased their taste and you have not.

Advertise, judiciously, originally, and systematically. Make your local newspaper advertisement unique in style. For circularizing scorn cheap paper and indifferent printing.

Don't be contented with a stationary output ; find out the reason it don't increase ; remove the cause.

Store with care, display in a noticeable manner in shop ; use attractive wrappers.

Compare frequently your own blends with neighboring competitors, especially those of the big companies. Don't sell a tea inferior to theirs.

Secure advantage gained in paying cash for all teas bought.

Stock the best known of proprietary teas, but see that your own teas are the best value, and don't be too modest in proclaiming this fact—be sure it is a fact. If, however, you see a customer has a prejudice and will have a particular pack, let her have it ; if you don't someone else will. Always show a few packets of tea in window ticketed, now and again put a tea window in. Occasionally exhibit prominently a really high-class tea at a good high figure.

PRESERVED MILK.

After several years of practical experimenting and testing, a Scandinavian specialist has succeeded (writes a correspondent) in perfecting a new process for transforming milk into an absolutely soluble powder, which retains not only the ingredients of fresh milk (excepting the water), but also its taste and appearance. It would really seem as if this difficult problem had at last been satisfactorily solved, which assertion is borne out by the fact that the navy of the country in question has given the small factory where some experiments have been carried on, and where rational manufacture has taken place on a small scale for some time, several repeat orders absorbing the whole output. After two years' keeping the milk powder retains its solubility and fresh taste; nor does storage in a comparatively high temperature seem to interfere with its good qualities. The powder, which is absolutely free from any preserving substance, is patented all over the world.

UPTON'S

ORANGE MARMALADE

is the old reliable brand. Many have imitated but none have equalled Upton's.

Pickling Spice Quality

depends (1st) on the use of the best clean whole spices.
(2nd) on the proper proportion of each spice to bring out the best results.
S. H. & A. S. Ewing's "**PRINCE OF WALES**" Brand exemplifies these qualities and is put up in attractive open-face cartons, by the reliable firm,

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

THE SELLING OF LAUNDRY BLUE

may appear a small thing to you and the yearly turn-over unimportant Try and keep a tab on your sales by handling the Best Blue made in Canada or out of it.

"BLUEOL" The "Never-streak Blue

—the result will surprise you.

It pays you better than any other Blue.
It pleases your customers better than any other Blue.
It is the only real satisfactory Blue made.

Order through your jobber. If he hasn't it, write us direct.

J. M. DOUGLAS & CO., - MONTREAL

REMEMBER THESE BRANDS

"JOSE SEGALERVA"
Malaga, Spain

MALAGA TABLE RAISINS
" LOOSE MUSCATELS
" SEEDED RAISINS

"ABEL" BRAND

VALENCIA RAISINS
" ONIONS

"D. CICLITIRA"
Patras, Greece

CURRANTS

FINE FILIATRAS, Cleaned and Uncleaned
FINE AMALIAS, " "
GENUINE VOSTIZZAS," "

AGENTS:
ROSE & LAFLAMME,
MONTREAL

YOU CAN DEPEND ON THEM EVERY TIME

SLOT MACHINE TAXATION.

RECENTLY the Montreal City Council passed a by-law by which all slot machines were to be subjected to taxation. The Bode's Gum Co., however, after securing the best legal advice, intend taking procedure against the city to have the by-law rescinded. This firm is confident of the final issue of the case and expect the strong support of all other firms engaged in similar business.

HOW OLIVE OIL IS MADE.

The olives, stones and all, are first crushed in a stone mill run by ox power. The mass of pulp is then transferred in flat wicker baskets to the "torchio," or oaken press, from which the oil oozes into a vat below. The presses at Dievole are very old, elaborately carved with the arms and devices of some early padrone. Tremendous pressure is applied through a primitive capstan arrangement, which the men work by heavy wooden levers, walking round and round on the stone floor in a track much worn by the tread of laboring generations. There are commonly two or three squeezings of the pulp, the product of the first being of the finest quality. But the process, once begun, must be carried forward continuously, lest the oil should spoil in the making. It is finally drawn off into huge earthen jars of immemorial pattern, like those in which the Forty Thieves of the Arabian tale concealed themselves for nefarious purposes. And it stands thus for a week in the adjoining clearing room, called the "chiaratoio," after which it is ready for the market.—From "Life on a Tuscan Farm," by T. R. Sullivan, in the June Scribner's.

DANISH ARTIFICIAL BUTTER.

The Copenhagen correspondent of the Times writes that during the last session of the Danish Legislature "a supplement to the existing law regulating the manufacture and sale of margarine, etc., was passed and will come into force on January 1, 1906." It is enacted that artificial butter and cheese (margarine and margarine cheese) shall contain a substance which does not affect the quality or color of the article, but is easily detectable through a chemical examination. The Minister of Agriculture is empowered to fix the details which are necessary to make this law effective. It is prohibited to manufacture, import, export, pass in transit through this country or sell margarine and margarine cheese which do not comply with this law.

The reason is not hard to find

Grocers handling "KOLONA" PURE CEYLON TEA find a steadily increasing trade among their customers who prefer quality rather than price———

Do Yours?

What One Grocer Says:

RETURNED SEP 8 1905 To Owner ent Book 39 Page 84

S——, 6/4/05.

DEAR SIRS,

We would like you to ship us some more "Kolona" Tea.

1 case 40c. Black, ½-lb. pkgs.
1 " 25c. " 1-lb. "
1 " 25c. Mixed 1-lb. "

We are having quite a run on "Kolona" Tea. The other stores handle ———, and we are MORE than holding our own with "Kolona." It gives good satisfaction.

Yours,
———.

THE QUALITY HAS NEVER BEEN EXCELLED.

It is the result of life-long study of Tea Experts.

Sold only in Lead Packages. Packed in Six Grades. Each grade representing the acme of quality of its marked value.

ORDER AN ASSORTMENT FOR A TRIAL.

25, 30, 40, 50, 60 and 80c.

———½ and 1-lb. Packages.———

——BLACK——MIXED——GREEN——

—IF YOU HAVEN'T STOCKED IT, WRITE US FOR OUR SPECIAL SELLING PROPOSITION.

THE EBY, BLAIN CO., LIMITED

TEA IMPORTERS AND WHOLESALE GROCERS

TORONTO

A MACARONI STORY.

A great many stories are in existence about the origin of the word "macaroni" and the invention of the dish so designated. According to one authority, a drunken chef employed by one of the popes was responsible both for the name and the dish. He was preparing a souffle for the papal soup, and having taken considerably more than a drop too much, he went on stirring the flour until the souffle was of the consistency of hard tack. The assistant chef, knowing that his holiness was not over patient about things pertaining to the table, ventured to call the attention of his chef to this fact, and the latter, being a resourceful man, decided to make a paste instead of a souffle. He waited the result with some anxiety, and responded to a call to appear before his holiness with considerably anxiety. Visions of a stay in the papal dungeons rose before him, and when the pontiff asked, with a smiling face, for the name of the wonderful paste served in the soup, he was too nervous to think of a name. "My caro" (my favorite), he replied at last; and the pontiff, not catching the words exactly, said: "Macaroni? Well, in future never serve me a meal without a dish of macaroni."—Indianapolis Sentinel.

PROMISING B. C. CROPS.

Dr. Saunders, director of experimental farms, is now in British Columbia, having made a tour of Manitoba and the Territories. His report to Ottawa by telegram is given herewith, and gives in few words his view of the crop conditions:

"Agassiz, August.—Crops throughout British Columbia are good. Hay very heavy and well saved. Oats, barley and peas good and mostly harvested. Apples, plums and pears generally good. In some localities crop heavy. Potatoes and corn equally promising. Crops on Experimental Farm very good."

Fresh and Cured Fish

A NEW LINE.

The new line of kippered herrings placed on the market by J. W. Windsor, Montreal, is a radical departure from the generally known style of similar goods on sale with the grocery trade. The shape of the can is oval; unlike the others, it has no labels, but is encased in a carton, bearing the designation of goods and the brand "Ice Castle," with packer's name and address of fishery. This style of package is most attractive, and as a convenience in packing and for counter and shelf display should appeal to jobber and retailer alike. The quality of the fish is excellent, as The Grocer can vouch from experience, and Mr. Windsor is to be commended for bringing such an excellent product of the Maritime Provinces in such unique style to the attention of the Canadian trade. The industry is one in which Mr. Windsor is largely interested and another "Made in Canada" article may safely be launched to advetise the excellence of Canadian products in general, and the merits of Maritime Province sea foods in particular.

OYSTER SUPPLIES.

Mr. F. T. James of the F. T. James Co., Limited, Colborne street, Toronto, has just returned from a ten days trip to New York State. He reports that the fish trade was flourishing everywhere he called, and especially so at New York City. He has succeeded on behalf of his firm in fixing a contract whereby they will receive the output of two of the best oyster planters on Long Island Sound. They expect by this contract to overcome the difficulties experienced in previous seasons of getting a regular and reliable supply of oysters.

FISH NEWS.

A considerable quantity of fresh mackerel was shipped from Nova Scotia to Boston by boat and rail last week. The price paid for them in the Province was 8c. each.

A shipment of salmon, the first of the salted variety ever forwarded south, has just been dispatched from Victoria, B.C., to Australia. Formerly only Spring salmon were cured in this manner. This innovation in sockeye salmon has been introduced by Findlay, Durham & Brodie, quite recently.

* * *

A number of salmon were lately caught at Richibucto, N.B., having the peculiar black marks upon them which distinguish the Restigouche salmon from those of other waters. The salmon usually caught at Richibucto are those of the Miramichi River in their markings. These are evidently the first fruits of the salmon hatchery which has been in operation for several years upon the Restigouche River.

* * *

The fish warehouse of E. M. Boutilier, at Halifax, was damaged on Friday last by fire to the extent of $5,000. This is unfortunately the second time this firm has been burned out within twelve months. In addition to the loss of the building, some $3,000 worth of salmon and empty barrels were consumed by the flames, and a $500 refrigerator.

* * *

In Newfoundland when "fish" is mentioned in a general way reference is invariably made to codfish.

In B. C. and the west when reference is made to "fish" salmon in invariably meant.

As breath is to life, profit is to business. The better goods you sell the more customers you will have. Hence the greater the profit. Your Coffee Department should be one of the most important in your store. You can put new life into your business by selling Chase & Sanborn's high-grade Coffees.

CHASE & SANBORN

The Importers, Montreal

Season 1905

HORSE SHOE SALMON

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

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"Arrow" Brand.

THE NAME SUGGESTS THE QUALITY

"RICH and JUICY"

ALWAYS MAKES A HIT

THE TWO MOST ARTISTIC LABELS
THE TWO FINEST QUALITIES } **of SALMON**

All retailers should stock these brands. They always please.

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Quebec City,	*Joseph Winfield*	*Ottawa,*	*J. Moffat Ross*
Hamilton,	*Alfred Powis*	*Winnipeg,*	*Ashley & Thompson*
London,	*D. C. Hannah*	*St. John,*	*J. Hunter White*

ANOTHER YEAR COMING

is always a good thing to keep in mind. We had it in mind last year when we were putting up **Old Homestead Brand Canned Fruits and Vegetables,** and this year we are

REAPING THE BENEFIT

in increased orders from all quarters where our goods were sold last year.

We still have this thought in mind and are putting up only the very choicest fruits and vegetables.

OLD HOMESTEAD BRAND

with us stands for **quality.** Old Homestead Brand is rapidly coming to stand for **quality** with the public.

We want every grocer in Canada to prove our claim for himself. Try **a five-case order or a one-case order.**

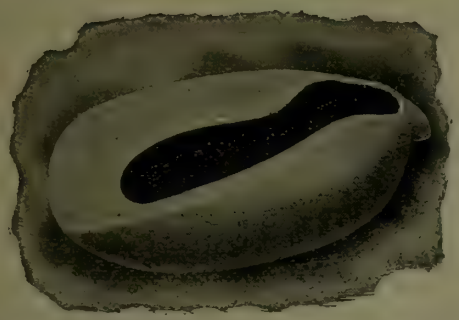
Ask your wholesaler for the Old Homestead Brand. Small or large matters little for the first order. We want your confidence and are going the right way about it to deserve it.

The Old Homestead Canning Co.

Picton, Ontario

Drop us a card for a sample of our Corn and Tomato Labels.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Grocers who sell Crockery

will consult their own best interests by writing us about those

SNAPS

that we are offering in the way of

Goods from Stock

for immediate delivery.

BARNARD & HOLLAND CO.
MONTREAL

SPICES

We want your mail orders for same. We will quote following low prices :

Allspice, Whole	8	Ginger, Jamaica	15
" Ground	10	Pepper, Compd	8
Cassia, China	15	" Extra Compd	10
" Batavian	22	" Pure Penang	13
Cloves, Whole	15	" " Singapore	15
" Ground	20	Whole Mix Spice	12
Ginger, Cochin	10	Coriander Seed	7
" Jamaica and Cochin	12	Mustard Seed	6

Remember, the above quotations for mail orders only.

STANDARD SPICE MILLS, - HAMILTON, ONT.

Place your orders with us for

TARTAN and Red Feather Spices and Imperial Vinegar

Special attention to mail or phone orders.

Long Distance Phone 596

BALFOUR & CO., - Hamilton, Ont.

Borden's Exhibit

at the Toronto Exhibition is a revelation to all visitors.

"Eagle" Brand Condensed Milk and **"Peerless" Brand Evaporated Cream**

are an exhibit in every first class grocery, because they show the dealer the best profit, and give consumer best satisfaction.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C

Results are more convincing than arguments.

Our blend of ***PICKLING SPICES*** gives best results.

TODHUNTER, MITCHELL & CO.,

7 East Front Street. ***TORONTO***

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

FROM FAR AND NEAR.

KANSAS millers, with but few exceptions, are urging wheat growers to change their seed by importing genuine Turkey wheat.

* * *

A new roller mill is to be erected in Calcutta, India, equipped from England.

* * *

Nicaragua has added corn, beans and rice to her free list, effective until December 31 next.

* * *

The new "Bobs" wheat of Australia is reported very prolific as well as rust-proof and drought resisting.

* * *

The bleaching process seems to have taken a firm hold on Irish millers, quite a number of whom have put the apparatus into their mills.

* * *

The weevil has been troubling some of the southern rice mills. One mill has temporarily abandoned making rice flour on account of the weevil.

* * *

The American Cereal Co., of Chicago, has recently placed on the market a new brand known as "Quaker Puffed Rice," which is being widely introduced.

* * *

New Zealand reports for 1904-'05 show that 258,015 acres were planted to wheat which averaged 55.38 bushels per acre (9,123,673 bushels).

Japan's total grain crop of all kinds is about 1,500,000,000 bush. For a population of 50,000,000 people this would give 30 bushels per head of the population.

* * *

The Australian Millers' Journal of June 28 estimated the Australian wheat surplus as all shipped, although it was then six months before new wheat would be available for grinding.

* * *

The harvest in Austria, Hungary and Roumania has been completed, and it is expected that Hungary will have a surplus of 7½ million metrical hundredweights (220.4 pounds) to sell abroad.

* * *

Consul Bartleman, of Barcelona, Spain, reports 26,000 tons of wheat and barley recently received at that port. Most of this grain was from Bombay, via Marseilles, with smaller quantities from Black Sea ports.

* * *

The C.P.R. is making exceptional preparations to handle the crop expeditiously. Already some 12,000 cars are distributed at points throughout the west, and by the time the crop is threshed upwards of 20,000 will be available.

* * *

Winter wheat in Alberta seems to have been very successful this season and cutting began about August 1. It is reported on good authority that nearly 1,000,000 bushels of this wheat have been sold to go to British Columbia for grinding in Vancouver mills.

* * *

Rice blast, which has caused great damage to rice growers in South Carolina in past years, is the subject of special study by Dr. Haven Metcalf of that State for the Agricultural Department. The blast attacked the rice earlier than usual this season. Although its action is very rapid and destructive, its character is not fully understood.

* * *

China has 640,000,000 of acres capable of cultivation. Rice is the natural food of the people. An acre of rice supplies subsistence for from five to ten persons. Thus, instead of from 300,000,000 to 500,000,000 China could be made to sustain from 3,000,000,000 to 6,000,000,000 of population, several times the existing number of the entire human family.

* * *

British millers are considering the question of reducing the standard sack of flour from 280 pounds to 224 pounds. The standard British flour package is a relic of the past that should be discarded without regrets. The handling of it is a thing to cripple men. The American flour barrel can be rolled, but the British sack must be handled. A half sack is large enough for a man to lift.

* * *

Imports of wheat flour from the United States by British North America for the month of June amounted to 6,638 barrels, valued at $26,956, as compared with 32,190 barrels, valued at $32,190, for the preceding June. The total imports for the year ending June aggregated 77,331 barrels, valued at $348,610, as compared with 230,285 barrels, valued at $973,501, for the year ending with the preceding June.

We make the best pickles we know how to make. We believe that the people want good goods—that the best pickles would sell the best. Our splendid success has proved that we are right. We are to-day the largest concern of the kind in Canada, and are still growing.

Our facilities for making good pickles are unequalled. We supply the seed, supervise the planting, the cultivation and the picking of the vegetables. We have them in brine not later than 6 hours from the time they are taken from the vine. They are well cut, the spice is pure and whole, and the vinegar is a genuine malted pickling vinegar—the very best in the world.

All our energy is bent on making a good deal better pickle than the other fellow, and we do it. Remember, our goods cost no more and they are guaranteed to keep firm, pungent and appetizing.

THE OZO CO., LIMITED
MONTREAL.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

Art Signs.
Martel-Stewart Co., Montreal.

Baking Powder.
Gillett, E.W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Colson, C. E., & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Imperial Biscuit Co., Guelph.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

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American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Coconut.
Downey, W. P., Montreal.

Cocoas and Chocolates.
Cowan Co., Toronto.
Klaus—Rose & Laflamme, Montreal.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

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Kaufmann, W. P., Toronto.

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Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto

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Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Confederation Life, Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

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Pacific Selling Co., New York.
Sloan, John & Co., Toronto.
Todd, J. H., & Son, Victoria, B.C.
Turner, James, & Co., Hamilton.
Winnipeg Fish Co., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
White & Co., Toronto.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads and Paper.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Adams, E. E., Leamington, Ont.
Burgess, W. O., Queenston, Ont.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
Symington, W., & Co., Market Harboro', Eng.

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Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Turner, James, & Co., Hamilton.
Sloan, John, & Co., Toronto.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Batger's—Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

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Ontario Supply Co., Owen Sound.

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Crain, Rolla L. Co., Ottawa.

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Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
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Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
Mason & Hickey, Winnipeg.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
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Watson, Stuart, Winnipeg, Man.
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Bates Mfg. Co., Toronto.
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Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., London, Eng.
Tippet, Arthur P., & Co., Toronto.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
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Polishes—Stove.
Morse Bros., Canton, Mass.

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Dominion Salt Agency, London, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

Soap.
Albert Soaps, Montreal.
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Church & Dwight, Montreal.

Starch.
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Stationery.
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Blue Ribbon Tea Co., Toronto.
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Chase & Sanborn, Montreal.
Creed, J. S., Halifax, N.S.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Minto Bros., Toronto.
Salada Tea Co., Montreal and Toronto.
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Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.
Warren Bros., Toronto.

Trucks.
Monteith, Nixon & Co., Toronto.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

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Stauntons Limited, Toronto.

Washing Compound.
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Gillett, E. W. Co., Toronto.
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Winn & Holland, Montreal.

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Sleeman, Geo., Guelph, Ont.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
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Douglas & Ratcliff, Toronto.

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Todd, J. H., & Son 19
Todhunter, Mitchell & Co 22
Toledo Computing Scale Co 41
Toronto Salt Works 45
Truro Condensed Milk & Canning Co. 30
Tuckett, Geo. E., & Son Co. 59
Turner, James, & Co. 13

Upton, Thos., & Co. 15

Vancouver Warehouses Limited 2
Verret, Stewart & Co 3

Walker, Hugh, & Son 50
Walker Pivoted Bin and Store Fixture Co. 7, 8
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Watson, Stuart 2
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Wilson, W. H., Co. ..... inside back cover
Winn & Holland ..... inside back cover
Winnipeg Fish Co. 40
Wood, Thomas, & Co 10
Woods, Walter, & Co 46

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Only wants the addition of Water.

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NEW ADVERTISEMENTS.

Burgess, W. O., Queenston, Ontario.
Symington, W. & Co., Market Harboro', Eng.

CARELESS CANNING.

ATTENTION has been again directed to the serious question of improperly canned goods. Complaints have come to hand from time to time, more or less serious, but not sufficiently definite to locate a particular grievance. There has always been absent that conciseness which brings the matter to a crucial point.

Recently, however, attention has been drawn to a grievance which would appear to point definitely to a matter which, if correct, calls for immediate protective measures.

It has been asserted that wholesalers lose more money than they make every year on the sales of "canned lobsters," and this not on a question of the profits per cent. being insufficient, but on account of the enormous amount of allowance which has to be made by reason of the goods not being canned in such a manner as to insure their perfect preservation. Upon opening by the final purchaser they are found unfit for food. The grocer is in duty bound to make good the loss to his customer, and he in his turn expects the wholesaler to make good the loss to him.

It is just here, in the instance under discussion, where the question assumes a serious aspect. The wholesaler, not unnaturally, does not see why the loss should fall upon him, seeing that he is only practically a purchasing agent from canner. The canner, on his part, will not assume any responsibility in the matter, so that the loss to the agent by these allowances becomes of such a serious nature as to convert what would be a profitable line into one of material loss. Our correspondent expresses himself in the following terms: "Lobster pack.—Of late years the consumption of lobsters has fallen off tremendously, and seemingly so as to quality. The price is beyond the pockets of all but few people, but worse than this the goods will not keep. Wholesale houses are compelled to buy these goods in the Spring, to carry them over until next year * * * but every year people lose more money than they make on lobsters on account of the number of allowances which they have to make. Is there no remedy for that sort of thing?"

In the question of food supply it is of the first moment that the possibilities be far removed of a staple being put on the market which will ultimately prove unfit for food from any cause whatever. Yet our informant puts it that packed lobster, generally, is unprofitable from this cause alone.

This is serious enough in itself, and, if true, then, obviously, there is something radically wrong in the situation, and it is high time the matter was brought to the notice of canners in particular and the trade in general. Better stop canning lobsters altogether than to continue to can them with the possibility of serious harm to the consumer and loss to the sellers.

The consumption of canned fish of all kinds has assumed gigantic proportions. It has always been considered that present systems of packing were as near perfection as possible, and that the latest methods rendered the contents practically hermetically sealed, and the generating of poisonous gas an impossibility. It is therefore a surprise that such a question should arise for consideration.

In order to obtain personal experience on this subject The Grocer caused to be purchased three cans of lobster. The first can was purchased from a large provision store, one of many belonging to the same firm, and whose stocks are supposed to be constantly turned over. This can, on opening, was "repulsively bad," and was forthwith returned. Another can was obtained in exchange of the same brand, and from the same parcel. This opened up "eatable," but clearly of an inferior packing. A visit was made to a small, well appointed, one-man store, where the proprietor was in attendance himself. Asked for a can of lobster, he presented two brands. Told that either would do, he passed on one with the remark that he knew it was good. Nothing could have been better than that can of lobster.

From this experience it would appear that the whole cause of the trouble was distinctly attributable to imperfect packing, seeing that one can opened good and one bad, and both from the same parcel. Clearly a case in which the original packers were seriously to blame.

This is a subject which should certainly occupy the serious thought of all concerned—the wholesaler in particular. In these days of a legion of brands, the retailer is to a very large extent thrown back upon the recommendations of the wholesaler or his agent, and it is positively incumbent upon the wholesaler to make himself acquainted with the various qualities of all prepared foods, and be in a position to guarantee whatever he handles. Thus, and thus alone, will he be filling truly and faithfully his real position of "middleman." He cannot consider himself a mere handler of goods.

Time was when it took a seven years' apprenticeship to acquire the necessary knowledge to be a wholesaler, and though times have changed it has only done so in the "kind" of knowledge required. Never was knowledge more necessary than the present moment. Every day this fact is demonstrated in one way and another, and the successful wholesaler of the next generation will have reached the point of a food expert, and rightly so.

It is a circumstance of most serious consequences when, whether from carelessness or incompetency, canned goods are allowed to come upon the market in an imperfect state. It is not likely to do serious bodily harm, seeing it would probably be detected immediately on opening, but to Canada as a commercial power its bad results are far reaching.

Canada's export trade will ultimately become the great backbone of her industries, and quality alone will hold it. Previous experience is potent evidence of the bad effects of even a few indifferent consignments abroad.

The packing trades are making markets in all quarters of the globe, and it is of paramount importance that these industries should be conducted so perfectly that every can produced would come out in perfect condition. It can be done, and it should be done, and wholesalers should see to it that it is done.

All the canners of note are now advertising freely, and it would be a simple matter for buyers to insist that the clear statements set forth in their weekly advertisements be construed as an expressed agreement.

These advertisements, reaching as they do the retailer direct, would relieve the wholesaler of a measure of responsibility in all branded goods, as the retailer could by this means readily be made aware of the respective claims of the canners.

PROFESSOR MAVOR'S REPORT.

A VOLUMINOUS report on the wheat growing capacity of the Canadian Northwest has been prepared for the British Board of Trade by James Mavor, professor of political economy in the University of Toronto. The report is published under the auspices of the British Board of Trade, and it is described as a "Report to the Board of Trade on the Northwest of Canada, with special reference to wheat production for export." As is explained in the Blue Book, Professor Mavor was instructed to conduct an inquiry with the object of throwing "all possible light . . . on the existing conditions and future prospects of wheat growing in the Northwest of Canada for export to the United Kingdom." Clearly it was the desire of the Board of Trade to have some authoritative statement regarding the claims of Canada to be considered the future "Granary of the Empire," and unless immediate action is taken by the Canadian Government to correct the many mistakes and false conclusions contained in the report it will be considered authoritative by the British public, and work this country incalculable harm. For Professor Mavor personally we have the highest respect and admiration, and we can not believe that he would deliberately lend himself to an attempt to deceive and mislead the British public and to malign this country in order to provide campaign literature for the Little England party in the home land. The most charitable explanation is that the learned professor undertook a task for which he had no special qualifications and that he allowed his well-known anti-Chamberlain, anti-Imperial prejudices to warp his judgment.

Any graduate in political science from the University of Toronto in recent years is well aware that in the preparation of term essays by his students the learned professor always insisted that authorities should be quoted for all statements made. If then it is found that Professor Mavor fails to state his own authorities in this important report he is sinning against light. There are various reports and various authorities on the wheat growing capacity of the Northwest to which Professor Mavor might have referred, but he disregards such reports as those of Dr. Saunders, Dominion Director of Experimental Farms, and Hugh McKellar, late Deputy Minister of Agriculture in the Province of Manitoba, and bases all his conclusions upon the estimates of two anonymous gentlemen. Who these gentlemen are, what their qualifications to estimate the wheat growing capacity of the Canadian west, in what respect they are better qualified to judge of these things than Hugh McKellar and Dr. Saunders—on all of these points Professor Mavor's readers are left entirely unenlightened. Surely this is unfair; surely the value of the report is discounted at the start by such methods.

Hugh McKellar estimates the total wheat growing capacity of the Canadian Northwest in any one year at 1,000,000,000 bushels. His position as Deputy Minister of Agriculture in the Manitoba Government afforded him exceptional opportunities for independent investigation, and this is his estimate. Dr. Saunders, Dominion Director of Experimental Farms, estimates the total possible wheat crop at 800,000,000 bushels. Professor Mavor disregards these estimates by men who have exceptional opportunities for investigation, and he quotes two anonymous estimates. The first places the total possible wheat crop at 253,975,000 bushels, and the second at 357,445,000 bushels. Professor Mavor pins his faith to the first of these anonymous estimates.

According to the official report issued by the Manitoba Department of Agriculture in June, there were 2,643,588 acres of wheat above soil in Manitoba at that time. But Professor Mavor says that the total area available is only 2,800,000 acres. That is, there are only 156,412 acres of new land in the Province of Manitoba immediately available for wheat production. Such a statement is simply absurd. If Professor Mavor would disregard for a moment the opinions and estimates of anonymous gentlemen and consult the reports of the Department of Agriculture of the Province of Manitoba he would find that there are in that Province at least 25,000,000 acres out of a total of 41,169,098 acres immediately available for cultivation. About one-sixth of the available 25,000,000 acres is now under cultivation.

If Professor Mavor's report were not published as an official Blue Book it would do this country little harm, but under the circumstances it will be quoted as the final word upon the subject until such time as the actual wheat production of the Canadian west exceeds the anonymous estimates favored by Professor Mavor. Under the circumstances it is the plain duty of the Canadian Government to show the British public how utterly misleading the report is. The Winnipeg Board of Trade are already preparing a protest, but action by the Dominion Government is urgently required.

CANADA IN WORLD POLITICS.

A RECENT issue of the Outlook has an article drawing attention to the growing importance of Canada as a factor in the commercial and political problems which go to make up what is known as world politics. The writer argues that Canada is rapidly moving to a place on this continent in which she will be one of two, if not the largest, factor in its politics. Coming from a United States publication the article is significant as the spread-eagleism of Yankee journalism in the past has not allowed intelligent writers to draw attention to the wonderful resources and possibilities of the Dominion to the north of them.

Until the tide of immigration commenced to flow into the Canadian Northwest from the Middle and Western States practically no attention was paid to the development of this country, and not one "American" in a thousand would credit the statement that Canada's area is greater than that of the United States. The remarkable advances made in Canada's development during the past twenty years have not allowed the average Yankee engrossed in the growth of his own country to realize that there are other pebbles on the American shore. Canada has at last forced recognition, and it is not surprising that those who show the greatest amazement at this country's progress are our nearest neighbors.

The next quarter of a century holds much in store for Canada. What has been done in Manitoba, the Northwest and British Columbia since the construction of our continental railway will probably be repeated northwards in the fertile lands drained by streams flowing into Hudson's Bay and the Arctic Ocean. For a thousand miles north of Edmonton it is good farming country, and the Hudson's Bay Co. is now erecting a mill 300 miles north of Edmonton to grind the wheat grown in this rich district yet untraversed by iron highways. There are few who care to speculate as to Canada's possibilities of development to the north, but it is probable that the speculations of even the most optimistic will be more than realized.

Much could also be said as to Canada's strategical position as providing the nearest route connecting Europe and Asia, or at least the two island kingdoms which dominate these two continents. With Britain and Japan in close alliance, Canada's position is emphasized

in importance. The Outlook, however, draws attention to another factor which bids fair to provide another source from which Canada will draw the elements which are required to make a nation great. It says :

"If a balance be struck of the natural assets of the United States and Canada, it is seen that Canada has the advantage in almost every respect. She does not as yet possess the sub-tropical lands, without which no country with a high standard of living can be regarded as economically self-contained. But it is manifestly her destiny to draw the West Indies, with British Honduras and British Guinea, into her political sphere of influence, and when this consolidation of British North America, for which Canadian statesmen-capitalists are preparing the way, is accomplished, she will hold within her far-flung boundaries every element of economic greatness."

THE WORLD'S HARVEST.

THE London Miller gives the following pithy summary of the harvest conditions of the leading countries of the world, which is particularly instructive reading at the present moment :

The crop outlook remains on the whole favorable, and seems to justify the expectation that the world's harvest will be a full average.

The French harvest has been delayed by unsettled weather in the north and northeast, and it is assumed that quality has suffered to some extent. Looked at in the most favorable light it now seems hardly likely that France can be self-supporting for the next cereal year —especially as old reserves are known to have been exhausted. As bearing upon market values, however, this feature cannot count for much at the present, as it is not likely the French will appear as buyers of wheat for import for many months, probably, indeed, not before next Spring.

It is claimed that Russia has, on the whole, grown a full average crop. The surplus from the Danube countries, the output of southeastern Europe, will be maintained at about the standard of last year. Probably this will be so, at any rate in the early stages of the new crop, and more especially as Russia is supposed to have a considerable quantity of old wheat remaining over from her recent years of plenty. The action of this shipper during the ensuing year, needless to say, is of vast importance to the home milling trade, as from this source they have drawn a very large quantity of useful wheats during recent years.

In India the outlook is not encouraging. The monsoon has been irregular, and in many districts there has been a considerable deficiency of moisture. It looks, on the whole, as if the supply from this source will be restricted during the current crop year, and, moreover, as if the price would not be low relatively as it has been during almost all of the last year.

The American position seems to show a distinct improvement on the week. Harvest is now in full swing in the Spring wheat belt, and already new wheat has appeared in Minneapolis. Estimates cabled during the week put the crop in the three great wheat growing States of the Northwest at 200 million bushels, a result which, if borne out, must inevitably bring the American miller once again into our market as a competitor. Already, indeed, flour business has begun on the new crop, Top Spring wheat patents having been placed here this past week at 26s. c.i.f., 27s. landed for September despatch from mill. We may, however, add that a large breadth of wheat still remains to be secured in the northern portion of the belt, so that the present outlook may be somewhat modified before the crop has all been secured, but looked at all round it seems fairly certain that the American miller will again be in evidence.

The crop in Manitoba and the Northwest Territories continues to be well spoken of, and a full surplus of wheat for export is confidently anticipated.

WESTERN ASSOCIATION NEWS AND TOPICS

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

HIGHLY encouraging, to say the least, is the long list of new association members published in last issue of The Canadian Grocer. Secretary Coulson is showing steady, substantial progress in the work of organization, and the association is being built up on sure foundations.

In every town a strong effort is made to bring every merchant in line in order that united effort may be made to attain the objects which the association have in view.

Last week the work of organization in one thriving little Manitoba town was held up by the obstinacy of one large dealer, who refused to join in the movement. It is hoped that the difficulties in this town may soon be smoothed over, but the secretary is well advised in doing his utmost to organize that town thoroughly, as one dealer outside the association can render the others almost helpless in some lines of effort.

* * *

The secretary is making every effort to cover as much ground as possible before November 1, and at the same time do the work thoroughly. The reason is that November 1 is the date set for the combined effort to shake off the ineubus of the credit system. It will be impossible for Mr. Coulson to cover more than a small portion of his territory before that date, but there is no reason why merchants should not make application for membership by letter and proceed at once to form their local associations. Now is the time to get out combined circulars announcing that all accounts must be paid November 1, and that from November to April 1 all goods must be paid for when taken from the store. United action in the year of the largest crop on record should meet with success.

A RECORD ORDER.

J. A. Laurie, manager of the Ottawa branch of Robertson Bros., Ltd., Toronto, has been in the city for the past week placing an order for confectionery with the head office. He placed the largest order ever given in the Dominion at one time, namely, four carloads — over fifty tons. It is the intention of the firm to build a large warehouse in Ottawa next year. Mr. Thomas Robertson, the president, leaves for Ottawa in a few days to select a location.

A CORRECTION.

We regret that we inadvertently attributed the reference to the Grand Hotel in our Maritime Number of August 25th to Mr. M. G. DeWolfe, whereas it should have read Mr. J. E. DeWolfe. The corrected paragraph is therefore :

The Grand Hotel came in for many compliments. J. E. DeWolfe said it only lacked an elevator and elevators. Another delegate claimed it was the best hotel in the Provinces.

BRANCHING OUT.

The Canada Business College, of Chatham, Ont., Mr. McLaughlin principal, will shortly begin the erection of a handsome building in the residential district of Chatham, where they will be able to accommodate twice their present number of students. The new institution (which, it is claimed, will be the only one of its kind in Canada) will be situated in attractive and extensive grounds, which will afford recreation and sport of various kinds for the pupils. The new building is expected to be completed by next Summer.

RECORD PRICE FOR COD.

A late report to hand from Halifax draws attention to a record price reached in sale of Labrador codfish, a full cargo fetching the unusual figure of $5.60 per quintal.

The Maximum of Quality

"SALADA"

Highest Award
St. Louis, 1904

Ceylon Tea is of uniform quality because it is blended by experts. That is why it pays you to handle "SALADA." You have no dissatisfied customers.

Write for particulars and prices to

"SALADA" Toronto or Montreal.

REINDEER
Condensed
MILK

GOLD MEDAL

Received at the Louisiana Purchase Exposition, St. Louis, 1904.

19 Medals and Diplomas

For special excellence at Expositions held in Canada, United States, Jamaica, Belgium and Great Britain.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Are You Handling

CELLULOID STARCH

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant, compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

Brantford Starch Works,
Limited
Brantford, Canada

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Sept. 7, 1905.

GENERAL business conditions are good, although not considered equal to our previous week's report. Dealers for the most part laid in stocks in prospect for the rush expected during Exhibition. Attention on their part, therefore, has been more directed to effecting sales than to making purchases. If trade on the provision markets is a true index to the situation, there must have been extraordinary good times for the retailer recently. Canned fruits remain unchanged, with demand well maintained. Sugar denotes no change, with markets uncertain and demand active. Syrups are uninteresting. Coffee is interesting as showing increased favor. Tea is not drawing the attention which it should; the home trade is only from hand to mouth, whilst foreign markets are strong buyers. Foreign dried fruits are sitting tight awaiting early arrivals of new fruits. Rice and tapioca has been moving fairly well at well maintained prices. Fresh fish is very active at firm prices. Country produce has been slow, but a steady demand is apparent. Grain markets are only showing moderate activity, and prices are weakening generally. Hides are in a most unsatisfactory state, owing not so much to market conditions as to the manipulations of certain dealers. Prices are soaring right away beyond any possible probability of being maintained.

Canned Goods—Demand for canned goods continues to be well maintained. Reports are that old stocks are being well depleted, and that new arrivals will generally have a clean market. Prices remain unchanged. We quote :

	Group No. 1	Groups 2 and 3
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Cherries—		
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L S (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals, standard	5 27½	5 25
" solid pack	8 27½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals, standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 40	1 22½
3's	1 42½	1 80
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Tomatoes, 3's	....	1 30
Corn, 2's	1 00	1 10
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal.	....	2 50
Squash	....	1 00
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" gal.	....	4 50
" jugs	....	7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal.	1 50	1 90
Pears, Flemish Beauty, 2's	....	1 52½
" " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 00
Plums, Damson, light syrup, 2's	....	1 00
" heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3s	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal.	....	2 62½
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Chums	0 95	1 00½
Salmon, new pack, fall delivery; Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz	....	1 55
1 lb. " less than 5 cases, "	....	1 57½
1 lb Flat, 5 cases and over, "	....	1 67½
1 lb. " less than 5 cases; "	....	1 70
½ lb. " 5 cases and over, "	....	1 00
½ lb. " less than 5 cases, "	....	1 02
Low Inlet.		
½ lb. Flat, 5 cases and over, "	....	95
½ lb. " less than 5 cases, "	....	9 ½
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40
California ripe olives, tins, per doz	....	5 50
Corned beef, 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50
Lunch tongues, per doz	....	2 75
Potted meats, ¼s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The recent fall in sugar has by no means given a firmer character to the market; the condition is still one of uncertainty. Demand has been well maintained on the home market, and is expected to continue. Recent quotations for beet sugars f.o.b. Hamburg were on a basis of 8s. 6d, but quickly recovered to 8s. 10½d, equal to a parity of 3.85 duty paid N.Y. for 96 per cent. centrifugal. The latter is held firm at 4c. spot stock. Prospects are for largely increased production in both beet and cane sugars.

Latest estimates indicate the world's available stocks at eleven million five hundred thousand tons. A very large decrease in consumption is expected. Now that sugar is back to the normal level, and with invisible stock believed to be almost nil, local prices are expected to continue unchanged. We quote:

Paris lumps, in 50-lb. boxes	5 63
" in 100-lb. "	5 53
St. Lawrence granulated, barrels	4 98
Redpath's granulated	4 98
Acadia granulated	4 83
Berlin granulated	4 98
Phoenix	4 98
Bright coffee	4 83
Bright yellow	3 98
No. 3 yellow	4 73
No. 2 "	4 58
No. 1 "	4 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The home trade shows very little activity generally. There is still small trade in table goods. Prices are maintained on previous basis. We quote :

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—A steady progressive trade is being exploited on the home market. Common grades have been in fairly active demand. The milder grades are, however, making distinct headway. Previous prices maintain. We quote :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—Trade on the street is not marked by great activity; buyers are not showing great interest on present basis. Common teas, both Indian and Ceylon, have had a slight spurt owing to prices being more within the reach of the Canadian market, and not proving very attractive to the London market. Values

have had a downward tendency. Foreign markets continue active with keen competition for all teas showing quality in the cup. London prices for Indian teas have exceeded expectations. In Ceylons prices have not been so well maintained, in fact a slight tendency toward decline was manifest at most recent sales. Chinas and Javas both excited little attention; prices, however, have kept firm. We quote:

Congou—half-chests, Kaisow, Moning	0 12 0 60
caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Assam, Orange Pekoes	0 25 0 40
" Pekoes	0 18 0 20
" Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 22 0 40
Orange Pekoes	0 22 0 29
Pekoes	0 18 0 24
Pekoe Souchong	0 14 0 16
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 28½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37
" half-chests, ordinary firsts	0 22½ 0 32½
" " seconds	0 22 0 24½
" " thirds	0 15 0 17
" " common	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ chests, finest May pickings	0 34 0 38
Choice	0 31 0 36
Finest	0 27 0 29
Fine	0 24 0 27
Good medium	0 19 0 21
Medium	0 17 0 19
Good common	0 18 0 19
Common	0 13 0 14
Dust	0 06 0 08

Foreign Dried Fruits—The market has been active in buying for future delivery of new crop fruits, with previous quotations steadily maintained. Old fruits are well nigh depleted in most lines. Early shipments of raisins and currants are now on way, and are expected to arrive shortly. Prices are corrected up to present markets. Nuts are uninteresting, and small trade is attracted. We quote:

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06½
80-90s	0 05½	0 05½	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb
Californian evaporated	0 13

Peaches—

	Per lb.
Californian evaporated	0 15

Pears—

Californian evaporated, per lb	0 13

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 35	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.
Sultana	0 05½ 0 10
California, loose muscatels—	
3-crown	0 05
4-crown	0 07 0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Hairs	0 04	0 04½	" new choice		0 09½

Foreign Nuts—We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Rice and Tapioca—Trade has been steadily maintained in both these. Foreign markets are all denoting firmness, with primal markets for rice reporting deficiency in supplies. Our quotations are:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 04	0 04½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spices—These continue to move to a moderate degree. Prices continue firm, pepper especially so. We quote:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 16	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar		0 25
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Dried and Cured Fish—There is little of interest to report, whilst the season of fresh fish is alive, but a small firm trade is still moving. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06

Fresh Fish—An active demand is continuing, with prospects of improvement as holidays draw to a close. Prices are well maintained with firmness apparent on cod and whitefish. We quote:

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 07½
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 20
Shrimps per gal	1 00 1 15
Whitefish, per lb	0 08
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08

Honey—Arrivals are coming in in good form, and in fair quantities, with previous quotations firm. We quote:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 50 1 90
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

Beans—Uninteresting, no change to report. We quote:

Beans, handpicked, per bush	1 75
" prime, No. 1	1 70
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Evaporated Apples—Uninteresting, no change to report. We quote:

Evaporated apples	0 06½ 0 07

Grain, Flour and Cereals.

The market generally is slow and uncertain. Great hesitancy is manifest amongst buyers, and sales are only of a limited nature, pending arrivals of new crops. Wheat has weakened off all through, and No. 3 Manitoba is now off market. Flour has dropped 20c. on previous prices, but appears somewhat firm at that reduction. Breakfast foods and cereals remain unchanged, with fairly active demand. We quote:

All on track Toronto.

Manitoba wheat, Northern No. 1	1 01 1 01½
" " " No. 2	0 98 0 98½
Red and white, per bushel, old	0 80 0 81
" " " new	0 78 0 79
Barley "	0 50 0 52
Oats, old, "	0 41 0 41½
" new, "	0 32 0 33
Peas " new	0 71 0 72
Buckwheat " nominal	0 63 0 64
Rye, per bushel, " new	0 64 0 65
Manitoba wheat patents, per bbl. in bags	4 80 5 20
Strong bakers " "	4 60 5 00
Ontario wheat patents " "	4 20 4 40
Straight roller " "	4 10 4 20
Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " " in wood	4 50
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—An eccentric market still rules in these lines. Supply is still slow, with demand maintained in face of abnormally high prices. Similar conditions are in certain foreign points, where great scarcity is felt. Our revised quotations are ruling firm, with supply scarcely equal to demand. We quote:

Hides, inspected, No. 1 per lb	0 12
" " " 2 "	0 11
Country hides, flat, per lb	0 10 0 11
Calf skins, No. 1, selected	0 14
" " No. 2	0 12
Lamb skins and pelts	0 85
Rendered tallow, per lb	0 04 0 04½
Unwashed wool, new clip, per lb	0 16 0 17
Wool-washed fleece	0 26 0 27
Rejections	0 20
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 25

Quebec Markets.

GROCERIES.

Montreal, Sept. 7, 1905.

A GLANCE over this week's trade leaves little room for any such qualification as improving. In fact, where business has not been inferior, it has been only steady. Sugar is simply holding a somewhat fair position, with, however, hopes for near improvement.

Canned goods also are in a steady mood. Good business has been done, and these lines are qualified by dealers as satisfactory for the present.

Molasses are in a fair demand and syrups are quiet. Teas, however, are continuing to improve in demand and prices will probably be higher in a short while. Coffees and spices are active with a strong market well maintained. Foreign dried fruits continue active, but unchanged. Fish is in finest condition, owing to a large, steady demand, and business seems to be increasing steadily. As to country products there is nothing new to say. Beans are still selling at easier prices, holders wanting to get rid of their stocks quickly. Flour is quiet as buyers object to buy at present offers, although they witness a weekly decline. Feed is scarce and in such good demand that stocks may be exhausted if better shipments do not arrive shortly. Hay is also scarce owing to light receipts; some stocks of it are nearly exhausted.

Sugar—The sugar market has seen little change. Refineries say that activity has turned to refined and that much business will be done, as country stocks are bare. Other lines seem to be only steady with a good demand. Some jobbers are on the watch for a sudden dimp in prices, although no such thing has happened as yet. Prices remain unchanged. We quote:

Granulated, bbls	$4 90
" ½-bbls	5 05
" bags	4 85
Paris lump, boxes and bbls	5 40
" " ½-boxes and ½-bbls	5 50
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 55
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 85
Bright coffee	4 75
" yellow	4 75
No. 3 yellow	4 70
No. 2 "	4 55
No. 1 " bbls	4 40
No. 1 " bags	4 50
Raw Trinidad	3 78
Trinidad crystals	4 40 4 65

Canned Goods—Activity seems to be the prevailing mood in canned goods, although it is known that the largest part of the business that is to be done has been booked already for present and future shipments. Jobbers claim to have very little old stock on hand, most of it has been disposed of satisfactorily. Prices for the coming pack of corn and tomatoes are eagerly awaited by the middle or end of September. At present there is no change whatever to report.

	Group No. 1.	Group No. 2.
Beans, Wax	$0 82½	$0 80
Refugee Beans	0 85	0 82½
Currants, red, heavy syrup	1 60	1 57½
" " preserved	1 80	1 77½
" black, heavy syrup	1 77½	1 75
" " preserved	2 07½	2 05
Gooseberries, heavy syrup	1 90	1 87½
" preserved	2 12½	2 10
Lawtonberries, heavy syrup	1 77½	1 75
" preserved	1 95	1 92½
Raspberries, red, light syrup	1 42½	1 40
" " heavy "	1 67½	1 65
" " preserved	1 87½	1 85
" black, heavy syrup	1 62½	1 60
" " preserved	1 77½	1 75
Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " preserved		1 60
Gals. " standard		5 00
Gals. " solid pack		8 00
2's " black, heavy syrup		1 35
2's " preserved		1 50
Gals. " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Syrups and Molasses—The market is unchanged. Enquiries for molasses are good, but only steady, and jobbers do not see any room for improvement. Syrups are rather quiet. This trade is at present featureless. Prices unchanged and firm. We quote:

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—The tea market shows much strength, and demand continues to grow larger. Japans of course are scarce and unobtainable at low prices. There has been a general advance in them, the finest selling as high as 36c. Much uneasiness is also felt about China teas which, as well as Japans, are short. Ceylon tea, however, is unchanged and many jobbers put all their hopes in it, although many of them fear a general rise sooner or later. Prices are as follows:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Coffee—The strong tone is well maintained in coffees. There is a good demand for all grades at present. Although dealers had given warning of an advance for the near future, such a prediction has not materialized as yet, although business is steady and stocks as light as last week. We quote:

Good Cucutas	0 11½	0 13
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 12
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 10½	0 12

Spices—The market is active in peppers, cassias and gingers. Late advice reports a shortage in the crops of all lines and, therefore, prices are liable to advance. There are no changes to report in other lines. Prices remain firm and unchanged. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Foreign Dried Fruits—Jobbers report that currants and raisins are finding a good market, while figs are quiet. There is not much change in fact from last week. As to currants, fresh stock will be here by the end of the month. Raisins, it is thought, have little room for a decline this year, as the demand is very large for Valencias, thus rendering the probability of an advance much greater. New Malagas are quoted at figures somewhat lower than last year. Prices unchanged. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb	....	0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
"Excelsior Window Clusters,"	....	4 50
" " ⅛s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	....	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06

Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—A good business is being done in both rice and tapioca. The latter is at present firm at high figures, but dealers expect a drop will take place, may be shortly. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 03½ 0 04

Fish—There is a continued good demand for fresh fish of all kinds. As to lake fish, dore is still scarce, while on the contrary, lake trout is coming in more freely, quality being very fine. Consumption is steadily increasing as more people are every day coming back from the country. Smoked and salt fish, although in better shape have not improved remarkably as yet. We quote:

Fresh B.C. salmon	0 15
Black bass	0 12
Fresh mackerel, per lb., chilled	0 10
Gaspe Salmon, per lb., frozen	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 09
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 08
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Maple Products—No improvement has taken place as yet, although weather conditions seem more favorable. Trade is quiet. Prices are unmodified. We quote:

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

Honey—New honey is in fair quantity on the market, but dealers report that very little inquiry is made for it. Dealers expect an improvement about middle of the month. We quote.

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 07½
" comb, new	0 12 0 13
Buckwheat	0 06

Hops—Conditions unchanged in hops. No demand and stocks light. Prices remain the same as before. News of both American and English crops continue favorable.

B.C.	0 22 0 25
Choice Canadian	0 20 0 22
Fair to good	0 18 0 20

Beans—Beans continue in a very good condition. In fact, orders are constantly coming from lumber for shipments in December and January. Some jobbers feared that on account of this activity prices would rise, but it appears that as holders are wanting money a jump in price is improbable at present. It is stated by some that no beans are sold higher than $1.60, while others deny this. However, the margin of prices seems to be as below:

Choice prime beans	1 50 1 70
Lower grades	1 40 1 50

Evaporated Apples—Previous conditions prevail in this article. High prices are firmly maintained in spite of a very poor demand. Prices range from 7c. to 7 1-2c., although hardly any goods are to be found lower than the latter figure. Dried apples, dull, are quoted at 4c., with very little hope of an easier price.

Flour—The market is decidedly quiet in flour; in fact the demand is so small that millers have been forced to reduce their prices. This quietness is due to the fact that buyers only take the necessary quantity they require and this on account of figures being so high. It was expressed his morning by one of the local millers he did not think these first reductions would have much effect and that shortly prices would drop still lower. This, however, is only speculation. We quote:

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Sept. 7, 12.30 p.m.

BUTTER—Market quiet and weak; choice, 22c.; fine, 21½c.

CHEESE—Dull, no demand; Ontario, 11½c to 11⅝c.; Eastern Townships, 11⅝c.; Quebec, 11½c.

EGGS—Market firm and active; good demand; select, 23c.; straight gathered, 2cc.

PROVISIONS—Only steady at rebate; live hogs, 7c. to 7¼c.; dressed, 9¾c.; hams, 13½c. to 14¼c.; bacon 14c.; exports, quiet; further decline expected within ten days.

Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags, 90 per cent	2 40 2 50
Royal Household	5 30
Glenora	5 00
Manitoba spring wheat patents	5 20 5 30
" strong bakers	4 90 5 00

Feed—There is a large and steady demand for bran and dealers report that supplies are not equal to requirements. Owing to this prices are firmly maintained. It is thought that by the end of the month prices will be easier. Mouillie, though not in bad demand, is not as active as it should be. The shortage in hay supply is responsible for this, notwithstanding the fact that oats are weak and low and that another drop is expected. We quote:

Manitoba bran, in bags, per ton	17 00 18 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00
" shorts	20 00 21 00
Mouillie	24 00 27 00

Rolled Oats—No important change to report in rolled oats. The market is generally quiet. Prices are firmly maintained, however. We quote:

Fine oatmeal, bags	2 65 2 70
Standard oatmeal, bags	2 55 2 60
Granulated " "	2 55 2 60
Rolled oats, "	2 10 2 20
" bbls	5 10
" 90-lb. bags	2 40 2 45
" 80-lb. bags	2 10 2 20

Hay—Hay is higher, owing to light receipts. In fact, arrivals have been inferior in size to the two preceding weeks and local stocks are believed to be very short; not large enough to meet requirements. In consequence exports are also very small. We quote:

No. 1 timothy	8 50
" 2 " choice	7 50
" 2 " ordinary	7 00
Clover	6 00
Clover mixed	6 50

N. B. Markets.

St. John, N.B., Sept. 6, 1905.

THE Maritime number of The Grocer was considered a great success here, not only for the full account of the meeting of the Maritime Board of Trade at Yarmouth, but because of its other special articles in regard to Maritime trade. Never has a number of The Grocer carried so many St. John ads. There is no doubt local ads. and local articles create local interest. There is considerable talk here in regard to the drug combine. Our three wholesale men are interested. There seems to be a feeling that the combine will become a fact.

In business there is nothing of great importance. With the heavy staples rather weak, (except pork) there cannot be much snap in trade. Except with the banks, wholesale grocers, insurance men and lawyers, the half holiday is a thing of the past for this year. These keep it all the year.

Oil—In burning oil the consumptive demand continues to increase with the advance of the season. Higher prices are expected, This will mean increased profit for the outside dealers, as they have very largely bought. The city retailer does not as a rule buy ahead. Lubricatings are somewhat quiet. The paint oil situation is unchanged. Business is generally quiet. Some cod oil is now being received. Price this season is quite low. Output will not be large.

Salt—A further cargo of Liverpool coarse salt is expected by the next Manchester boat, about the middle of the month. This will be the last regular boat till the Winter port business begins. Prices are held quite firm. The demand has been good. This is the active season. The quantity used is about the same each season. In fine salt sale is not large. Canadian chiefly in demand.

Canned Goods—The stock of tomatoes is particularly light. Large quantities have been bought. Corn is also cleaned up. Peas are plentiful and the price was never so low. In fruits prices quoted quite firm except blueberries, which were very dull last year, and gallon apples. Fair sales of the latter have, however, been made. Salmon, since new Spring fish arived, has been rather lower, except a few pinks this is about the only grade sold in this market. In domestic fish new sardines and haddies freely offered. The latter are a light pack. Scallops will be very short.

Green Fruit—Apples are quite freely

Sellers of Soap

A Limited Liability Company with capital of $200,000 in shares of $50.00 has been formed to take over the business of Soap Manufacturing which has been carried on for many years by the firm of A. Savage & Son. The business, however, remains under the same management, the change being due principally to the desire of the sole partner in the old firm to interest some of his employees in the business.

Besides this was the idea that the change offered an opportunity to give to the trade a profit on all the Albert Soaps they handled.

While the wholesale price of Baby's Own Soap has never been changed since it was first offered to the trade, the retail price has been constantly reduced. Seeking to profit by its well-known excellence, and to draw trade for other lines, aggressive retailers have vied with one another in bringing down its selling price until now the public can buy it practically as cheap as the wholesaler.

The inevitable result is that many retailers object to sell it and only the keen appreciation of users has enabled its sale to constantly increase. To-day, twice the quantity is sold in Canada that was sold five years ago.

A limited number of Albert Soap shares is being placed on the market. By becoming shareholders in the Company retailers will share in the manufacturer's profit as well as their own. To give to all a good chance of securing an allotment this stock will be reserved exclusively for the Retail Soap Trade until Sept. 30th; any stock left over then will be offered to the public.

The face value of the shares is $50.00 and dividends will accrue from the start. Similar concerns are earning very large dividends in England and the United States, and shares bought a few years ago at par are worth very much more now. It is hoped that the Soap trade in Canada will avail themselves of our offer and complete prospectus will be mailed on request.

ALBERT SOAPS LIMITED

MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR, ETC., ETC.

The Best of People

make mistakes—unintentionally. But no grocer **ever made** a mistake in selling

Blue Ribbon *Ceylon* Tea

If he made a mistake it would be in **listening** to the "tea-totalling" of some makers—talk about sales of the past and how big they were. **Blue Ribbon Tea** has sales for the **future.** That's the point you are concerned about. And a share of **Blue Ribbon** trade is **yours** if you **hold to** the **Red Label** line—**the unbeatable** at 40c.

received. Some good New Brunswick stock now received, and already some few from Nova Scotia. Good prices asked for best stock. Bananas hold very very firm for best quality. In oranges, supply very light and prices high. Lemons are at extreme figures. California fruit about done, though some nice pears and peaches are still seen. Eastern pears are freely offered. Stock tends small. Melons done; tomatoes keep high; Ontario plums bring full figures. Eastern crop is said to be light.

Dried Fruit—Currants continue of interest. Both local and import prices are higher. New York market is cleaned up on old goods. In new cleaned goods, import prices show a wide range. In raisins dealers will import Valencias quite freely. Price low. Quantity of Malaga layers to be imported will be light as demand is limited. Malaga loose and seeded quoted quite high. California not quoted, but will rule high. Apricots are higher, but are lower than peaches. Prunes are higher. Dried apples are higher. Evaporated very firm. Canadian onions now quoted. It is said stock will be small in size and crop light.

Sugar—Market unchanged since the decline of last week, but weak. There is a fair sale. Stocks are small.

Molasses—There is quite a large stock of Porto Rico here. Some of last year's goods were also carried over. Holders are, however, quite firm in their prices. Except in fancy, Barbadoes is rather a light stock.

Fish—Shad are a total failure this Fall. There is a fair supply of fresh cod and haddock. In dry cod, prices high and outlook firm. The extreme price causes some sale for pollock, which though higher than usual, are well below cod. It is yet early for finnan haddies. Pickled herring are perhaps not as firm, but are high and little change looked for. While smoked herring are low, price is somewhat higher.

Flour, Feed and Meal—In flour the situation is unsatisfactory. In Manitobas, price is off and a further decline expected. Oats are low and not as firm. Oatmeal is also rather lower. There is quite a stock of old meal held here. Cornmeal shows little change. Beans are rather lower. While it is largely speculation as yet, some low figures are named on futures.

Provisions—In barrel pork there is complaint that the well known term "clear pork" covers such a wide range of quality as to have no meaning as a standard of value. Mess pork is scarce. Prices are high. Beef is also held at quite full figures. Pure lard is scarce and high. Some American was imported, but that is now too high. Standard compound is quiet, low and held firmly. In fresh meats business continues dull. Beef, owing to free receipts of domestic keeps quite low. Veal has little enquiry. Mutton very dul and low. Lamb sells freely and is high. Large quantities have been shipped to the States. Pork has rather more inquiry.

Mess pork, per bbl	$18 50	$19 00
Clear pork "	18 00	21 00
Plate beef "	14 00	15 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb, "	0 08	0 09
Pork "	0 07	0 08
Hams "	0 14	0 15
Rolls "	....	....
Lard, pure, tubs "	0 11½	0 11¾
" " pails "	0 11¾	0 12
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09

Butter—Prices are higher. There is prompt sale for right goods.

Creamery butter	0 21	0
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

Eggs—Prices have advanced. At this season strictly fresh eggs bring full prices.

Eggs, henery	0 20	0 23
" case stock	0 18	0 19

Cheese—Market is very firm. Higher prices expected. Twins have the local demand. The output is small.

Cheese, per lb	0 11¼	0 12

HINTS TO BUYERS.

Trinidad and Barbadoes grocery sugars may be had from H. P. Eckardt & Co.

H. P. Eckardt & Co. are agents for Phonograph brand Bahama pineapple, the quality of which is exceptionally fine.

The monthly meeting of the Montreal Retail Grocers' Association was held on Thursday, the 7th inst., at their hall, 88 St. Denis street, Montreal. The time was devoted to the election of officers. An account of the proceedings will be given in our next week's issue.

JUST A FEW STEPS

in the right direction mean a good deal in placing your store at the head of the trade in your locality. Of course, you want the best class of customers—the kind who buy much, and pay well—but did you ever stop to consider whether your store was attractive enough for discriminating buyers ?

A T T R A C T I V E N E S S

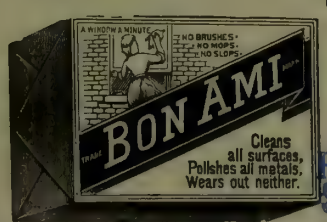
CLEANLINESS is the best thing to conjure trade with, and the best help you can get to achieve lasting results is **BON AMI,** the cleansing and polishing (one operation) wonder. Send us your name on your letter-head and a full cake is yours.

After you have used it on your windows, show cases and fixtures, you will be delighted with the improved looks your store has taken on. Write to-day It's your profit !

RETURNED
SEP 8 1905

AN EASY WAY

THE BON AMI



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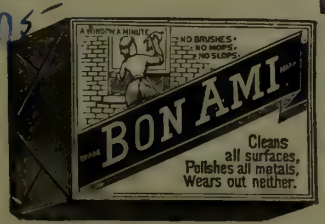

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To Montreal cut Book 39 page 85

Hudon, Hebert & Cie.

The Most Liberally Managed Firm in Canada.

FREIGHTS AND CHARTERS

LAKE, river and ocean freight continues active but the grain shipments from Montreal are reported less than they ought to be for the season. From Fort William to Montreal by all water routes the rate is 6½ cents per bushel from September 15 to October 15 and 7 cents from October 15 to November 25.

Grain rates from New York are away below the rates from Montreal and so long as this is the case there need be little hope for increasing the shipping from Montreal. From schedules served on the Board of Trade every day it is obvious that the rates in New York are as much as 6d below the Montreal ocean rate to the Old Land. This applies to grain only.

The chartering of vessels from Fort William always includes the clause "privilege of unloading at Buffalo." From Montreal to Liverpool the rates on grain are 1s 6d for September and 1s 9d to 2s for October. It is understood that as high as 2s has been paid.

To London, Glasgow and Bristol about the same rates have been paid and will likely hold for some time.

A notable shipment of hay was recorded last week from New York and Boston. It was all Canadian hay and the freight rates were 10s to 11s 3d and 12s 6d for September shipment. Most of this hay is to go to Liverpool, showing as previously prophesied in these columns that the demand for Canadian hay is very large this season.

The manifests of the different steamers sailing from the ports of Montreal and Portland still show that immense quantities of groceries and provisions are being shipped to the Old Land. On the Tunisian there were, for instance, 4,457 boxes cheese local and 297 boxes through, also 430 packages of bacon, 275 cases canned meats, 1,034 packages meats, 1,490 packages lard, 2 barrels beef. There were also 5,666 boxes of fruits, 1,272 barrels of apples and a large quantity of lumber.

Many of the other steamers, such as the Ottawa, Lake Champlain for Liverpool, Devona for London, Hibernian for London, the Monteagle for Bristol and the Ionian and Lakonia for Glasgow, took heavy cargoes of provisions and grain, also general merchandise.

Notwithstanding the cries of "nothing doing" made by the chronic kickers, plenty of Canadian products are leaving Canadian shores for Old World consumption.

British North America imported from the United States during June 8,007 bushels of wheat, valued at $6,854, as compared with 6,758 bushels, valued at $5,085, for the preceding June. The imports for the year ending June aggregated 90,978 bushels, valued at $76,254, as compared with 1,194,753 bushels, at $1,002,372, for the year ending with the preceding June.

* * *

New crop Spring wheat (1905) began to arrive in Minneapolis on August 8, when a car from Kastota, Minn., was received. It graded No. 1 Northern, 58½ pounds, with no dockage, and if an index of the new grain, augurs a prosperous year for the millers. It sold at $1.06. Trading in the new crop to arrive began at Minneapolis on the same day with a sale of 5,000 bushels No. 1 Northern at 8c. above the September option.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Meats	*13/¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13/¼c	15/	13/1½	†15/	†15/6	15/	15/	16/6	.....	†15/	16/3
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	15/6	.	.....	15/6	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	7/6	8/9	7/6	*10c	10/6	10/	15/	11/	7/6	*9c	.....
Rolled Oats, Dog Flour, Flour Middlings, in bags	10/	10/	10/	12/6	16/6	12/6	18/9	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/3	7/6	10/6	†15/	..	.....	...	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	10/	12/6	12/6	10/	20/	.....	.....	22/6	8/9	12/6	12/6
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
" Beans and Peas, in bags	20/	25/	31/6	25/	16/6	.....	....	25/	20/	25/	30/
Apples, Flour and Meal, in barrels	12/6	15/9	15/9	15/	.....	.....	....	17/6	12/6	15/	15/
" and other Green Fruit, in boxes	7/6	10/	10/6	10/	17/6	.....	....	.....	7/6	10/	12/6
" Evaporated, in barrels or boxes.	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
" Prunes and other dried fruit, in boxes	8/9	10/	12/6	10/	.....	.. ..	.. ...	17/6	8/9	8/9	12/6
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/	.....	.....	15/	12/6	12/6	15/
	.....	.....	.....	... .	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 7th, 1905.

GENERAL wholesale grocery trade continues very active. The large crop now being harvested contributes in two ways to cause this activity. In the first place it inspires confidence in the business outlook for the coming year and this confidence is reflected in liberal buying. In the second place the busy harvest season and the arrival of thousands of harvesters are responsible for an increased consumption of many lines of groceries, notably canned meats and fruits, which are experiencing a healthy demand.

Throughout almost the entire list of our quotations there is a strong tendency towards higher prices and the history of the grocery market during the coming months seems likely to be a record of advances. Particularly is this the case in the dried fruit market, a market in which western Canada is much interested because of the large consumption. Apricots opened very low but the actual crop was not quite so large as expected and there has been a marked recovery in prices. The high prices and scarcity of other dried fruits has caused a greater demand for apricots with a consequent stiffening of prices.

Sugar—Since the decline noted in last issue there have been no further changes. The demand is lessening but the movement of sugar is still heavy. We quote :

Montreal granulated, in bbls	5 55
" " in sacks	5 50
" yellow, in bbls	5 05
" " in sacks	5 00
Wallaceburg, in bbls	5 45
" " in sacks	5 40
Icing sugar in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 75
Powdered sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb cases	6 25

Canned Goods—New canned tomatoes are on the market in small quantities but all wholesale houses have not yet received first supplies and the price is not settled yet. The general price seems to be about $2.75 per case but it is likely that when larger supplies arrive the price will be lower. New canned apples are being offered now on the local market and quotations will be found below. We quote :

Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 3-lb. " 2 and 3 "	2 08
Cherries, red pitted, 2's, 2 doz.	4 23
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, "	3 35
Pears (Bartletts), " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	3 75
Raspberries, red (new), per case	3 58 3 63
Strawberries, heavy syrup, 2's, per case	3 28
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases	2 75
Corn, 2's " "	2 00
Peas (No. 4), 2's, per case	1 48
" (No. 3), early June, 2's	1 63
" (No. 2), Sweet Wrinkle, 2's	1 85
" (No. 1), extra fine sifted, 2's	2 68
Beans, " "	1 90 1 95
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, 1b. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
(Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Lime Juice—We quote:

"Montserrat," pints, per doz	4 00 4 25
" quarts, "	6 80 7 00
Local brands, pints. "	1 60 2 50
" quarts, "	3 00 4 50
" bulk, per imp. gal	0 65

Salad Dressings—We quote:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c per lb. The French in 1 lb. packets is now quoted at 8¼c., a slight reduction.

Spices—There is a strong demand for spices at present for pickling purposes. Prices are steady. We quote :

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70
Black pepper, per lb	0 18
White "	0 25
Cinnamon (ordinary), per lb	0 16½
(extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still advancing and is now pretty generally quoted at $4.50 per cwt. Any lower quotations are likely to be withdrawn almost at once as new stock can not be obtained to sell at lower prices. We quote :

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	4 50
Sago, per lb	0 03¼

Pot and Pearl Barley—Quoted as last week at following prices :

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—Quoted at following steady prices :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00 2 10
" " 5-lb tins, per 1 "	2 40 2 50
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ¼ "	2 15 2 25
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02¾
" in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats, each	2 25

Coffee—There is the usual steady demand but the local coffee market is without any new features. We quote :

Whole green Rio, per lb	10½
" " roasted, per lb	0 13 0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. "	0 24

Cocoa—Van Houten's cocoa is quoted now at an advance of 10 cents over prices previously quoted. There are no other new features. We quote :

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ¼'s, per doz	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote :

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " ½ "	0 22½

Jam—We quote :

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—We quote:

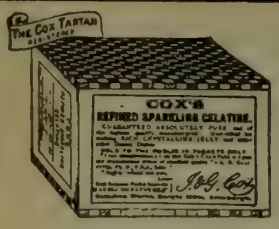
Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—New Valencia raisins promised for delivery late in November or early in December are likely to be cheaper than last year. Prices at which these goods are offered now for December delivery are quoted below. First shipments by direct steamer arriving earlier will cost a little more. Freshly seeded California raisins (old stock, of course) are on the local markets now and offered at prices quoted below. Prunes are climbing steadily and further advances will be noted in our quotations this week. Apricots have been advanced one-half cent more and are now selling at 11 and 12 cents per lb. The advance is due in great measure to the scarcity and high prices of other dried fruits which has had the effect of increasing greatly the demand for apricots. We quote :

Valencia raisins, f. o. s to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers, "	1 85 2 00



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COX'S CELATINE

should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

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D. Masson & Co., "
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J. & G. COX, Ltd.
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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited
Manufacturers of
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MONTREAL.

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How is your stock of
EAGLE BAKING POWDER?
NOW is just the time time to push Baking Powder and **Eagle** is one of the most profitable to handle. Satisfaction guaranteed.
J. H. MAIDEN,
MONTREAL

POULTRY, FISH

GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

California raisins, muscatels, 3 crown, per lb	....	0 07
" " " 4 "	....	0 07½
" " choice seeded in ½-lb. packages per package	0 07½	0 08
" " fancy seeded in ½-lb. packages per package	....	0 08
" " choice seeded in 1-lb packages per package	....	0 08½
" " fancy seeded, 1-lb. packages, per package	....	0 09½
Prunes, 90-100 per lb	....	0 05½
" 80-90 "	....	0 05½
" 70-80 "	....	0 06
" 60-70 "	....	0 06½
" 50-60 "	....	0 07
" 40-50 "	....	0 07½
" silver "	....	0 08½
Currants, uncleaned, loose pack, per lb	....	0 05½
" dry cleaned, Filiatras, per lb	....	0 05½
" wet cleaned, per lb	....	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	....	0 07
" Vostizzas, uncleaned	....	0 06½
Hallowee dates, new per lb	....	0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb	....	0 12
Apricots, standard in 25-lb. boxes, per lb	....	0 11
Peaches, choice, " "	....	0 12½
" standard " "	....	0 12
Pears, (choice halves) " "	....	0 12½
Plums, choice (dark pitted) per lb	....	0 10
Candied Peel—Lemon peel, per lb	....	0 09
Orange "	....	0 09½
Citron "	....	0 14

Teas—New Japan teas have arrived and they are quoted at 24 to 32 cents per lb. The cheaper grades are expected later. We quote:

Congous, M. 12, half chests, per lb	....	0 12
" " cads, per lb	....	0 13
" S.C.P. and M. 14, half chests, per lb	....	0 15
" " " cads, per lb	....	0 16
" A.A.N., in cads, per lb	....	0 19
" J.A.P., No. 1, "	....	0 25
Ceylon, bulk, per lb	....	0 18
" Pekoe P.H.T., in ½ chests, per lb	....	0 18
" broken Pekoe, No. 62 in chests, per lb	....	0 18
" " No. 414 and 418, "	....	0 20
" " No. 412, in chests, "	....	0 22
" " No. 57, " "	....	0 25
Gunpowder, in quarter chests, per lb	....	0 26
Young Hyson, in ½ chests, per lb	....	0 26
Scented Orange Pekoe, in cads, per lb	....	0 26

Fish and Oysters—The first oysters of the season have arrived and they are selling at $2.90 to $3.00 per gallon. We quote:

Lake Superior trout	....	0 10
Gold eyes	....	0 03
Blue fish	....	0 18
Mackerel	....	0 15
Red snapper	....	0 15
B.C. salmon	....	0 13
Halibut	....	0 11
White fish (L. Winnipeg), per lb	....	0 06
Pickerel	....	0 05
Jackfish	....	0 04
Finnan Haddie	....	0 09
"Halifax" brand salt cod, fish cakes 24-1's	....	0 11
"Acadia" " " " 20-1's	....	0 09
"Bluenose" " " " 20-1's	....	0 07
"Acadia" " " 2-lb. boxes	....	0 09
" " " 4-lb. "	....	0 09
" " shredded, 24 cartons, per bx.	....	2 00
" " " bulk, in 15-lb. boxs.	....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	....	5 00
" " " per 20-lb. pail.	....	1 20
Salt mackerel, in 20 or 30-lb. pails	....	0 12½
Finnan Haddie, in 15 or 30-lb. boxes	....	0 08
Smoked halibut strips	....	0 11
Kippered gold eyes, per doz	....	0 45
Yarmouth bloaters, 60 in box, per box	....	1 50
Lobsters, fresh boiled, per lb	....	0 25
Caviare, extra, small jars, per jar	....	0 40
Frog legs, 6 doz. in box, per doz	....	0 40
Oysters, per gallon	2 90	3 00

Evaporated Apples—Very firmly held. They are selling at 8 to 9 cents per lb.

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—We quote:

Evaporated apples 50-lb. case	....	0 08
" (fancy), "	....	0 08½
Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	....	0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz	....	1 95
" fibre "	....	3 25
Wash tubs, common and wire hoop, per nest of 3	....	2 00
" " " No. 0, per do	....	11 85
" " " No. 1,	....	9 50
" " " No. 2,	....	8 40
" " fibre, per nest of 3	....	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	....	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	....	0 29
Butter tubs, fibre and cover, per doz	....	4 00
Butter moulds, for 1-lb. bricks, per doz	....	1 85

Buckwheat Flour—We quote at $1.70 per half sack.

Breakfast Cereals—We quote:

Rolled Oats, 80-lb sacks, per cwt	....	2 40
40-lb. " "	....	2 45
20-lb. " "	....	2 50
8-lb. " "	....	2 80
Cornmeal, in sacks, per cwt	....	1 85
" in ½ sacks, "	....	1 90

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	....	2 00
" " 5-lb tins, 1 doz. in case, per tin	....	0 50
" " 10-lb tins, 8 in case, per tin	....	1 00
" " 60-lb tins, per lb	....	0 07
Fancy comb honey, 2 doz. to the case, per doz	....	2 50
" " " " per case,	....	4 75

Eggs—Produce houses are paying 18c. per dozen for strictly fresh eggs delivered in Winnipeg.

PERSONAL MENTION.

Mr. A. H. Rae, Wroxeter, is spending a few days in Toronto.

Mr. I. Newbarry, Grand Valley, is in Toronto for the Exhibition.

Mr. I. M. Roach, Arthur, is in Toronto visiting the Exhibition.

Mr. O. S. Smith, Winnipeg, is in Toronto visiting the Exhibition.

Mr. H. J. Colwill, Arthur, is in Toronto on a visit to the Exhibition.

Mr. Mann, of Mann & Ewing, Teeswater, is visiting Toronto Exhibition.

Mr. J. Scott, of R. Scott & Co., Mount Forest, is in Toronto for short vacation.

Mr. Frank Obertra, Formosa, is in Toronto this week for the Exhibition and business combined.

Mr. E. C. Clarke, Orangeville, is visiting Toronto for the Exhibition and business combined.

Mr. Holliday, of Holliday Bros., Brooklin, Ont., has been a visitor to Toronto during Exhibition.

Mr. and Mrs. Mayled, Brantford, are staying at the Grand Union Hotel, Toronto, for a few days' vacation.

Mr. R. Maxwell, of Perkins, Ince & Co., has returned from a most enjoyable trip east, and has gotten into harness with his usual vim.

Mr. Henry Wilson, Oakville, we are glad to note, is now back to business in his former style after an unfortunate three weeks' sickness.

Mr. S. B. Bateman and wife, Mount Forest, are anticipating a pleasant trip down the St. Lawrence River, for which they have just started.

Capt. Wallace, of Wallace Bros., Woodbridge, is in Toronto on a business visit and intends purchasing a house if he meets one to pass his scrutiny.

Mr. James Ross, of Macpherson & Co., Hamilton, is leaving Toronto immediately after the Exhibition on his extended business tour to the Northwest Territories.

Mr. R. J. Helstrop, lately with Geo. Riley, grocer, Queen street west, Toronto, has joined the selling staff of E. W. Gillett Co., Limited. Mr. Helstrop will look after the Toronto retail trade, succeeding Mr. Geo. D. Sinclair.

Mr. Geo. D. Sinclair has been appointed Winnipeg representative of E. W. Gillett Co., Limited, and left on Saturday, September 2, to take charge of their Winnipeg office. Mr. Sinclair is an old western boy, and his many friends in the west, as well as in Toronto, will be pleased to hear of his promotion.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

FOR SALE.

ONE of the best country store businesses in Ontario county; close to C.P.R. and G.T.R. stations; biggest live stock shipping point between Toronto and Peterborough; good farming community; stock about $4,000; owner has opportunity in larger sphere; don't apply unless prepared to do something better than invoice price; I'm not giving this business away or offering a dead horse at 60c. on the dollar; it's a live, growing, "cash" business, seldom found in the country; stands alone and is worth paying for; will bear investigation; telephone and postoffice more than pay rent; C.P.R. hands and dining cars take all my produce, which is quite a business in itself. W. L. Martin, Myrtle Station, Ont. [36]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Clark's Sliced Smoked Beef

First in Quality

Because of the Packer's Experience

First in Sales

Because of the Buyer's Experience

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

MFD. BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

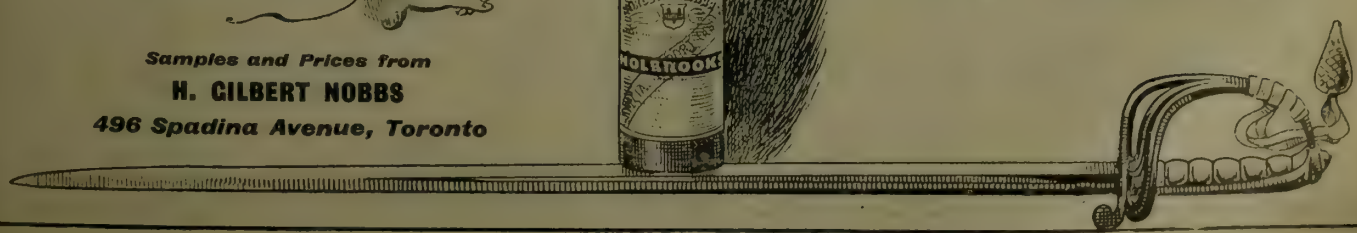
For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

HOLBROOK's SAUCE

THE BOTTLE THAT IS MIGHTIER THAN THE SWORD

IT HAS CONQUERED THE WORLD



Samples and Prices from

H. GILBERT NOBBS

496 Spadina Avenue, Toronto

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 6, '05.

THE cheese market, as far as new business over the cable is concerned, is most disappointingly dull and quiet, yet it is difficult to get prices down at country points and our prices remain steady in sympathy. It becomes more and more a question of which side will have to give way in the end.

Taking published figures of receipts and shipments this year, as compared with last year, into consideration, we come to the conclusion that stocks in Montreal are fully 125,000 boxes less than a year ago and the different markets in the United Kingdom all report lighter stocks than at this time last year. As there was an actual shortage of supplies at the end of last season, it is difficult to see that prices should decline. Against all this is the high range of prices now ruling and the consequent lack of confidence on the part of operators to stock up for future demands.

The output of cheese has been reduced in many sections, especially in the Province of Quebec, first by the increased production of butter, second by lack of rain. Some sections had plenty of rain, but others were very dry, so that wells have dried up and all the extra feeding of cattle on account of the high prices obtainable for dairy produce was insufficient to increase the flow of milk to any extent. It is almost too late now to expect much improvement in this respect, and the Fall or Autumn make of cheese is not likely to be large.

On the whole this has been a most unsatisfactory season for those engaged in the cheese business on either side of the Atlantic and the future is not by any means clear. While the statistical condition is undoubtedly strong, present prices are already so high that there is not much room for further advance, to pay for carrying charges into the winter months, when we have to consider the Australian and New Zealand shipments to the British markets, not only of cheese, but also of meats.

Our recent markets reflect a certain spirit of caution. This is as it should be, considering that prices are abnormally high and that danger is ahead, lest goods stored now might not advance in value sufficiently to pay for the risk of holding. While there seems to be no chance of a decline in prices, most dealers hesitate missing a sale for fear that they might not gain by holding their goods.

The butter market is also very steady, although the present demand from the United Kingdom cannot be called brisk. British markets want butter, but they want "shilling butter," and good quality for this. Canadian prices are too high for retailers to sell our butter at a shilling per pound and the moment that this price is exceeded, the demand falls off. Danish butter is put on the British markets fresh and commands the highest price. The British importer seems to speculate on Canadian butter and puts it into "second class," because he does not dispose of it in its fresh state. If our butter were sold fresh in close competition with the Danish product there is no reason why we should not increase our business in this line, but stale butter is not palatable and if our butter is generally being overheld for speculative purposes it certainly injures our reputation for quality. We can safely say that we produce as good quality of butter here as can be produced anywhere, and it does not seem right that we should get a bad name for our product because speculators choose to hold it when they put other countries' product on the market fresh.

LONDON, ENGLAND, LETTER.

(By Our Own Correspondent.)

SINCE my report some six days ago, the London market has asumed a decidedly more animated tone. This is not due to any advance in price on the Canadian side, but rather to the fact that buyers here are inclined to give 108s. for salt, and 110s. for saltless Canadian. This is for Eastern Townships, and Western run them very close as regards the selling price. It will at once be seen how stiffish these prices are when it is mentioned that about this time last year quotations ruled from 92s. to 96s. for Canadian butter.

Total imports of butter into the United Kingdom for the two first weeks of August, 1905, are as follows:

Australia	4,425	cwts.
Canada	41,493	"
Denmark	59,607	"
France	16,650	"
Russian	28,025	"
Belgium	2,089	"
Germany	1,014	"
Sweden	6,937	"
U. S. A.	8,191	"

This is an increase of 15,535 cwts. over the corresponding period last year. New Zealand is conspicuous by its absence.

A. E. Sowerbutts & Co., London, who are now diligently cultivating Canadian trade, have drawn our attention to the grading of Canadian butter. So have many other British importers of Canadian butter, and it really is a matter of the very first importance. Reference was made to this is the London produce letter of The Grocer of June 30th, at which time it was sugested that the example of New Zealand makers should be followed. It was pointed out that every pound of butter which enters British ports wears the New Zealand Government's mark, declaring it to be a fixed grade, and this is a guarantee against irregularity of quality. Two or three months ahead importers can contract for quantities of a certain grade, and know what they are going to get.

This system, which has proved so successful in New Zealand, would, if adopted by Canadians, bring into greater prominence the best brands of Canadian butter, while at the same time causing those who are not turning out butter so well to improve the quality.

The fact that a classification of butter (mentioned in The Grocer of June 2) has already been issued by the Canadian Department of Agriculture, is not being lost sight of, but the necessary qualifications required to merit classification in one of the three grades is of small interest to importers on this side, being evidently intended more as a guide to makers for the remedying of defects than as an absolute guarantee of quality.

To illustrate what is meant, it might be pointed out that, in the matter of packing, the classification says that boxes should contain only 56 lbs. To this very day boxes of butter are arriving in London which are not of regular weight. Those British importers of butter who have looked over the new classifications, issued by the Department of Agriculture three months back, feel confident that the measures taken by the department will have beneficial results in course of time, but, they ask, why not make your weapon a double-edged one, and, while recommending factors to grade and pack in a certain way, serve the interests of buyers abroad as well as of the makers by placing the Government stamp, testifying that quality and packing are what they should be, upon all boxes which satisfy the demands of the Government inspector. Such an arrangement would go further to secure the sale of Canadian butter on the British markets than, perhaps, Canadians themselves think, and it would be a decided incentive to many importers to handle Canadian stuff who up to the present have left it, at any rate to a great extent, alone. Even those who handle large quantities at the present time would have a powerful selling argument to help them clinch matters with their customers, if they could but point to the Government stamp as a guarantee of reliability.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

SHORT ROLLS

New, Mild, Sweet, Sugar-cured, Boneless, either Smoked or in Pickle, the very nicest and cheapest line on the market.

Hogs are undoubtedly scarce and high in price. Order now, before the prices advance.

F. W. FEARMAN CO., LIMITED

HAMILTON

PURE FOOD INSURES

GOOD HEALTH

MAGIC BAKING POWDER

INSURES

PURE FOOD.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

This is the view taken by many good men along Tooley street, and in this case Tooley street is but the echo of opinion as held in many of the main British distributing centres.

Again, attention must be drawn to Canadian dairies. Those shipments which lately arived by the Savona are reported as varying very much in quality. Some boxes are worth many more shillings than others, and, to quote the actual words of one of those who has handled them, "We do not see why improvement should not be made with due care. We simply make this remark for the benefit of producers and dealers in butter."

New Zealand has taken quite the lead in the Australasian colonies by the careful supervision of the Government who insist upon passing as best only those butters which they consider to be worthy of grading as No. 1.

PROVISION AND DAIRY MARKETS.

TORONTO.

The home provision market still continues active, more volume has been done, probably on account of the extra trade consequent upon the National Exhibition.

Export trade has not shown any fresh feature, and is not expected to do so until an easier basis is reached.

Lard has stiffened somewhat and is firm at fresh quotations.

Hogs have been coming in freely and prices are easing off somewhat. Sales have been effected at $8.50.

We quote this week:

Long clear bacon, per lb		$0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb		0 15
Medium hams, per lb		0 14½
Large hams per lb		0 13½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10½
" pails "		0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 50	8 75
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton		0 08
Spring lamb	0 10	0 11
Veal	0 07	0 09½
Hogs, street lots	8 50	9 00

Butter—There are no prospects of change for the immediate future in the butter market. Present indications are that little activity will accrue on present basis.

The export trade is practically nil. Home consumption is more alive on account of the Exhibition influx, but no real life is manifest. Arrivals continue small, and firm prices rule in consequence. We quote:

	Per lb.	
Creamery prints		0 23
" solids, fresh		0 22
Dairy prints	0 19	0 20
" in tubs	0 17	0 18½

Eggs—Supplies are coming in in better quantities. Quality is distinctly better, and demand good. Prices somewhat firmer.

New laid eggs, per doz	0 18	0 19

Cheese—Conditions remain practically unchanged since our last issue. Home trade is fairly good, but no bulk trade is in evidence, export demand being particularly dead. Enquiries are slow, and indications point to a much lower basis if any movement is to be expected. Qual-

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A., Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

LET THE BABY SLEEP

USE

WILSON'S FLY PADS

Stock the kind the housekeepers ask for. Avoid poor imitations.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

ity too is not considered to warrant maintainence of such high ratio as at present.

	Per lb.
Cheese, large	0 11¾
" twins	0 12

Cheese Board Report.

(For week ending Sept. 6.)

Board.	Boxes.	Price.
Stirling	1,100	11 3-16
Campbellford	1,600	11 1-16
Picton	1,280	11¼
Woodstock	5,265	.....
Watertown, N.Y.	6,952	10¾ 10¾
St. Hyacinthe, Que.	800	11⅛
Alexandria	1,073	11¼
Vankleek Hill	1,300	11 7-16
London	1,000	11⅛
Brockville	5,941	11⅛
Belleville	3,515	11 9-16
Cornwall	1,334	11 11-16
Cowansville, Que.	907	11⅜ 11 5-16
Canton, N.Y.	2,600	11½

MONTREAL.

The provision market is in the declining mood on account of a general drop in demand. Live hogs are easier at 7c. to 7 1-4c.; dressed hogs in small demand, are quoted at 9 3-4c.; hams, about the same as last week are sold between 13 1-2c. to 14 1-2c. Bacon, not very active, brings 14c. Lard remains unchanged, although there is little doing. Hogs are not in demand just at present by packers and exports are small, thus rendering stocks more plentiful. We quote:

Lard, pure tierces	0 10½
" 5-lb. tubs	0 10¾
" 20-lb. pails, wood (10¼)	2 10
" cases, 10-lb. tins, 60 lbs. in case	0 10¾
" " 5-lb. "	0 10¾
" " 3-lb. "	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06¾
" " ½-tierces, per lb.	0 07¼
" " 50-lb. fancy tubs	0 07¼
Cases, 20 3-lb. tins, per lb.	0 07¾
" 12 5-lb. tins "	0 07¾
" 6 10-lb. tins "	0 07¾
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 12 0 14½
Extra plate beef, per bbl.	11 50 12 00

Butter—There is active exportation in butter just at present and the English market is said to be strong. There is however, very litlle demand for butter locally and in spite of this quiet condition high prices are firmly maintained and dealers express the opinion that the whole Winter will elapse before any change of importance takes place. We quote:

Finest creamery	0 21½
Fine	0 22 0 22½
Medium	0 21½ 0 21½
Fresh dairy tubs	0 18½ 0 19

Cheese—The cheese market is very slow and demand quiet for all grades. Arrivals of cheese are large enough, but nearly wholly destined for exportation. Considering the quiet condition of the market stocks are equal to demand. Ontarios are offered at 11 3-4c.; Townships at 11 1-2c., and Quebecs 11 3-8c. Otherwise the trade is featureless.

Eggs—Eggs as well as cheese and butter are finding their best market in exportation. However, the local demand is reported very good and stocks in some instances not equal to demand. Selects are hardly obtainable below 23c., and straights from 19c. to 19 1-2c. Others are as low as 19c. These prices are at present firm and dealers are reticent in their prophecies.

MANITOBA.

Creamery Butter—There is a stronger feeling in the butter market and prices are advancing. We quote:

Finest fresh creamery, in 56-lb. boxes	0 22
" " in 28-lb. boxes	0 22
" " in 14-lb. boxes	0 22
" " in 1-lb. bricks	0 23

Dairy Butter—Produce houses are advancing their prices and are paying now 15c. and 16c. f.o.b. country points for No. 1 dairy.

Cheese—Prices are still advancing. We quote:

Finest Ontario, large	0 13¼
" Manitoba, large	0 12
" " twins	0 13
" " small	0 13¼

Lard—There has been a sharp advance in lard. We quote:

Lard, 50-lb. pails, per pail	5 37½
" 20-lb. " "	2 22½
" 3-lb. tins, per case 60 lbs.	7 35
" 5-lb. " " "	7 12½
" 10-lb. " " "	6 95
Pure lard in bbls, per lb	0 10½

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 13
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 [illegible]
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
" hocks, " "				0 04

GREEK-BRITISH CONCESSIONS.

An official statement was issued from the board of trade giving particulars of a new commercial arrangement with Greece. His Majesty's Government have agreed to withdraw their protest against the Greek Currant Retention Law, and Land Tax, and Export Duty on Currants Law, in return for certain tariff concessions. Goods produced or manufactured in any portion of the British Empire will now enjoy unconditional and favored nation treatment in Greece, so long as such portion of the British Empire accords to goods of Grecian origin treatment as favorable as it gives to the goods of any other foreign country. The treaty of 1886, the agreement of 1890, and the present declaration will continue in force for five years, and thereafter from year to year, failing twelve months' notice of determination. Among the Greek tariff concessions is a reduction in the rate of duty on cod and stock fish. Formerly the rate was 6s. 5d per cwt., but under the new arrangement the duty will be 1s. 7½d. This reduction, it is pointed out, is a concession to Newfoundland in return for the free admission of Greek currants and sultanas into that colony.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Next week order your

Peaches

Pears

Plums

for preserving.

We are Headquarters for Canadian Fruits in Toronto.

Full lines of all other fruits, Domestic and Foreign.

37

"Removed to" 37 Front East—just up the street. Let everybody send his orders now to above address (phone Main 5665) and get "selected" fruit.

TOM SMITH, - - Fruit Broker

TOMATOES, CUCUMBERS GREEN CORN, CABBAGE

Buy from the Grower and get absolutely fresh stock.

RIDGE HALL FRUIT FARMS

E. E. ADAMS, Leamington.

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders Bank, Burlington, Ont. A B C Code. 4th Edition used.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

FRUIT MARKS ACT ENFORCED.

RECENT reports from Montreal bring news of the activity of the fruit inspectors at that port. For some time many persons have been shipping apples branded falsely and at variance with the regulations. Orders have in consequence been issued to strictly enforce the law, to prevent Canadian fruit depreciating in value on the European market.

Four out of eight cars recently consigned to Europe have come under the vigilance of the officials, who claim that the apples are not fully grown and are uncolored. The shipments failing to pass the inspectors are mostly from the Colborne district of Ontario. This activity must call forth the commendation of every business man. Commercial integrity is of the first and last importance in all circumstances and especially so in our export industries.

APPLE SEASON 1905.

The following report has come to hand from Boyd, Barrow & Co., apple receivers, Glasgow, Scotland :

"Every year is showing the importance of the Glasgow market as a distributing centre for Canadian apples ; during the past season the imports totalled 411,756 barrels.

"Glasgow is now the recognized market for the whole of Scotland, Ireland, and North and Eastern counties of England, and with the great facilities Glasgow enjoys in the excellent services of two steamship companies who run steamers specially adapted for this traffic, and the preference shown by consumers for Canadian fruit, it is quite evident that shippers will find it advantageous to avail themselves of this market.

"There is every indication of good results being realized here this season on account of the great shortage of the home crop, which from 192 reliable reports we have obtained show 163 to be under the average, while 29 only are an average crop. We therefore have every confidence in recommending large and regular shipments of all fruit of good color and quality—red fruit being greatly esteemed."

The Canadian agent for Boyd, Barrow & Co. is Eben James, Toronto.

FIRST ARRIVALS DENIA ONIONS.

The Capreria, bringing the first direct cargo of Denia onions this season to New York, has arrived. She brought 47,500 crates.

ONTARIO MARKETS.

Green Fruits.

Toronto, Sept. 8, 1905.

CONDITIONS of the fruit market continue favorable, trade is steadily increasing in volume, and a general healthy tone is manifest.

Californian fruits have had an extraordinary hold on the market for some time, and prices have been well maintained, but signs are in evidence of a break in this respect, and recent sales have resulted in general falling all round, whilst the incoming of domestic lines is relieving the situation. Plums, peaches, and pears, which are coming in from home points, are received in good condition and quality, and are fetching a good ratio of prices, these it is expected will supersede the foreign goods. Californian oranges are now nearly over. Jamaicas are, however, coming along, samples showing some good fruits. Tokay grapes are extra fine this season and are good values. Bananas have dropped materially, as have also peaches, plums and

Your . . Attention Please . .

W. O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform,

Peaches and Grapes

AUBURN ORCHARDS, Queenston, Ontario.

Shirriff's Essences

are always to be depended on for quality, and cost no more than inferior goods.

Imperial Extract Co.

18-22 Church Street, TORONTO

pears. Our prices are therefore revised accoringly. We quote:

Oranges, late Valencias, per box	5 00	6 00
Lemons, Verdilli	....	6 50
Bananas, large bunches, crated	1 75	2 00
Bananas, 8's, per bunch, crated	1 00	1 15
Bananas, 7-hand bunches, off track	0 65	0 80
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 50	1 75
" domestic, per basket	0 50	1 25
Pears, California, per box	2 50	3 00
Plums, " per crate	1 50	1 75
" domestic, per basket	0 30	0 50
Tokay grapes	2 50	3 00
Cantaloupes, Rockafords, per crate	....	5 00
" Canadian, baskets, 25 crates	....	0 60
Watermelons, each	0 20	0 25
Huckleberries, per basket	....	1 25
Apples, new, per basket	....	0 30
Lawton berries	0 08	0 09

Vegetables.

Vegetables—Steadily progressive is the true condition of the vegetable market, arrivals are increasing, and a full line of vegetables are now under quotation, with prices ruling firm at previous quotations. The great influx of visitors during exhibition naturally creates an increased demand during that time. This, however, is expected to be balanced by the return of residents as the week advances, so that the present satisfactory condition is expected to continue. We quote:

Jersey sweet potatoes	3 50	4 00
New potatoes, per bush	0 50	0 60
Onions, per doz. bunches	0 10	0 15
Onions, per bushel	....	1 00
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 20	0 25
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 15
Cucumbers, per basket	....	0 25
Outdoor lettuce, per doz. bunches	....	0 20
Waxed beans, per basket	....	0 25
Water Cress, per doz.	....	0 25
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 35	0 50
Vegetable marrows, per dozen	....	0 50
Green corn, per doz	....	0 08
Parsnips, doz. bunches	0 30	0 40
Squash, " doz	0 75	1 00
Leeks, " bunch	....	0 25
Kohl-Rabi, per doz	....	0 50
Turnips, per bush	....	0 40

QUEBEC MARKETS.

Green Fruits.

According to leading dealers the fruit trade is good and steady. But a general complaint is, that high prices of some fruits renders an improvement in deman impossible at the present time.

Bananas are high and just at present firm, though dealers prophecy decline owing to larger receipts. Some twenty-one cars arrived in Montreal last week against nine cars for the week previous.

At Monday:s auction, were sold about four cars of California fruits as follows: Pears, $2.75 to $3.25; peaches, $1.40 to $1.75; the latter were only in small quantity and are very scarce on the local market; plums, $2.50 to $2.95, and a half car of California Malaga grapes in crates sold $2.00. These enjoy fair demand, though high in price; peaches, it is expected, will be lower shortly.

There are some Bartlett pears in barrels, selling from $4.00 to $9.00 according to quality. Summer apples are found to be very hard to dispose of by dealers who say the market is over supplied.

Dealers' prediction on lemons is being realized; they have gone up $1 and are scarcer. Sweet potatoes in fair demand and at higher prices. Some Jamaica oranges have arrived and are offered at

SWEET POTATOES

Gold Medal Brand Sweets represent the finest quality of Sweet Potatoes, both cloth-top barrels about 2½ bushels, also Double Head, selected, medium size, about 3 bushels.

LATE VALENCIA ORANGES

The last car of these fine California Oranges for this season has arrived to us. Order now before sizes are broken.

VERDILLI LEMONS

400 boxes Lemons, 300s and 360s, for this week.

ROWE'S LONG ISLAND NATIVE OYSTERS

Received Daily. Fresh. Clean, Wholesome.

Our Price List Weekly for the asking.

WHITE & CO., LIMITED

HAMILTON Phone 1115 — TORONTO Phone Main 4106

W. B. Stringer — THEY'LL Be Here Soon — J. J. McCabe

WILKINSON'S PACK OF CRANBERRIES

Get Them from Your Dealer

W. B. STRINGER & CO., - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO, Agents

Next week will be heaviest week of the season in

PEACHES

SEND US YOUR ORDERS.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Now is the time to buy your

PEACHES

We can supply you.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL—EXHIBITION WEEK

Plums Pears

Crawford Peaches

Choice Fruit Shipped Quickly

When preparing your fruit orders, remember I can supply you with any seasonable fruit—ship it direct and I'll be sure of its quality, too. If it is sealed fruit you want you cannot do better than order the **E.D.S.** Brand of Jams, Jellies, etc. The Eby, Blain Co., Limited, are agents in Toronto for my sealed fruits; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess Street, Winnipeg, agents for Winnipeg and the Northwest.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives

TRADE MARK

This design a guarantee of quality

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

$7.50 per barrel. Blueberries are scarce and generally high, though in small demand.

We quote:

Plums, in baskets	0 50	0 60
Peaches "		0 75
Pears "	0 60	0 75
Pears, boxes	3 75	4 25
Plums, crate	2 75	3 50
Peaches, box	1 85	2 15
Apricots, crate	1 25	1 40
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	2 15	2 25
Cocoanuts, per bag of 100		3 25
Pineapples, 18 size		5 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
New Messina lemons 300's		7 50
Apples	2 75	3 00
Sweet potatoes, per bbl	2 25	3 50
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size		6 25
" " " 175 to 300 size		6 00

Vegetables.

The market has seen no change since last week and dealers have little new to say. The same domestic products arrive regularly and on market days Bonsecours market is flooded with them. In conseqpence they are selling very low. Retailers and others generally make an ample supply, thus preventing wholesale jobbers from getting rid of stocks quickly. Some red onions, newly arrived, sell at about $2.00 per barrel. Other lines are unchanged. Tomatoes, however, are very plentiful and are selling from fifteen to twenty cents per box. We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Montreal cucumbers, doz		0 15
Home grown cabbage, per doz		0 40
Tomatoes, box		15 20
Spanish Onions, cases		2 00
Red onions, brl		2 00
Turnips, bag		0 75

MANITOBA.

Green Fruits.

Green Fruits—Ontario Duchess apples are now on the market quoted at $4.50 per barrel. The season is over for blueberries. We quote:

Ashland Crawford peaches, per case	1 65
California pears "	4 00
" plums (Kelsey, Japan) per case	2 25
" Solway peaches (freestone) per case	1 50
Washington plums (blue and yellow), "	1 50
" pears, per case	3 00
Ontario apples (Duchess), per bbl	4 50
Fancy Limon bananas, per bunch	3 00 3 50
Washington cantaloupes, per case	3 00
American grapes, per basket	0 60

Oranges and Lemons.

Late Valencia oranges, 126's	5 25
" " " 150's	6 00
" " " 170's to 220's	6 50
Fancy California lemons, 300's and 360's	10 00
(10c. off for 5-case lots.)	

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	0 65

Important Notice to the Trade in the Province of Quebec

Mr. Douglass has resigned. We are completing arrangements for a well-known traveller to take his place.
In the meantime mail orders will have special attention.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P.DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers?
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC Montreal OTTAWA

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director.
P. H. SIMS, Secretary.

WESTERN ASSURANCE COMPANY. Incorporated 1851 — FIRE AND MARINE

Head Office	Capital -	$1,500,000 00
Toronto,	Assets, over - -	3,300,000.00
Ont.	Annual Income -	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. O. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

FINANCE

CANADIAN banking methods will show proof of their excellence during the next three months. In the United States, where the branch bank system does not exist, the annual consternation is on as to how the western banks are going to get enough money to move the crops. The banks throughout the west, on account of the small population of the towns, are small, and as the call throughout the year is for loans and the deposits are small, they have not sufficient capital to handle the business which is put upon them during the harvesting season. Various attempts are made by means of Government deposits to tide them over the next few months, but the farmers and merchants of the west suffer greatly from the difficulty in getting money.

This condition does not obtain in Canada at all. By means of branch banks the big banking institutions are enabled both to plant banks where they could not live independently and to supply these with unlimited money to meet any extraordinary conditions. Here, as in the United States, the greatest wealth is in the east. Thus here the branches in the east receive much more deposits than they have calls for good loans. On the other side, the branches in the west have calls for loans almost exclusively. Accordingly the east feeds the west, and good profit is made from both branches where a single bank in either place would have difficulty in living.

* * *

A novel feature in banking is being exploited by the Monarch Bank. This bank has been incorporated, though it has not got in actual working order yet. The unique feature in it is the proposal to keep open at night. This would mean a very radical change, and is of very doubtful advantage. It is true it would be an advantage to travelers and might be a convenience to storekeepers who remain open at night. On Saturday nights particularly many grocers do as much business as they do all the rest of the week almost. But there is a great amount of work to be done in a bank after business is finished. All books have to be balanced each day, and this can only be done when business is closed. However, if a bank remained open day and night merchants who now have little difficulty in completing their business by three in the afternoon would soon begin stretching it out till four, five or six. This is where the great weakness of the scheme comes in, and the real advantage to a few would not equalize the general reversal of present methods.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.,

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

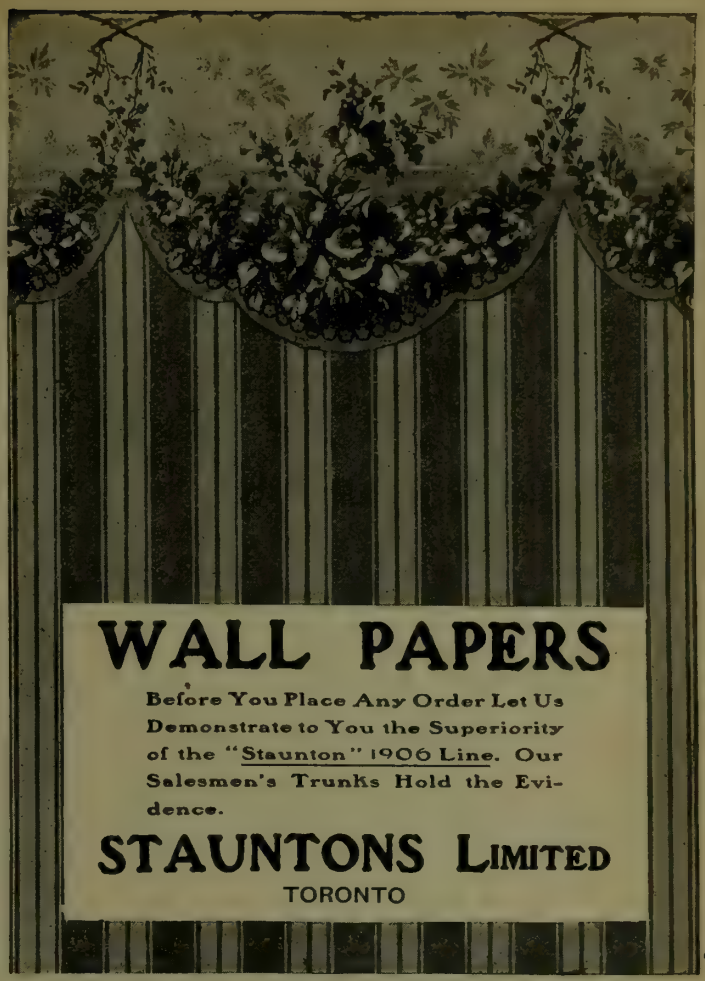
WALL PAPER

WHERE to place the house furnishing department is a matter of no small difficulty to the drygoodsman. There are two main points to be considered. First, it must be conspicuous enough to make the people know it exists, and secondly, it must be in a place where some seclusion is permitted, as a quiet inspection of the stock is essential. The arrangement which is most frequently carried out is that of keeping the department in an upper floor storey and showing a few samples downstairs.

This handsome Dutch interior illustrates Burlap Weave No. 1710 for Dado Stencil 1689 for Frieze, and Landscape Border 4700 for Sub-Frieze. Manufactured by Stauntons Limited.

This has the great advantage of economy in space. A carpet department has to be so situated that a roll of carpet can be spread out on the floor and the effect seen when it is actually in service. Similarly, wall paper has to have considerable space for its proper display. It would be out of the question to take this much room on the ground floor. Every foot is too valuable for that. Moreover, the ground floor would be unsuitable also for the reason that it is busier and people are walking backward and forward all the time. Wall paper and carpets are not like an ordinary piece of dry goods. They have to be looked at from a broader standpoint. Enough of them must be shown to make it plain how they will look in the room to be furnished.

This suggests another point which is worthy of consideration. The house furnishing department should be made as homelike and luxuriant as possible. It will not do to have the stock of carpets and wall papers rolled up and set up on end. The department must be made to look like a real room. If rugs are kept, have one laid on the floor. Otherwise have a strip or two unrolled. Then have the walls hung with suitable stock. This will take the bareness off and besides will show your goods.


WALL PAPERS
Before You Place Any Order Let Us Demonstrate to You the Superiority of the "Staunton" 1906 Line. Our Salesmen's Trunks Hold the Evidence.
STAUNTONS LIMITED
TORONTO

OUR SPECIAL LINE IS

OFFICE AND WAREHOUSE TRUCKS

We design each truck specially for the work it has to do. This affords a positive guarantee to the purchaser that our goods will answer his requirements.

MONTEITH, NIXON & COY.
Makers of Good Trucks
256 MACDONELL AVE., TORONTO
Telephone Park 1318

SIGNS AND SHOW CARDS

Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which show you as well hundreds of other styles of Signs.

THE MARTEL-STEWART CO., LTD.
681-683-685 Craig Street, - Montreal, Canada

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

N. S. Markets.

Halifax, N.S., Sept. 5.

THE retail grocery merchants of Halifax intend putting forth strong efforts to suppress Sunday selling, and also to put a stop to the hawking of certain goods about the streets. Grocers say their trade is being seriously injured by these hawkers, who, having no regular place of business and consequently no rent or taxes to pay, go from door to door disposing of their goods at low prices. In most cases the goods are of an inferior quality, but because the people get them at a little lower price than supplied by the trade they invariably purchase, though not in reality getting as good value for their money as they would from the regular storekeeper.

During the week the Retail Grocers' Association of Halifax and Dartmouth held a meeting at the board of trade rooms to consider the matter of Sunday trading, and to take steps to have the proper authorities enforce the law in this respect. The association was unanimous on this point. It was also decided to call the attention of the city board of health to the hawking of meats, fruit, etc., on the streets, as these goods being exposed to sun, rain and dust are of necessity materially injured.

The association is in a flourishing condition, and great benefits will be derived by the grocery trade of the city and Dartmouth through its efforts. Alderman W. H. Camsey, of Halifax, is the chairman of the association.

The grocery market is satisfactory, and collections have shown a marked improvement. Another drop has taken place in the sugar market, contrary to the general expectancy that the price would advance. The prices quoted here are: Granulated, XXX, $5; granulated, Austrian, $4.90; bright yellow, $4.80; No. 1 yellow, $4.50; unbranded yellow, $4.35. It is now expected that these prices will stand for some time, as the refineries are said to have large stocks on hand.

Beef and Pork.

The market is firm and prices steady. American beef, carload lots, in bond, is quoted from $9.75 to $10.25. Pork has advanced. The quotations are higher than they have been for a long time. Chicago mess pork, in bond, is quoted at $15.75. Lard is also scarce and the price high. One carload lot here sold at 10¾c. on tierce basis, pails being a half cent higher. Several packers have not been in the market for some weeks owing to the scarcity of hogs, said to be due to the fact that the farmers are too busy to bring them to market. When the wheat is in, about the end of this month, lower prices are looked for.

Dairy Produce.

The prices of butter are very firm, and the receipts during the week showed a considerable falling off. Good butter is quoted at 22 to 24c., dairy at 20 to 21c. Some dealers here have received quotations from Quebec factories. These prices quoted are considered very high, 23¼c. being asked for 30 pound tubs.

Eggs are firm at prices quoted last week. Receipts of eggs are decreasing; cheese is firmer. The last quotation on the Charlottetown, P.E.I., board was 11 7-16c. Cheese is quoted here at 11½ to 12½c, and very firm at these prices.

Fruit.

Good fruit of all kinds is very scarce. Choice California Bartlett pears have reached a record price on this market. One retail dealer told your correspondent that he paid 69c. per dozen (by the box) for pears, and that he was selling them for 70c. He did not even expect to get his own money out of the transaction. The Nova Scotia apples coming to the market are also very high. Sweet Bough are quoted at $5, Orange Pippin at $4.50, and Gravenstein from $5 to $5.50.

Fish.

Heavy shipments of lobsters continue to go forward from this port. The Furness Line steamer Gulf of Ancud, which sailed during the week for Havre and London, took, besides other cargo, 11,000 cases of canned lobsters.

MATURING COFFEE.

A Swedish inventor has patented a process for improving the flavor of raw coffee. Coffee is usually stored for several years before roasting, the standing causing slight chemical changes which improve the flavor. This maturing process may be shortened to a few hours by exposing the raw coffee to the action of a powerful magnetic field. The magnetic field is advantageously obtained by two adjustable electro-magnets. It is claimed that the maturing process requires from one-half to two hours, according to the strength of the current in the magnets and the character of the coffee.

THINK

of the business you have missed
and resolve to act differently in the future. Resolve to keep

It will be the best move you have made for some time. You will find your customers increasing, too. There is never a question as to quality with

PERFECTION CREAM SODAS

The question confronting the buyer is, "Does this Grocer [you] keep them?" Think over that question and be prepared for that buyer and the others.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

"Good Materials"

is the important feature in the making of good biscuits, and such houses as Fowler's Canadian Co. of Hamilton supply us their best L. & S. brand of lard the year round. We use nothing but St. Lawrence Sugar Refining Co.'s sugar, which we find gives us the best results. Our flour is all purchased at our local mills, and nothing but the best of butter enters our bakery. The result is good biscuits and satisfied customers.

IMPERIAL BISCUIT CO. LIMITED

GUELPH, ONT.

The Reputation of STEWART'S

CHOCOLATES

Has been honestly earned. Quality, Cleanliness and Skill in manufacture have made the name a household word.

Do You Handle Them?

THE

STEWART COMPANY LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

HEALTH
AND
ECONOMY

You can certainly increase your sales Mr. Grocerman by telling your customers about

ORANGE
MEAT

the Favorite Breakfast Food. You can confidently recommend it after noting the following facts: **Orange Meat** has been analyzed by eminent physicians and pronounced pure and nourishing. **Orange Meat** is made from the best Wheat and by the best process. **Orange Meat** is put up in Mercerized bags, which keeps it clean and fresh. **Orange Meat** affords **you** a handsome profit. **Orange Meat** is selling faster every day.

The Frontenac
Cereal Co., Limited

KINGSTON, ONT.

TRADE
AND
PROFIT

Flour and Cereal Foods

RICE REPORT.

THE unusual and unprecedentedly low range of values for all styles and grades of edible rice, prevailing during the Fall and Winter of 1904-5, had a demoralizing effect upon the entire rice industry in the United States. Prices remaining below the cost of production not only resulted disastrously to a large number of planters, but were calculated to delay the preparation of the soil for the coming crop of 1905-6.

Where, as a general rule, the latter part of February found the preparation of the soil for rice in the gulf section well under way, and the month of March plowing well advanced, this season every branch of the industry was backward, and all held back in hopes that values and conditions might improve.

The extremely low prices for American rice induced a greater movement in the way of distribution than was ever known and as early as April it was evident that not only the surplus stock carried over from last season would be consumed, but that the crop of 1904-5 was scarcely sufficient to meet the average requirements of the trade up to the coming of the new crop.

As soon as these conditions became generally known a sharp advance in the prices of all grades of rice became general, and the improvement in values naturally added great strength to the situation, and the preparation of the soil for the new crop was entered into with better spirit.

April, however, was accompanied with excessive rains, extending well into the month of May, which prevented plowing, and, while human ingenuity was disposed to battle with the adverse conditions, and many planters resorted to the "muding in" process, all operations were greatly retarded, and where last season on May 20 over 86 per cent of the crop was planted and sufficiently far advanced to enable this department to pass upon "the stand," this year (1905-6) at the same date not exceeding 30 per cent. of the intended rice area was planted, and not exceeding 50 per cent. of the plowing was done.

The acreage for the season of 1905-6, by necessity of late field operations, and for other reasons before referred to, is largely reduced, and even much more so than was originally expected. An excessively dry spell in early June made the land in the gulf coast section so hard as to make further plowing impossible, and this, succeeded by excessive rains and floods, carried the planters over the planting period, though this season, throughout the gulf section, it was extended to the first week in July.

In North Carolina, and the section of the State where the cultivation of upland rice is confined, the rice industry has continued to diminish for several years, until now the cultivation of upland rice is confined to "small patches" on the farms that are unsuited for the cultivation of any other crop. The decrease in acreage in this section of the State over last season is large.

In South Carolina there is a marked reduction in acreage. In the Charleston section the reduction in acreage will also be large. In Georgia the reduced acreage is not less than 21 per cent.

While the acreage of the two Carolinas and Georgia last season was estimated at 44,100 acres, this season (1905-6) it is estimated to be about 24,100 acres, or a reduction of about 55 per cent.

In Louisiana and the alluvial district along the Mississippi River and its tributaries, we are advised of a marked reduction in acreage. In the prairie district south of Western Louisiana there has been such a complex situation, arising from so many changes in the management of canals, new tenants, etc., that it is difficult to accurately estimate the acreage. Many of the managers of the canals intending to plant a certain area, realizing their inability to combat with the elements of flood and rain, have contented themselves with what has already been accomplished in the way of planting, and are now "checking up" what has been actually planted and is to be "watered."

In Texas we find a reduction in acreage, especially in the sections where the cost of production is high. Much new land is, however, taking the place of abandoned acreage, after considering the whole rice-producing area of the State we are led to feel the reduction in acreage will scarcely exceed 16 per cent.

Considering the States of Florida, Alabama and Mississippi, a reduction of acreage of about 25 per cent. is most likely.

The total area devoted to the cultivation of rice in the United States last season was estimated to have been 662,006 acres; this season (1905-6) the acreage will not exceed 490,000 acres, which indicates a total net reduction in acreage for the United States of 26 per cent.

SUCCESSFUL WINTER WHEAT.

A carload of Turkey red winter wheat passed the customs recently going north over the Canadian Northern to the Swan River district, where it will be distributed by Reeve Campbell, of Minitonas municipality. This is the second car to be sent out this season for use as seed in that district. With a report of fifty bushels per acre having been threshed in that district this fall, of wheat sixty-four pounds to the bushel, it is little wonder that farmers are taking a practical interest in winter wheat.

The Dominion government a short time ago, to make the securing of the best quality of seed somewhat easier, removed the duty upon wheat brought over to be used as seed.

The greatest revolution in the milling industry of the world was that caused by the invention and introduction of roller mills. Curiously enough, Switzerland, that small republic in the romantic Alps, which has extensive cattle and dairying interests, but is insignificant as a grain-growing country, was where the roller mill originated.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED

GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO CROPS.

HARVESTING the new tobacco crops has been entered upon in real earnest on the American farms. The stormy and wet weather which threatened at one time to seriously damage the growing plants abated just at the nick of time, and followed as it was by excellent warm sunshine, soon transformed the situation into one anticipating full results.

The Pennsylvania crops are in excellent condition, the weather has been all that could be desired, the leaf is showing well, and promises tobacco surpassing the usual average.

In New England harvesting has already been started. Reports are to the effect that the crop is looking well, being more than usually free from insect and worm damage. The quality is reported excellent, and the leaf particularly smooth. The weight will not be up to 1904 crop, but will at the same time turn out much in advance of earlier reports. The late-set tobacco is expected to be superior in weight owing to the recent rain which will be an advantage to the late-set.

In the Wisconsin country competition for the standing tobacco is very keen, particularly so in the more northern points. Contracts are being signed for crops as they stand, and in the Vernon county reports are that all the tobacco has been contracted for.

IRELAND TO THE FRONT.

Promising results have followed an experiment in the cultivation and cure of tobacco undertaken by Colonel Everard, of Randlestown, County Meath, on behalf of the Irish Department of Agriculture. The experiment was extended to 20 acres, and a report recently issued puts the total yield at 8,800 pounds or 440 pounds per statute acre. The tobacco, we are told, has been inspected by several leading tobacco manufacturers, and samples have been submitted to experts both in this country and America. In every case a very favorable opinion has been expressed as regards its size, texture, color and burning qualities. The opinion of experts in America, to whom it has been submitted, is that it is first-class.

SUMATRA IN CENTRAL FLORIDA.

W. E. Embry, of Dade City, Pasco County, Florida, under date of August 21, addressed the following interesting letter to the Courier-Journal.

"Thinking it might interest some of your readers to know what a Kentucky man is doing in South Central Florida along the line of Sumatra tobacco growing, I write to say that I have grown and marketed my third crop of twenty acres, grown under shade made of slats, woven on wires stretched above a frame work nine feet high, slats forty-eight inches long and thickness of orange box sides, one inch wide, so they exclude the tobacco fly. Posts are 14 x 18 feet apart. We poison the bud worms with Paris green mixed with meal. We finished gathering our crop on July 25, and have cured by air. Have tied up in bundles of forty leaves and packed it unassorted in high case in dry goods boxes and expressed it to Quincy, to the largest dealer and a large grower at that point. He writes that 'he has never seen a finer crop.' We have it contracted for five years at 40 cents per pound around. The walling and slating lasts five to ten years. Estimated cost of growing the crop and marketing including shed, 25 cents per pound."

CIGARETTE EVASION.

The stringent laws put into force in the U. S. to secure the abolition of the cigarette have had the effect of calling into being many ingenious devices to evade the strong arm of the law, but the latest scheme evolved is a novel and artful invention, and possesses too, a good commercial appearance.

When any responsible person desires to secure cigarettes he goes to his dealer, who fills out a blank, guaranteeing the credit of the patron, which is forwarded to the factory. An account is then opened up with the patron at the factory; the patron gets his cigarettes by mail, and the retailer guaranteeing the credit of the patron gets a percentage for his trouble and has no stock to carry.

SIX MONTHS CUBAN EXPORTS.

The exports of leaf tobacco from Cuba from January 1st to June 30th, amounted to 140,326 bales or 14,377,429 pounds, an increase over the same period in 1904, of 22,379 bales or 2,398,535 pounds.

Cigars to the number of 110,959,285 were exported during this period, as against 101,922,646 in 1904, an increase of 9,036,639.

Cigarettes during the first six months of 1905 were exported to the number of 5,606,571 packages, as against 8,788,356 for the same period in 1904. This decline was caused by the high duty placed on cigarettes by Colombia, which was a large importer of Cuban cigarettes.

COFFEE VS. TOBACCO TAX.

President John A. Green, of the National Retail Grocers' Association of America, says that the proposition to

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

If You Could Buy Shoes

on the same terms as you can Cigars—that is, our Cigars—you'd think it an easy thing to do business. Think of it! We offer to take back at the end of three months any unsold stock and return your money cheerfully. What shoe dealer would make such an offer? And what other Cigar-maker makes you an offer such as ours? We couldn't make this offer unless our Cigars were ***dead right.***

Now, won't you send us an order for 1,000—assorted as you please, express paid—on these terms? Include, we advise, **PEBBLE** for a 5-center and **PHARAOH** for a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

What Sells Best, Pays Best Not What Costs Least.

Many a dealer has made the mistake of looking only at the cost of an article, forgetting to consider its selling quality.

T. & B. Smoking Tobacco fortunately costs right and sells right. Its consumption proves this.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

tax tea and coffee to secure additional revenue to meet the growing deficit of the treasury, is not only acceptable but is encouraged by large importers of cheap coffee, such as Arbuckle Bros., and others who hold millions of pounds of coffee, who, if there is a tax of 3 cents per pound upon coffee, would be benefited to the amount of millions of dollars. The imposition of such a tax would relieve the present fear of the tobacco trade of additional taxes being placed on tobacco.

A GOOD EXAMPLE.

A new and interesting experiment is to be tried by the United Cigar Stores Co. in New York City. In an excellent locality on the upper west side the company is to erect a large apartment hotel for the accommodation of its bachelor employes. The house will be modern in every respect, and, in addition to the ordinary features of the apartment hotel, will have bowling alleys, a gymnasium and a library. The restaurant will be run on the "club" plan, and occupants of the house will be able to get superior meals for a good deal less than restaurant prices.

The company is urged to take the step on account of the difficulty it has experienced in securing and retaining the services of reliable and capable retail salesmen. The apartment house plan is the first step towards making the service of the company attractive to young men.

HEALTH IN USING TOBACCO.

A writer in the London Lancet offsets a whole lot of stuff emanating from "aunties" in one brief paragraph thus:

"In the course of my association with tobacco, about twenty-five years, I have known men all this time, every working day, to be inhaling tobacco dust or fumes produced in the process of manufacture. Uninterrupted good health is the general rule of all persons engaged in tobacco proceedings of every kind, and generally of large consumers."

CO-OPERATION.

The mechanics of Amherst have formed a co-operative sociesy with a capital of $10,000, the largest portion of which has been subscribed. It is their intention to at once open up a grocery business. The provisional directors of the company are: James A. Arnold, president; George C. Sinclair, chairman; S. B. Strong, secretary; John Ball, James Duxbury, A. W. Allaby, W. A. Lowerison, Harold Dunlap. The manager will be William J. Moran, who conducted a grocery business for himself.

BUSINESS CHANGES.

A MEETING of the creditors of P. T. Belanger, general merchant, St. Felicien, is called for September 8th to appoint curator.

O. Armand, grocer, Quebec, is dead.

J. Orpe, butter and cheese exporter, Montreal, is dead.

A. Carruthers, general merchant, Camrose, has sold out.

A. A. Perry & Co., grocers, Montreal, have compromised.

The assets of L. Allaire, grocer, Montreal, have been sold.

W. Innes, general merchant, Jamestown, is selling out.

T. S. Dulmage, grocer, Wheatley, has sold out to H. M. Dean.

O'Neail-Cherry Co., millers, Paris, have dissolved partnership.

A. Pesant, grocer, Montreal, has assigned to Proulx & Damien.

J. G. Lockhart, confectioner, Dauphin, has sold out to J. Peachey.

The assets of J. Richards, cigar jobber, Montreal, have been sold.

G. Balsover, general merchant, Wellwood, has sold to E. Beeman.

F. W. Robinson, baker, etc., Brockville, has assigned to G. A. Dana.

W. F. Cockshutt & Co., grocer, Brantford, has sold out to G. W. Serles.

H. Chew, general merchant, Midland, held a meeting of creditors September 5.

The assets of J. A. Dagenais, wholesale fruiterer, Montreal, have been sold.

Scott & Rainforth, flour and feed merchants, Lacombe, have dissolved partnership.

J. L. Killeen, 1320 Queen St. west, Toronto, has bought out Smith & Mackay.

Chartrand & Turgeon have been appointed curators to P. Rochon, grocer, Montreal.

The balance of the assets of T. Bouchard, general merchant, Sayabec, have been sold.

Maheu, Dorais & Co., general merchants, Arthabaskaville, have dissolved partnership.

V. E. Paradis has been appointed curator to J. A. Brassard, general merchant, Murray Bay.

Shotbolt & Horne, flour and feed dealers, of Victoria, B.C., have dissolved partnership.

Chartrand & Turgeon have been appointed curators to J. O. Bessette, grocer and liquor dealer, Montreal.

A. R. Smith has bought out the business on Queen St. east, Toronto, formerly carried on by Mr. Hooper.

G. Weir, Carleton Place, has sold out to W. Robertson of that town, for whom he will continue as assistant.

Gendreau & Co., general merchants, St. Adolph De Dudswell, have dissolved partnership and Pierre Roy has been registered.

H. C. Gifford & Son, Brampton, have bought a liquor business in Seaforth, in which town they will also open a grocery store.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

ARE YOU SELLING

McDougall's Clay Pipes?

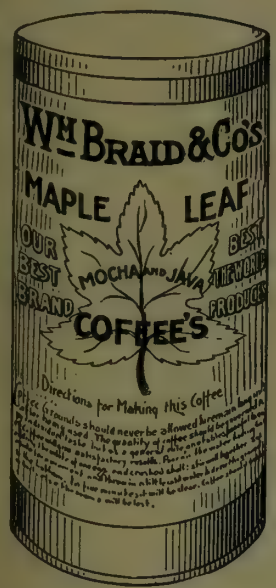
THE BEST IN THE WORLD
D. McDOUGALL & CO., Glasgow, Scotland.

Hogen-Mogen (5-CENTER) Royal Sport (10-CENTER)

are safe cigars to buy—quality and value unapproachable. We help you with their sale by judicious advertising material and by extensive newspaper advertising. We also furnish free a splendid show case. Best of all, our cigars are the kind that "bring back" the customer. Do your part and investigate this matter. You won't regret it.

THE SHERBROOKE CIGAR CO., LIMITED.
SHERBROOKE, P.Q.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Sept. 7, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
¼ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2½lb.	10 50
4 doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—Dime		$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	¼ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—Dime		$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	¼ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
5a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	$ 2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

150 YEARS' EXPERIENCE

WHOLE FRUIT STRAWBERRY JAM

With 150 years' experience, and the best garden strawberries that are grown in England, BATGER & CO. are to-day making STRAWBERRY JAM that is known for its delicious flavor and preservation of the fruit in its natural form. Not a jumble of sugar and crushed fruit, BUT every strawberry WHOLE and DELICIOUS. This is one reason why Batger's is a good seller.

ROSE & LAFLAMME
MONTREAL.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	.90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

The grocery store that shows

Benson's "Prepared Corn"

sells the most perfect culinary starch made.

Edwardsburg "Silver Gloss" Starch

is an indispensable line for every grocer and general merchant. Its sale is always satisfactory.

For Sale by All Jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 [illegible]
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins, per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins, per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

"BEE" BRAND

Bee" br nd,	8 oz., cases, 120 pkgs.	$3 00 case
" "	10 oz., cases, 96 pkgs.	
" "	16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

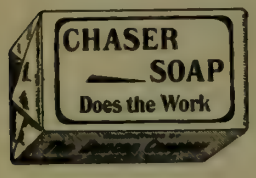
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $3 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

"Bee" brand starch—	
laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Asme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case ... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

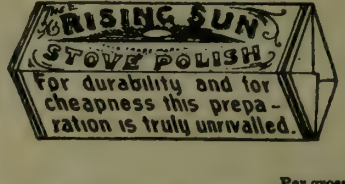
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

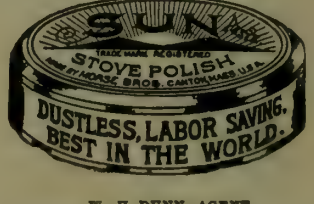
CUBAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 8 4 bxs., ea. 3 dz.
Enameline No. 0 6 5 6 bxs., ea. 3 dz.
Enameline liquid, bxs, ea. 0 80 3 doz.
Blackene, 5-lb. 0 10 cans, per lb.

Enameline stove dressing, per doz. ... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.
Enamelled tins, 2 doz. in case ... $2 40
Plain tins, with label—

2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS

SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & - Co
OSBORNE WORKS, BRANDON ROAD,
KINGS CROSS, N.

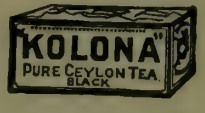
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

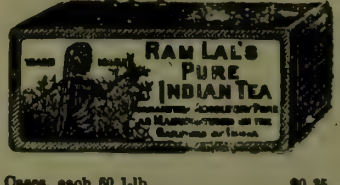
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

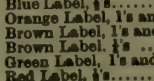


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 56



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

	Wholesale	Retail
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases ... retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases ... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ... retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ... retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ... retail	0 50 at 0 34
White Label, ½s, ½s and 1s, 50-lb. cases ... retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ... per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s, and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 46
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, " 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

MANY MEN

Many Men may have Many Minds, but doctors are of one mind on the vinegar question—**That Acid Vinegar is Positively Injurious.** The vinegars that are injurious are not likely to be the vinegars that sell when the public discover that they are injurious. The public are finding it out **now.** The cry is: "Acid Vinegar to the Rear. Pure Fruit Vinegar to the Front!"

GOLDEN RUSSET BRAND

GOLDEN RUSSET BRAND

is the purest vinegar made, the pioneer of the new movement, that is why it is at the "very front." Order **Golden Russet Vinegar.**

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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TEA HINTS

For Retailing
By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
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Tea from Leaf to Cup.
The Tea Marts of the Orient.

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How to Establish a Tea Trade.
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BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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To Own
Post

CHINA FOR WEDDING GIFTS

The month of September always shows a heavy demand for articles suitable for Wedding Presents.

Ask for a sample shipment of some of the good articles we have.

GOWANS, KENT & CO.
TORONTO

YOUR CUSTOMERS appreciate the goodnesss of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle, as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C & B

STANDARD PEELS

LEMON
CITRON
ORANGE
MIXED

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C. E. COLSON & SON

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VOL. XIX. MONTREAL AND TORONTO, SEPTEMBER 15, 1905. NO. 37.

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Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

Always please your customers.

Five hundred varieties to choose from.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

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The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit. Write for particulars and sample.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

AS PURE AS PURITY
Peacock Brand
BULK
MINCE MEAT

RETURNED

We make it ourselves. It's good.

Grocers everywhere carry our ***Mince Meat.*** So should you. Place your orders now for future delivery. We will fill them at the right price.

THE BATES MFG. CO., LIMITED

9-11 Francis St., TORONTO.

Mathieu's Nervine Powders

are the favorite for all Nerve and Head pains

They are a combination of the best remedial drugs.

They are accurately and scientifically made.

They are not injurious, and leave no after effect.

They afford quick and permanent relief.

Each 25c. package contains 18 powders.

They offer a good percentage of profit, and they never become dead stock.

Reasons why you should stock them.

The above reasons apply to

Mathieu's Syrup of Tar and Cod Liver Oil

which is the most effective remedy for sudden chills, colds, etc.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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THE BEST THAT MONEY CAN BUY

is none too good for Canadians.

"TYNE" Brand

Scotch Herring

are the best that can be packed.

Packed by specialists.
Finest quality only.

NOTE.—Specify the brand when ordering.

"HANNAH'S"

"EXCELSIOR" PICKLES

Sound pickles perfectly packed in bottles with very showy labels. Preserved in genuine Malt Vinegar which is brewed by the Messrs. Hannah themselves. Pickles of high quality at a low price.

Pickles that sell and continue to sell!

Sold by leading wholesalers.

TAYLOR'S

CANDIED PEELS

and

Drained Peels

These are prepared from the Finest Selected Whole Fruits, and NOT from imported Fruit Skins from which the Essential Oil has been extracted.

Arthur P. Tippet & Co.,

Sole Agents

Montreal. **Toronto.**

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BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
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The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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GROCERY BROKERS

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VANCOUVER, B. C.

J. McA. CAMERON

Manufacturer and Wholesale Commission Agent

Correspondence Solicited

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Reference—Bank of Hamilton

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Commercial Travellers Tax. We will hold Stocks for you so that you can supply your customers in any part of British Columbia
Consign your cars to us.
Correspondence invited.

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VICTORIA AND VANCOUVER

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Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
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Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

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WINNIPEG, - - MANITOBA.

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Members Western Wholesale Brokers' Association,

CANNED SALMON

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Wire or write us for prices:

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Skeena River Sockeye
River's Inlet Sockeye
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Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

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THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

SALT?

It is not too early to think about your Fall supply.
We will be glad to hear from you in reference to it.

VERRET, STEWART & CO.,
MONTREAL

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY

Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY LIMITED
TORONTO

The favorite catsup all over the Dominion is the

STERLING
BRAND
CATSUP

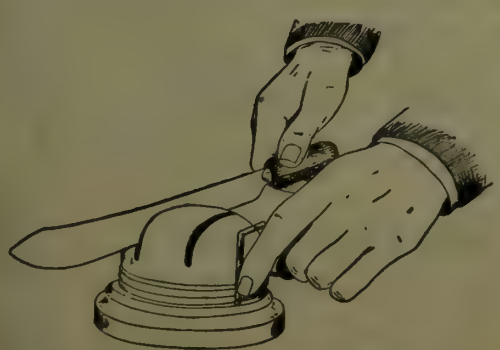
It gives never-failing satisfaction to people of most fastidious tastes.

—Grocers who offer this catsup to customers make pleased customers.

Made in Canada by

The T. A. LYTLE CO., Limited
124-128 Richmond St. Toronto, Can.

ROSE AUTOMATIC GRINDERS



No. 3 (Household), Retail Price, 65c.

DIRECTIONS

1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in cut. 3. Use some pressure and run the blade its full length forward and backward quickly a few times, which grinds one side. 4. Place the knife blade in the other slot and repeat the operation, as at first, which grinds the other side of the blade.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS.

GET FURTHER PARTICULARS FROM

THE ONTARIO SUPPLY CO., OWEN SOUND, ONT.

Rose Automatic Knife Grinder, No 5.

"Never change horses while crossing a stream,"

is a good saying. Its application to your tea trade is appropriate and timely. **Don't** leave your good old nag **"Japan Tea"** that has carried you safely across many a rushing stream for any tooted plug that is being doped to death.

Stick to **JAPAN TEAS**

A successful grocer said to us the other day:

"Yes, we always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

as we find it sells well, gives entire satisfaction and we get a good profit out of it."

ROSE & LAFLAMME,
Agents, Montreal.

Further comment is quite unnecessary.

Flett's

Pickle Popularity.

It means a lot to sell a brand of pickles that will become popular sellers.

Dealers who exercise pickle wisdom will buy

Flett's Pickles

the pickles of high quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS

THEY WANT THE QUALITY

There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

GREIG'S WHITE SWAN FLAKED WHEAT

The

Flakiest Flakes and **Finest Flavor**

of any Canadian Wheat

Pre-eminent for high-grade quality

100-lb. barrels
Ask for price delivered at your station

THE ROBERT GREIG CO., LIMITED
White Swan Mills, TORONTO

TEA NOMENCLATURE

Teas that only talk—
LOQUACITY

Teas that "lie" in the tea-pot—
UNRELIABILITY

Teas that stick to the shelf—
UNSALEABILITY

Teas whose days are numbered—
MORTALITY

Teas that sell

Teas that please

Teas that stay

Teas for grocers

Ceylon Teas

60 PER CENT

When a good article pays a good profit why not promote its sale? It stamps you as a good grocer.

IVORINE
COLD WATER
STARCH

is a good article—none better, and pays 60 per cent. Are you selling it? Cases of 40 pkges. $2.50.

Order from your jobber.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

The Best!

Best advertised,
Easiest sold———
which means
most profitable
for you to handle.

CHURCH & DWIGHT, LIMITED
MANUFACTURERS, - MONTREAL

"ENTERPRISE" PAYS

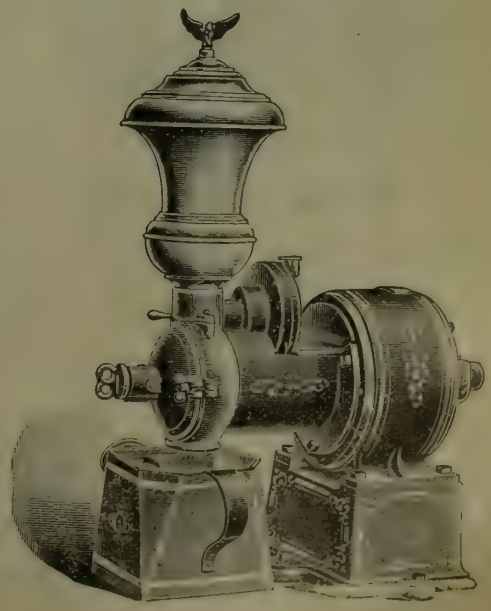
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



Order To-day

Receive To - morrow

Here we are again with the best ***FLOWER POTS, FERN PANS, SAUCERS, ETC.*** equipped for your trade. No. 1 assortment. Pots and Saucers; 50—4 inch, 50—5 inch, 50—6 inch, 20—7 inch. Special price, including crate, $5.60 net. Special orders filled.

THE FOSTER POTTERY CO.,
HAMILTON, LIMITED.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

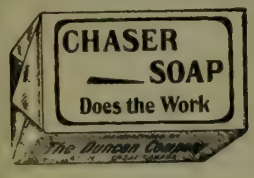
COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

SAUER-KRAUT
Pickles in brine for lumber and railroad camps
Grocers and Butchers
WRITE
Taylor & Pringle, Limited
Owen Sound, Ont.



Do You Know?
that with every 100-bar case of
CHASER SOAP
You receive a coupon worth 25 cents.

The Duncan Company of Montreal
P.O. Box 292. 1974 Notre Dame St.

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

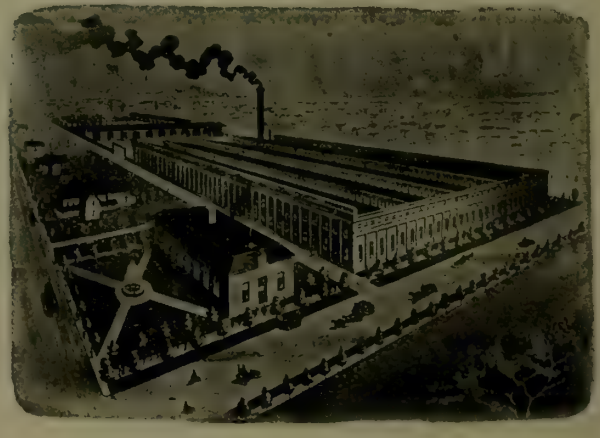
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUY
Star Brand
COTTON CLOTHES LINES
— AND —
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

THE STANDARD

Computing Cheese Cutter
INSURES PROFITS IN CHEESE
1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.
Every grocer can afford it.
No grocer can afford to be without it.
Price and Terms Right. Write for Folder
THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO



Plant of S. F. BOWSER & CO., Inc.

ALL
BOWSER SELF-MEASURING OIL TANKS
are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT
to ask before you buy what that guarantee amounts to.
You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT
It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.
It will save you oil, time, labor and money.
Write now for Catalog "B"—it will cost you nothing.

S. F. Bowser & Co., 530 Front St. West, Toronto, Ont.

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

You Have Noticed Yourself

the value of a neat and attractive store, of bright and pleasing windows, of a handsomely got up package.

The housewife judges, and judges rightly, that if the manufacturers are careless with the exterior they will be careless with the interior – that a common package will contain common goods.

There is Where Old Homestead Goods Shine

Particular in every detail, the Old Homestead Canning Co. have secured labels for their goods that are a positive delight to look at. Labels that sell the goods at sight.

For a striking window display
To brighten the appearance of your shelves
To please your customers.
To increase your sales.

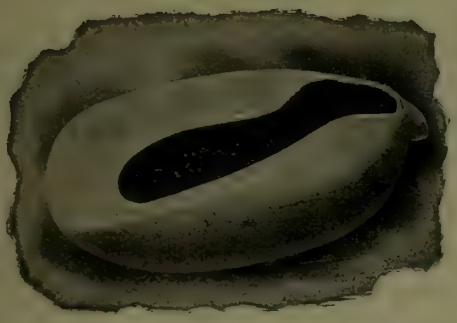
Old Homestead Brand Canned Goods are the proper thing.

Try a sample order. If your wholesaler will not supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

CUT THIS OUT

B. H. M.

AND KEEP IT FOR REFERENCE

TO REMIND YOU

THAT

WHEN YOU NEED CROCKERY

IT WILL PAY YOU TO WRITE

BARNARD & HOLLAND CO.

MONTREAL

WHEN YOU VISIT MONTREAL CALL AND SEE US

SAMPLE ROOM:
CORISTINE BUILDING

To the Trade in the North-West and British Columbia

Our Mr. Chas. H. Lumsden will have the pleasure of calling upon as many as possible of the grocers in the North-West and British Columbia, in the next few weeks, in the interests of our specialties: "Jersey Cream" Yeast, "Jersey Cream" Baking Powder, "Old Church" Canned Goods, "Old Church" Catsup, "Queen's Blend" Coffee and "Social" Goods.

We have given him a special line of 1,200 chests of "Ceylon" and "Indian" Teas at special prices, and we can assure you any orders he may be favored with will have our personal attention, as we are anxious not only to please the trade, but that they should have pleasant remembrances of his visit.

Lumsden Bros., : Wholesale Grocers, : Hamilton, Ont.

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC **Montreal** **OTTAWA**

Announcement

We beg to announce to the Grocers of Canada that owing to the rapid increase of our business and the large and increasing demand for Walker Bin Fixtures we have found it necessary to add to our factory facilities and have purchased a larger and better equipped plant in the Town of Berlin, where, with the most modern machinery, experienced workmen and every facility necessary to our special line of manufacture, we will be able to give more prompt attention than heretofore to all orders for Modern Grocery Store Fixtures.

Write for illustrated booklet of Walker Bins.

The Walker Pivoted Bin and Store Fixture Co.

Head Office: 516 Board of Trade, TORONTO, ONTARIO

Terms of Peace

can be had with your trade by selling them only reliable goods.

JAMES' DOME BLACK LEAD

is known the world over as the best Stove Polish you can buy.

Every Grocer should have it. All Jobbers handle it.

W. G. A. LAMBE & CO., Canadian Agents.

The two shining lights at the Canadian National Exhibition at Toronto were

BORDEN'S Brands

"Eagle" Condensed Milk and **"Peerless" Evaporated Cream**

Watch the sale grow. Stock it. It will pay you.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co , Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties :

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

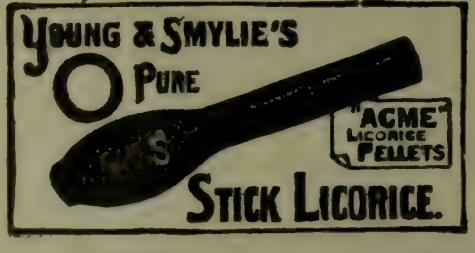
ON GUARD

It may be a good idea to close the door after the horse has disappeared.
Cut you loose your horse all the same ; and once gone, he may never come back.
In like manner the Grocer's trade "makes itself scarce" unless properly protected.
Place a good faithful guard on duty at the doorway. The strongest detail you can select is

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

CURRANTS!!

Do you want to sell **Currants** that will give you

Handsome Profit
Satisfied Customers
Increased Business?

Then buy **only** our Celebrated Brand

"Superbos"

Choicest Fruit **Moderate Price**
Always Reliable

Warren Bros. & Co.

35-37 Front St. East
Toronto

CANADIAN MANUFACTURERS IN ENGLAND

By W. L. E.

WHILE it is, perhaps, impossible to completely diagnose public opinion on political questions, there is nothing to prevent one doing his best in that direction. One could not, during a two months' stay there, examine the public conditions in every nook and corner of Great Britain, but if he employed his time assiduously he could learn a great deal.

* * *

I tried to learn a great deal in regard to the fiscal situation in Great Britain, conversed as opportunity afforded with all sorts and conditions of men, and my conclusions, therefore, whether right or

Messrs. Callahan of Hamilton, and Dennis Murphy of Ottawa, Discussing things on Deck.

wrong, have not been reached without perseverance.

* * *

With a great many people in Great Britain free trade is still almost a religious belief. Some people say they are short-sighted; other people use stronger language. But even those of us who, after careful study, are of the opinion that Great Britain might, with profit to herself, amend her fiscal policy, should not be too dogmatic in our conclusions. Since the advent of free trade Great Britain has undoubtedly prospered, and that greatly. This you will be told on every hand when you begin to suggest. Even those whose faith in the present policy is becoming shaken will tell you this.

It does not follow that because a certain bridge has for years carried one over in safety it will always do so. One thing is certain, it must be repaired occasionally if it is to do so. But because it has heretofore carried one over in safety, one has naturally a reverence for it, and naturally hesitates to make a change for that which may be of doubtful expediency. This, to my mind, about illustrates the fiscal situation in the Mother Country.

* * *

One thing, however, is certain: the public mind is undergoing a change in regard to the fiscal policy. It is in a transitionary state. Whether it will produce radical effects remains to be seen. But it is significant that there is any change at all. A few years ago it would have been an unpardonable sin politically to publicly advocate the doctrine of protection. To-day he is no longer a great sinner. He is at the worst a misguided man, while the number who positively think him right are a great deal more numerous. One cannot say positively what will happen, and the remembrance of the circumstances under which the legislation giving existence to free trade was enacted leaves one still in the dark.

* * *

Opinion in Great Britain in regard to the tariff question is diversified. There is one class who are avowed protectionists. They are in a minority, I should say a small minority. But they are growing in numbers, although at present one cannot say rapidly. In fact I should think scarcely as rapidly as during the year following Mr. Chamberlain's retirement from the Government. The trade returns have been persistently antagonistic to Mr. Chamberlain's propaganda, while the bye-elections have been discouraging to him, and the Balfour Administration has shown the white feather. Like the Laodicians, the Government is neither hot nor cold in Mr. Chamberlain's interest, although he was zealous enough on behalf of his party's welfare when he retired from the Colonial Office to preach the new crusade of protection and Imperialism.

* * *

Another class, and by no means a small one, is composed of those who are in a skeptical frame of mind. Their faith in free trade, with competing nations high protectionists, has received a serious wrench. As one manufacturer said to me, "We feel that something should be done in the way of tariff reform, but just what should be done is another question." Said another manufacturer to me, "The question is an important one. I do not think we should be in a hurry to make a change. We do not want to jump from the frying pan into the fire. Before a change is made there should be a thorough investigation by the Government. It is better to take our time than to act too quickly."

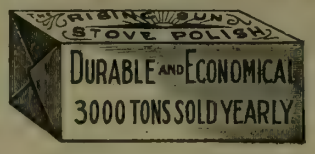
* * *

But the great mass of the people—the merchants and the working classes—are

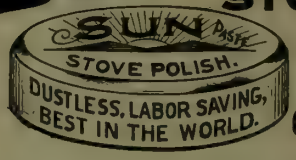
Three Montrealers — Messrs. Gravel, Horsfall and Robertson.

apparently yet unmoved by the fiscal policy. It is rarely that one ever hears them mention it. It does not appear to be a sufficiently live question for consideration. The only question that concerns them is the educational question. In regard to that they are by no means passive. It overshadows all others. They are "Agin the Government," and are calmly waiting for the next general election to express their opinion through the ballot. As an issue, therefore, the fiscal question has no chance of being fairly tested. Judging from public opinion, the Government will be routed, and their speeches indicate that they expect it. One cannot but regret that public opinion will not have an opportunity of showing at the next general election where it really stands in regard to the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

fiscal question. It would be interesting to know.

* * *

One of the undoubted drawbacks to the advancement of Mr. Chamberlain's protectionist platform is the tax on food plank. No matter how one may argue to the effect that a small duty on wheat would not materially effect the price of the loaf the idea is pooh-poohed. It is decidedly unpopular, and Mr. Chamberlain has a great deal more educational work to do in regard to the food plank of his platform than any other. And without a tax on food there can scarcely be a preferential trade arrangement with Canada and the other food producing colonies.

* * *

While Mr. Chamberlain's policy is not very much alive at present, it is by no means dead. Those who are its propagandists are too energetic to allow it to die. But at present it seems a long way from realization. And in no particular as much so as in its preferential trade proposals.

BUSINESS NOTES.

T. S. LANCASTER has been admitted into partnership with H. E. Shenfield, general merchant, Bowden, Man.

W. Burr, grocer, Chatham, Ontario, has been burnt out.

Mary A. Rowe, grocer and fruiterer, Guelph, Ont., is dead.

Graham Bros & Co.'s creamery, Kinmount, Ont., has been burnt.

Andrew McNabb, general merchant, Osage, is giving up business.

The St. Eustache Canning Co., St. Eustache, P.Q., has been burnt out.

The business of William Shaw, baker, Nanton, is advertised for sale.

A. J. Campbell, general merchant, Star City, is negotiating to sell out.

Henry Defour, grocer, St. Boniface, P.Q., is adding a sash and door factory.

E. S. Meeres, general merchant, Hill Farm, has removed to Balcarres, Man.

J. H. English, grocer, London, Ont., has sustained loss by fire, covered by insurance.

Mr. Octave Armand, grocer, St. Sauveur, Quebec, dropped dead at his residence a few days ago.

Mrs. Henri Picard, has registered under the style of Henri Picard & Co., grocers, Montreal, P.Q.

F. X. Dalpe and Cleophas Emond, have registered under the style of Dalpe & Emond, grocers, Montreal.

The combined show of fruit, flowers and vegetables held in Hamilton, Ont., recently was a great success.

The Victoria Fruit Growers' Association have decided to erect a plant for preserving fruit in Victoria, B.C.

The stock of J. E. Gibson, general merchant, Dryden, Ont., is advertised for sale by auction on the 20th inst.

S. Veise, Mrs. Alex. Carsley and Alex. Carsley, have registered under style of Carsley & Veise, grocers, Montreal.

A. D. Carley, King, was in the city last week seeing the Exhibition and making purchases for the coming season.

P. Burns & Co. and Fry-Bruhn Co., of Seattle, intend building large pork packing plants in Vancouver in the near future.

The Alberta Grain Co., Limited, with headquarters at Strathcona, will build a 40,000 bushel elevator at Pincher Creek this Fall.

The general store and cheese factory of J. P. Guay, St. Elzear, P.Q., has been burnt out. Loss partially covered by insurance.

Mr. G. A. Forbes, Montreal, P.Q., has returned from a trip to British Columbia and the Territories and reports a magnificent wheat crop throughout the west.

Mr. John A. Turnbull, general manager of the Acadia Sugar Refinery, passed away at his home on Young street, Halifax, N.S., on the 3rd inst., after a short illness.

Emma, Panara & Co. and Badali Bros., Winnipeg, both well known restaurateurs, will open a new business this Fall in the block now being erected by Mr. Oldfield, corner of Smith street and Portage avenue.

P. Dowham, Peterboro, Ont., intends erecting at once a large creamery factory, which will be one storey high and 55 feet long by 30 feet wide. Mr. Dowham previously conducted a similar factory in Chatham.

D. Derbyshire, in his address at the Exhibition directors' luncheon on the 5th inst., said that the exports of butter, cheese and bacon from Canada this year would be seven or eight million dollars more than last year.

Edwin Durant, formerly office manager of the British America Corporation at Rossland, B.C., is now in London attempting the organization of a fishing company to operate in the Paicfic, with headquarters at Vancouver.

Mrs. S. D. McMicken and Mr. J. C. Truax have entered into partnership and will start up in the grocery and crockery business in Moose Jaw. The new firm have secured quarters in the new Masonic building and will start business as soon as the store is completed.

An important gathering of the C.P.R. and Victoria Tourist Association officals was held on the 28th ult. at Victoria, B.C. Two matters of interest were discussed, namely, the future possibilities of the local fruit industry and the best means of more widely advertising Victoria's attractions.

The factory of the St. Eustache Canning Co., Montreal, P.Q., was completely destroyed by fire on the 4th inst. Besides the building, 12,000 cases of canned goods were destroyed. The loss is estimated at about $50,000 and is insured at $10,000. A hundred hands are thrown out of employment.

The Nameless.—"Nemo" has been selected as the name for the new breakfast food manufactured by the Brackman-Ker Milling Co. The total number of names sent in by competitors was 2,588, the winner being Mr. F. C. Lang Elford street, Victoria. The second prize was awarded to Miss Jean McGillivray, 1157 Davie street, Vancouver, who suggested "Pura," while the third goes to Mr. Arthur Wedge, New Westminster, whose selection was "Frumetti.

Just to Hand

A SHIPMENT OF FRENCH GOODS FROM VALIDET & CO., BORDEAUX

Olive Oil, French Peas, Mushrooms, Asparagus, Macedoines, Maraschino Cherries, Prunes in Glass, Sardines. Also New Green Root Ginger, now used so much in preserving. It is very cheap this year.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON, Ont.**

HONEY

We have just taken into stock a large supply of

FINEST WHITE CLOVER HONEY

Every package bears our trade mark, and is guaranteed pure.

It is put up in handy packages.

Cases 1/60 lb. Tin.
" 6/10 " Tins.
" 12/5 " Tins.
" 24/2 " Tins.
" 36/12 oz. Glass Jars.

JAMES TURNER & CO., Hamilton

You are selling Laundry Blue.—You want to sell the best and please your customers.—You can only do this by selling them **"BLUEOL"**—the only "Never-Streak" Blue made.—Shows you a better profit every way than any imported or domestic blue.

FOR SALE BY EVERY UP-TO-DATE JOBBER

J. M. DOUGLAS & CO., - MONTREAL

"NONPAREIL BRAND"

We have just received a car of **"Nonpareil Brand" Prunes.** These goods are the finest quality. Boxes—25 and 50 lbs. Sizes $^{50}/_{60}$, $^{60}/_{70}$, $^{70}/_{80}$.

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

CHEESE

To Arrive About October 15th

Roquefort (Societe)

	Per lb.
Per Fardeau, (four cases)	$0.27
Per case (12 cheese)	.28
Per ½ case, (6 ")	.29
Per cheese,	.31

Gorgonzola

Per cheese	.22

Gruyere (Swiss)

Per tub, (4 cheese, 150 lbs. each)	.22
Per cheese	.23
Cuts (less than one cheese)	.24

Edam

	Per case
Per case, 12 cheese in foil, (about 4 lbs)	$9 00

Pineapple

Seven cheese in case,	4 00

Camembert

Per dozen,	3.00

Limburger

	Per lb.
Imported,	$0.17

English Stilton

Six in case,	27
Per cheese,	.28

Cream Cheese

	Per box
"Eagle" Brand (12 in box)	$2.30

Neufchatel

"Crown" Brand, (25 in box)	$1.00

Oka

	Per lb.
Per cheese,	.25

Also a choice selection of Canadian Cheddars, Flats and Stiltons, white and colored.

ORDER NOW

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

IMPORTERS AND EXPORTERS OF

Foreign and Domestic Cheese

26 Front Street East
TORONTO.

Business Changes

A MEETING of the creditors of John H. Thompson, cheesemaker, Amaranth township, Ontario, who has assigned to Joseph J. Kelly, Orangeville, was to have taken place on the 9th inst.

Joseph Kennedy, grocer, Sarnia, Ont., has sold out.

Wm. Wilson, grocer, Winnipeg, has sold out to Neal & Crawford.

W. F. Osborne, grocer, Winnipeg, has sold out to George T. Grant.

J. A. Park, grocer, Sarnia, Ontario, has sold out to R. J. Goring.

Allan Fox & Co., general merchant, Hawkshaw, N.B., has assigned.

J. Freeman, general merchant, Winnipeg, has sold out to J. Berenson.

N. E. Elliott, baker, Lemberg, has been succeeded by Mrs. A. Burns.

Samuel Hilton, grocer, Hamilton, Ont., has sold out to A. A. Almas.

W. H. McGregor, confectioner, Pilot Mound, has sold out to A. Melrose.

Louis Flam, grocer and dry goods merchant, Blackville, N.B., has assigned.

John E. Miller, grocer, Montreal, P.Q., has assigned to Nap. St. Amour.

John Webster, grocer, Charlottetown, P.E.I., has sold out to Jenkins & Son.

Bardy & Moore, general merchants, Hamiota, have assigned to H. Detchon.

Kraushar & Gimpel, grocers, Louis Bridge, have sold out to Peter Lechtzier.

John Wilson, general merchant, Beachburg, Ont., is succeeding H. B. Christman.

W. P. Murphy, general merchant, Sarnia, Ontario, has assigned to C. S. Scott.

D. McGregor, grocer, etc., Kilbride, Ontario, has been succeeded by George Irwin.

J. N. Archambault, grocer, Montreal, Quebec, has assigned to Kent & Turcotte.

The assets of A. D. Villeneuve, grocer, Rapide De L'Orignal, P.Q., have been sold.

The assets of M. Laurence, general merchants, St. Faustin, P.Q., have been sold.

Annie Anderson, general merchant, Tory Hill, Ont., has assigned to I. E. Weldon.

Tennison & Allison, general merchants, Valley City, have been succeeded by F. E. Allison.

The partnership between Desrosiers & Charette, St. Boniface, Man., has been dissolved.

Hamilton & Aubin, general merchants, Verdun, Que., have assigned, with liabilities $5,480.

Clinch & Rennie, general merchants, Puckahn, have been succeeded by Rennie & Sutherland.

The stock of Elizabeth Rae, grocer, New Westminster, B.C., is advertised for sale by tender.

The assets of Luc Pelletier, grocer, Charlesbourg, (Riviere Jaune), P.Q., have been sold.

Robinson & Elleson, general merchants, Tisdale, have sold out to Robertson & Smale.

The assets of Mrs. P. Rochon, grocer, Montreal, P.Q., were to have been sold on the 8th inst.

J. H. Anderson & Sons, general merchants, Dundurn, have sold out to R. R. Roome & Co.

The assets of Jude Thibault, grocer, Montreal, P.Q., were to have been sold on the 15th inst.

The assets of John Crichton, grocer, Valleyfield, P.Q., were to have been sold on the 11th inst.

The assets of Hector Dubreuil, grocer, Montreal, P.Q., were to have been sold on the 14th inst.

V. E. Pqradis has been appointed curator to P. T. Belanger, general merchant, St. Felicien, P.Q.

James McNichol, dealer in teas, etc., Vancouver, B.C., is opening a general store at Midway, B.C.

The assets of Berthelemi Bergeron, grocer, St. Romuald, P.Q., were to have been sold on the 13th inst.

The assets of Ludger Boulanger, general merchant, St. Samuel De Gamhurst, P.Q., are to be sold on the 21st inst.

The assets of J. P. Trahan, general merchant, St. Boniface De Shawinigan, P.Q., were to have been sold on the 12th inst.

George Elliott, general merchant, Hamiota, has assigned. Stock was to have been sold by auction on the 8th inst.

The liquidation of the Ritchie, Hearn Co. soap factory at Brampton is making progress as to time, but is not like-

We can interest you in

Japan Teas

Have a talk with our travellers.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

ly to net the creditors a high percentage. The plant has been disposed of by Mr. Osler Wade, which is being sold piecemeal by the purchaser, the works being shut down.

J. A. Cote, of the Quebec Fruit Exchange, Quebec, P.Q., has retired. Business continued under the same style by remaining partners.

D. N. Godbout & Co., general merchants, St. Guillaume D'Upton, P.Q., have assigned. Meeting of creditors called for the 18th inst.

Cote & Frere, general merchants, St. Cyrille De Wendover, P.Q., have dissolved partnership. Wilbrod Cote & Wilfrid Cote, registered.

Meeting of creditors of Steffens & Robidoux, grocers, Amherstburg, Ont., who assigned to J. David Burk, is to take place on the 18th inst.

The stock of A. Cameron & Co., (estate of), general merchants, Beachburg, Ont., has been sold to J. A. & J. Bennie, at 71c. on the dollar.

Hamelin & Aubin, general merchants, (Montreal) (Verdun) P.Q., have assigned. Meeting to appoint curator was to have been held on the 13th inst.

Meeting of creditors of P. E. Guerin, general merchant, Embrun, Ont., who assigned to E. A. Larmouth, was to have taken place on the 11th inst.

The grocery business conducted by O. L. Johnson on Colborne street, Brantford, has been sold to J. J. Huffman, formerly employed at Church & Moore's.

The Lunenburg fish firm of L. Anderson, which at one time was one of the largest in Nova Scotia, has assigned to Dr. R. Clarke, of the Bank of Montreal.

Mr. James, Brantford, the east ward merchant, has sold out his grocery and dry goods business to A. J. Smith. The stores were formerly owned by Mr. Smith, but he sold to Mr. James some months ago. The return sale was recently closed, and the business in future will be conducted by Mr. Smith. The deal includes the sale of two stores belonging to Mr. James, one at Tillsonburg and the other at Kerney.

The large fish, and former hardware, firm of Black Bros. & Co., Limited, Halifax, N.S., has gone into liquidation. The bondholders are practically the Bank of Montreal, whom Black Bros. were very heavily indebted to. The court appoints William Duff, of Bridgewater, as receiver of Black Bros. The property affected is that of Black Bros & Co., fish business and factory, located at Getson's Cove, Lunenburg county.

COMPANIES INCORPORATED.

PROVINCIAL charter has been granted to the Trent Valley Sugar, Provision & Cold Storage Company, Limited, the share capital of the company to be four hundred thousand dollars divided into eight thousand shares of fifty dollars each, the head office of the company to be at the city of Peterborough, and the provisional directors of the company to be Albert Edward Dixon, Adolphus Corban Dean, Frederick Cochrane, Edward Macklem Poussette and William Arthur Irvine.

Provincial charter has been granted to the Hayne Milling Company, Limited, the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the village of Brigden, and the provisional directors of the company to be John Joseph Hayne, John Wheeler, Thomas Hayne, Mary Jane Hayne, and Alice Wheeler.

Provincial charter has been granted to the Regal Incubator Company, Limited, the share capital of the company to be eighty thousand dollars divided into one thousand six hundred shares of fifty dollars each, the head office of the company to be at the town of Toronto Junction, and the provisional directors of the company to be Edwin Robert Rogers, John Albert Pascoe, William Dwight Sharpe, George Ballantyne and John Cooney.

Incorporation has been applied for by James Steller Lovell, accountant; Robert Gowans, solicitor's clerk; Samuel Goodman Crowell, barrister-at-law; George Hamilton Cassels, student-at-law, and Charles Hall Black, stenographer, all of the city of Toronto, Ontario, to manufacture, buy, sell and deal in bread, biscuits, cake, pastry, confectionery, etc., and to acquire, operate and maintain restaurants, tea rooms, eating houses, lunch counters, and other similar businesses; to purchase or otherwise acsets, business, property, good will, privileges, contracts, rights, obligations and liabilities of "The Nasmith Company, Limited." The operations of the company to be carried on throughout the Dominion of Canada and elsewhere, by the name of "Nasmith's Limited," with a total capital stock of one million dollars divided into ten thousand shares of one hundred dollars, and the chief place of business of the said company to be at the city of Toronto, in the Province of Ontario. Dated 1st September, 1905.

From grower to preserver direct come the fruits that are used in making

UPTON'S

Jams, Jellies and Orange Marmalade.

That is one of the reasons why they taste so good.

"Condor" Ceylon Black Tea in Lead Packages

Madam Huot's Coffee

THE GEM

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

New Teas Just In and Coming In

Ex. steamers "Empress of China," "Athenian," "Keeman" and "Tremont" from Yokohama, Japan and Shanghai, China.

100	H/chests Choice Early Fannings "Condor 29" at	8½c.
50	" Choicest Early Liquoring, Fancy Leaf Japan Tea, a Beauty at	23½c.
224	" Japan Tea, Condor xx at	18c.
	Condor xxx at	19½c.
	Condor xxxx at	21½c.

The finest and best lines at the price.

34	Catties Choice 1st Crop New Pinhead Gun Powder Tea, at	30c.
75	" Choicest 1st Crop New Pea Leaf Gun Powder Tea, at	22½c.
35	" Choice 1st Crop New Pea Leaf Gun Powder Tea, at	20c.

Just in from Colombo, Ceylon.

100	H/chests Fine Flavory, Fancy Leaf, Orange Pekoe Ceylon Black Tea, at	22½c.
50	H/chests 60 lbs., Fancy Leaf, Finished, Young Hyson Ceylon Green Tea, at	18½c.
25	Chests, Extra Fine Ceylon Green, Uncolored Fannings, at	9½c.
50	Matts, 8 x 5 lb. boxes each, Fancy, or Pekoe Ceylon Black Tea, at	25c.
19	Chests Celebrated **"Travencore"** or Pekoe Ceylon Black Tea, at	22½c.
21	Chests Pekoe **"Darjeeling"** Indian Black Tea, a Rare Lot in Flavor, remarkable Value, at	25c.
600	H/chests Good Japan Teas, at 11½ to	12½c.
1,500	Catties Good China Gun Powders and **Young Hyson Teas** at 10½ to	12½c.

All markets are higher and prices I give you are without consideration of the advance. Buy now, before we are at a higher level.

"EMD" Baking Powder, Spices, Coffee, Vinegar.

Specialty of High-class Goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 St. Paul St., MONTREAL

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

New Goods in Store

We have passed into stock our first shipments of new season's pack of

"HORSE SHOE" SALMON

Canned Peas, Corn and Tomatoes

VALENCIA RAISINS

We solicit your orders for immediate shipment.

PRICES RIGHT **QUALITY GUARANTEED**

The **EBY, BLAIN CO.** Limited

Wholesale Grocers TORONTO

Fresh and Cured Fish

THE STURGEON ROE INDUSTRY.

"CAVIAR" is a fish product. It is made from the roe of the sturgeon. The best "caviar" is made in Russia, hence the use of "Russian" by sellers of caviar to get the price. Russian caviar does not always come from Russia. In fact, the bulk of "Russian" caviar is made in America. The best evidence of this is the growing scarcity of sturgeon along the Delaware River, where most of the American output of the delicacy is prepared.

Less than twenty years ago the old Delaware fishers used to "bag" twenty to thirty sturgeon a day. Many catches exceeded fifty fish. Very few are caught these days. A little over fifteen years ago sturgeon roe was worth $8 per keg of 135 pounds, or less than 6c. per pound. Now this roe is worth 80c. per pound, or $108 per keg of 135 pounds weight, a difference of $100 per keg in about a decade and a half. The sturgeon is a big fish. Many of those caught weigh over 400 pounds each. These monsters have as much as 100 pounds of roe each.

While caviar making is an art in Russia, and that country makes the best caviar in the world, very little of the best Russian product ever leaves that country, though other countries want it, pay the price and think they get the real article. Sometimes—very often, in the earlier days of the trade—the Yankee article took a trip across the ocean to get a foreign label, and then returned to its native land. This circuit enhanced the price, though the quality was never altered thereby. In later years this "Russian" caviar goes direct into the market untravelled.

Until a few years ago all of the American sturgeon roe was shipped to Germany for preparation on the continent. A German manufacturer who came here for his roe for a quarter of a century admits that the trade is dead, so far as the American importation of caviar is concerned, and that the local market is too high for the profitable export of caviar stock to the other side.

This salted fish delicatessen was popular as far back as the reign of Queen Elizabeth. It was even then imported from Russia. History tells us that Czar Ivan, who was a suitor for the hand of young Queen Bess, courted her favor with gifts of the succulent caviar. Shakespeare makes Hamlet say: "Caviar to the general." Thus literature and Bohemianism became flavored with caviar at an early period.

The roe sturgeon is caught in the same way in New Jersey, Alaska and Russia. The fish is taken in great nets. Caviar, on Delaware Bay, is the headquarters of the New Jersey roe sturgeon fishermen. The old open season for sturgeon fishing was from April 20 to June 20. Now it is all the year around; because, while New Jersey had a close season of ten months, the State of Delaware, just across the other bank, had a twelve month open season. The last session of the New Jersey Legislature evened up matters by repealing its close season law. In spite of laws, the principal catching season is in the Spring.

The "marines" work two men in a boat. These men get from $35 to $50 per month each and their food. Most of the men are in business for themselves. The nets are 30 meshes deep and 400 to 800 yards long. As each fish hits the net it is rushed ashore and the roe taken out while the fish is yet alive. Roe taken in this way is more valuable than that from the dead sturgeon. Shad roe is not so taken, because it is simply eaten as taken. The methods of roe sturgeon fishermen are the same all over the world, up to the taking out of the egg mass. The roe is then worked through a sieve to separate the small eggs from the muscles and tissue. They are then put into a salt solution. After this they are placed on fine sieves to dry. The product is then ready for shipment or treatment. The best caviar is not the large, coarse-grained kind. Quality is readily determined by the degree of cleanness and transparency. The darker the roe the poorer its grade and the product made from it.

Astrakan is the headquarters of the Russian caviar trade, the best fish for which are taken in the Volga and the Caspian Sea. Pressed caviar is usually for export. It goes forth in large casks

and those of a sensitive turn of mind may not like the method of machinery used. After being drained, the caviar is placed in the casks and tramped down by barefooted Russian peasant girls. The best Russian cavier is called "parnaje." Very little of this leaves Russia, and none of it is tramped into space by the foot press. "Parnaje" is the product of the Caspian Sea belluga sturgeon. This species is not found in any other waters. Only 400,000 pounds of belluga caviar is made annually. Russia makes annually about 1,500,000 pounds of secondary caviar. Germany and Western Europe take about 500,000 pounds of this output.

Different nations eat caviar differently. Germans and Russians generally eat it as it comes from the packages; some continental folk serve it as a toast, covered with jelly. Americans have a habit of squeezing lemon on it. A connoisseur gives the following as the best dietetic method of serving the delicacy: "Take two tablespoonsful of the finest olive oil, one tablespoonful of fine vinegar, some chopped cabbage, parsley and garlic. Mix the above. Then, just before serving on a dish, put in half a pound of caviar." It is all a matter of taste.

B. C. FISHING LICENSES.

MR. E. G. TAYLOR, Dominion Inspector of Fisheries, has intimated that he is prepared to recognize fishing licenses issued in the Fraser River district as long as such licenses are used for cohoe fishing. This news is interesting as well as important to canners and fishermen, in view of the near approach of the cohoe season, which commences on Sept. 15. Some six weeks ago the Dominion Government, without any warning, gave notice that licenses issued in one fishing district would not be recognized in another. This meant that fishermen who desired to follow the fish along the coast would have to take out no less than three licenses at $10 each.

Now a concession has been secured in that. Fraser River licenses will be recognized for cohoe fishing as far north as Toba Inlet, which is not in the Fraser River district. The waters of Toba Inlet have always been among the best on the coast for cohoe fishing. and it would have worked a hardship on canners and fishermen alike if the Fraser River licenses had not been recognized as far north as that point.

At present there is little salmon-fishing going on, the only men engaged in the work are those who have contracts to supply the Fraser River cold storage plants with spring salmon, which salmon are frozen for eastern shipment.

B. C. LOBSTER PLANTING

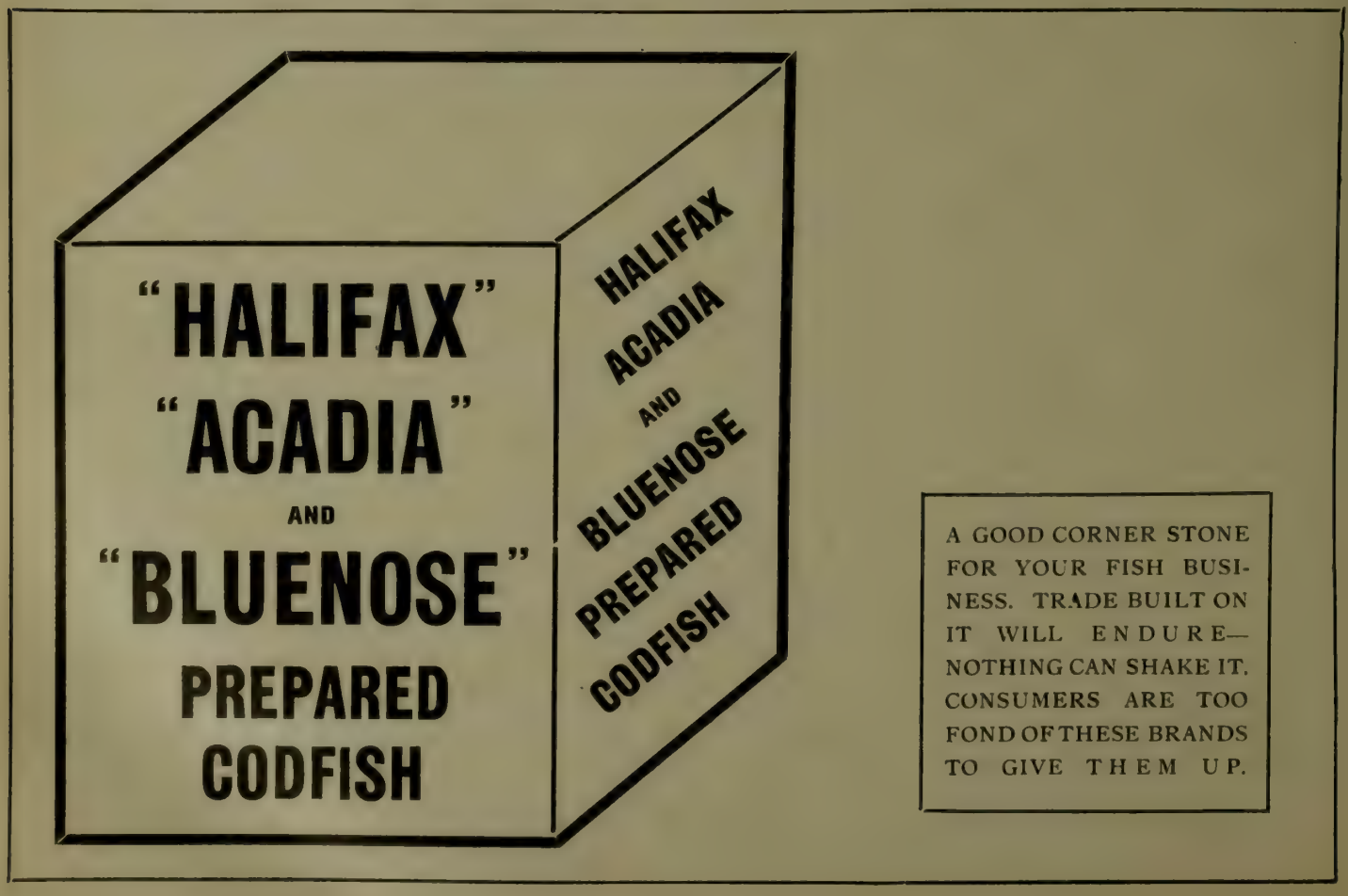
Mr. E. Kemp, one of the experts of the Fishery Department, has just returned from British Columbia. He reports successfully planting at different points in B.C. waters, a quantity of lobsters. In previous years the attempt to plant lobsters has only been partially successful owing to the long and tedious journey from the Atlantic necessary for their transportation. This season, however, elaborate measures were taken to accomplish this successfully with most satisfactory results. It is intended to keep a strictly close seaon for two or three years.

WEST COAST OYSTERS.

Mr. E. G. Taylor, Inspector of Fisheries, in his report says the oyster beds on the West Coast are in excellent condition. No signs of the alleged torredo pest could be found during the whole of his inspection. The oysters thrive best where the brackishness of the water would not be favorable to the torredo, which only thrives in very salt water. Capt. Kemp, the oyster expert, has concluded his duties on the Pacific Coas' and has returned to the east.

SALMON IN PORCELAIN JARS.

The highest price brought for any salmon canned on Puget Sound is for the porcelain jars which are sold only to the English market. There are only three canneries on the Sound that handle salmon in this shape. These canneries have special contracts and sell to a large London brokerage firm. The method of packing in porcelain jars is practically new. It was started two years ago. The jars were invented and introduced by S. M. Okell, of Victoria.



KING OSCAR SARDINES

THE NEW PACK

is now arriving with the wholesale trade.
Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

THE Pacific Selling Coy's

"Clover Leaf" and "Arrow" Salmon

"Talls and Flats, the Choicest Fish"

"Flats, the Choicest Cuts"

ALL GROCERS should push these brands, ***because*** of their intrinsic merit.

Place a trial order with your Wholesale Grocer.

SELLING AGENTS

Toronto,	*Chas. E. Kyle*	*Halifax,*	*Grant, Oxley & Co.*
Montreal,	*J. Alex. Gordon & Co.*	*Kingston,*	*D. Stewart Robertson & Co.*
Quebec City,	*Joseph Winfield*	*Ottawa,*	*J. Moffat Ross*
Hamilton,	*Alfred Powis*	*Winnipeg,*	*Ashley & Thompson*
London,	*D. C. Hannah*	*St. John,*	*J. Hunter White*

FREIGHTS AND CHARTERS

THE chief cry in freight circles is that Canadian shipping firms are charging excessive rates and the Georgian Bay combine rates are quite the talk of the shipping world. Combine rates which existed away last May are being dug up and the combine at present is acting in a way said to be against Canadian ports. For instance, in May last it is stated that when the combine rate was 5¾ cents from Fort William to Montreal some of the members of the combine carried grain at 3¾ cents and some even lower. What is being done now is to shut out practically all grain from Canadian ports because the combine rate is fixed for October 15 at 2½ cents while the American rate is reported to be from Fort William to Buffa'o, a longer distance than from Fort William to Georgian Bay at 2 cents. Half a cent a bushel is too much of a margin to be refused and the point is that Canadian steamer owners deserve as good a rate as they can get, but it seems altogether incompatible with a living business to keep this up. The American ports are flooded with the new Manitoba grain and it is continuing in that direction for shipment during the latter half of October and the first half of November.

This action is considered very serious for the port of Montreal, and shipping men—that is, exporters—are not any too well pleased with the situation in that city.

The rates from Fort William to Montreal for the next month are fixed at 6½ cents, insurance included, and for the following month up to November 25 the rate will be 7 cents, insurance included.

From Fort William to Kingston and Prescott 4⅞ cents will be charged from September 15 to October 16 and from that date to the closing of navigation the rate will be 5⅜ cents.

It is noticeable that the Railway Commission has reconsidered the order issued in July regarding the rates on grain and grain products from Ontario points for export. The new order authorizes some new station groupings and new percentages of the Chicago and New York rate which are somewhat more favorable to the railways than the order originally promulgated.

An order has also been issued dealing with the request of the American Cereal Company of Peterboro, that grain shipped from the upper lake ports and milled at Peterboro and re-shipped, the double shipment to count as one. The request was refused, but the company will benefit by the reduced rates from Ontario points authorized in July and modified as noted.

The Quebec-London Transport Company has been finally organized. It is expected that the charter of incorporation will be issued in a few days, after which the company will carry on a steamship service between the British Islands and Canada, Quebec being the Canadian port and London for the Old Country. The first sailing has been arranged for September 30th when the new steamer "Sif" will leave Quebec for London with a full general cargo. The new line have offices in Montreal in the Board of Trade building. The name of Mr. Thos. Harling of Montreal is mentioned as the new manager.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Canned Meats	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	8/9	13/1½	13/1½	12/6	†15/6	.....	.....	†16/6	.....	12/6	.....
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	15/6	.....	.....	16/6	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	8/9	10/6	10/	11/3	11/3	.....	....	12/6	8/9	10/6	.....
Rolled Oats, Dog Flour, Flour Middlings, in bags	11/3	12/6	12/6	13/9	16/6	.....	.....	17/6	10/	12/6	.....
Rolled Oats and other Cereals, papered, in cases	7/6	8/9	10/6	8/9	.....	.....	.....	.....	.....	8/9	.....
Glucose and Syrup, in barrels	10/	12/6	15/9	12/6	16/6	.....	.....	17/6	8/9	12/6	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	22/6	.....	.....	22/6	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	.....	.....	.....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	13/9	16/3	17/6	15/	.....	.....	16/3	12/6	15/	15/
" Beans and Peas, in bags	10/6	12/6	12/6	12/6	.....	.....	....	.....	10/6	12/6	15/
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/9	3/	.....	....	3/	2/6	3/	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	17/6	.....	.....	17/6	12/6	15/	17/6
" Evaporated, in barrels or boxes	8/9	10/	10/6	10/	.....	.....	.....	.....	8/9	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/	.....	.....	15/	10/	15/	17/6
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and un'ess specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

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2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

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NEW ADVERTISEMENTS.

Codville & Co., Winnipeg, Man.
Haszard, Horace, Charlottetown, P.E.I.

FAREWELL TO THE EXHIBITION.

THE Canadian National Exhibition of Toronto closed its doors on Saturday, the 9th inst., after a period of unprecedented and unexpected prosperity.

Nearly seven hundred thousand visitors turned the stiles during its opening, exceeding by at least one hundred thousand any previous Exhibition.

Many were the happenings of interest which crowded themselves into the eventful two weeks: The visit of Prince Louis of Battenburg, with his stalwart Bluejackets; the exhibit of the Windsor plate; the excellently fine art display; the remarkably executed Coronation picture, are only units among the numerous attractions, yet they stand prominently out as showing that the "Canadian National" is rapidly developing into an attraction at once widely interesting, intellectually instructive, and of refined art.

The last week was one particularly marked by the influx of a great number of our particular friends, the country grocers. Many were the callers our editor had to interview, stretching from visitors from Vancouver and Winnipeg in the west, Montreal and Ottawa in the east, and a worthy American grocer from New York City. So great was the influx that many wholesale grocers kept their travelers in Toronto for that week, for the grocer, like the worthy John Gilpin of our childhood fame, "tho' on pleasure bent," has an eye for business, and was nothing loth to utilize his visit by "stocking up" his store.

The exhibitors, too, as far as the grocery section is concerned, gave expression to every satisfaction with the Exhibition trade. Never before have such satisfactory results been secured.

We were particularly pleased to note that the indiscriminate distribution of samples was conspicuous by its absence this time. Such distribution may have had its uses at one time, but at the present epoch of trade, when there are many articles on the market, all of the same character, an indiscriminate giving of samples is very much like placing a premium on dishonesty, by encouraging the public to use any artifice to obtain as many "somethings for nothings" as possible.

Whispers reached our ears from time to time, which sounded very much like the lispings of complaint from some exhibitors in the Manufacturers' Building. Why is it that that building presents such a mixed medley of variety? Could not the Manufacturers' Hall be devoted exclusively to finished goods, displayed for show and instruction only, and could not the "sale booths"—pretty artistic displays as they are, with their dainty maiden attendants—be relegated to a building such as the Women's Building? This, we are convinced, would be a great satisfaction to all concerned, as well as making a more uniform display. The appearance of the grocers in such numbers is gratifying in the highest degree, and appears clearly to point to the need for a "special day" at one time during another such exhibition for grocers and allied trades. It would be an event worthy of a great enterprise, such as the grocery trade is, and an opportunity of cementing the friendship already existing. The grocer leads the "van" in every pioneer district, and there is no reason why he should not hold it long after, and remain the leading store of each district.

THE ABUSE OF CREDIT.

THE credit system as an institution is probably one of the few things which must ever remain with us. In its use it is one of the greatest conveniences of commerce. Abused, it becomes at once a positive curse, and the toughest problem of business.

Constantly our attention is being directed to troubles arising from the abuse of the credit extended by enterprising storekeepers in their anxiety to secure an increase of trade. The storekeeper is often at his "wits' end" to scrape together sufficient cash to satisfy his wholesale men, whilst at the same time a glance at his accounts reveals a satisfactory balance. The reason is his inability to effectuate collections.

It is almost impossible for the country store to arrange prices to compensate for the extent of credit expected. Prices are, to a large extent, public knowledge. Almost all commodities of daily consumption are quoted periodically in the daily papers, and the people who want credit are keen enough to keep their eyes on these quotations, besides which the issuing of catalogues, etc., from large departmental stores, is a fruitful means of keeping the country districts posted with the latest lowest prices, based on the principle of "cash with order." It is a most remarkable fact that among these very people who expect low prices are found many large and prosperous farmers. The result to the storekeep r is most disastrous. He has to supply his goods in competition with these cash terms, and is expected to allow the payment to await the convenience of the farmer, which often means until his crops are harvested. Even to this many a storekeeper would not raise objection, for he can easily negotiate the note of a well-to-do farmer. Our information, however, tells us that the farmer's attitude to his store account is one of great injustice. With his other accounts, such as implements, etc., he has to show a measure of regard. The large firms who run such businesses are not as easy as our amiable and friendly storekeeper; they secure themselves pretty soundly by holding a safe lien until the last final payment. In addition, too, they cover their debt by a note, carefully stating a substantial interest for any future extensions in part or whole, generally never less than 7 per cent. The farmer, therefore, is much more likely to let his "store" account slide in favor of the ever-increasing implement "note," really using the storekeeper's money to pay his implement account. Now this, on the face of it, is a gross injustice, and one that cannot be taken up too strongly.

Our retail friends in Manitoba and the Northwest are about starting a campaign to put down credit entirely, owing to the injustice experienced and to the impossibility of getting prices equivalent to the credit enforced by their customers. We wish them every success.

There are districts, however, where credit will—perhaps must—continue; to adjust these districts is the serious problem. To demand "cash" after credit has been given for years is a hard matter, and fraught with difficulty and danger. But why not follow the example of our friends, the implement manufacturers? Give a limit as to time, draw on the customer for the amount, with interest to accrue after a fixed date, at say 7 per cent. Every man knows that money is worth its usage, and in using his neighbor's capital he is, on common lines of honesty, bound to allow him sufficient and adequate interest for the convenience. A clear notice to this effect to all the customers might have the effect of materially assisting collections, or at all events securing adequate remuneration for extended credit.

CANADIAN TRADE WITH JAPAN AND CHINA.

THE close of the war in the East will undoubtedly bring about a great commercial development in the countries which are immediately interested.

Japan, Corea, China, through Manchuria, will all be heavy buyers of raw and manufactured goods. A great share of this business should come to Canada. We already have a foothold in the East and with careful cultivation the market possibilities there should prove unlimited.

During the year ending June, 1905, Canada exported over $2,000,000 worth of goods to Japan, China and Corea. There is not one of the items in that list which could not be indefinitely increased. The principal items are cotton, flour, canned salmon and other fish, leather and its manufactures, metals and their manufactures, provisions, lumber and wood pulp. In every case the consumption is large and Canada is in the best situation to supply the demand.

Our transportation facilities are better than those of the United States as the boat trip from Vancouver is two days shorter than from any American port. Moreover, in China at the present time there is an intense prejudice against everything American. This should place Canadian products on a still better basis.

Manufacturers would do well to look into this market carefully. There is no doubt that unbounded propserity will follow the opening up of new provinces and countries to Japan's enterprise.

When the great numbers of men whom Japan has kept in the field during the past two years are turned to peaceful avocations and the regular business of the country is resumed, there will be a great call for foreign manufactures.

If Canada shows sufficient enterprise she should be able to multiply her present business with the East many times over. Now is the time to strike. Our fisheries and other natural products admit of the utmost expansion in exports. Our manufactures, too, have of recent years reached the stage where they can enter foreign markets and compete with the manufactures of the world.

Under all these circumstances the outlook for trade with the East is very bright.

THE MARKET AND THE CROP.

REPORTS from all points of the Dominion speak well as to the progress of harvesting operations.

The storms which passed over the wheat belts a few weeks ago somewhat checked operations, and produced a degree of anxiety, more or less justified by the damage which resulted in some districts.

The subsequent excellent weather, however, has hastened events beyond anticipations, and operations are now well in hand, with every indication of a record yield.

Quality, too, is pronounced as above the average. The scare of rust has proved in result to be little more than that, the general character being considered good, an average yield of nearly 25 bushels per acre with a total of approximately 100,000,000 bushels.

With this relief of anxiety the attention not unnaturally turns to the effect on the market of this extraordinarily large crop, not only of the Dominion but also of the United States.

From the Maritime Province districts reports to hand already denote downward tendency, Ontario flour having fallen to the extent of 50c per barrel.

The English market is perhaps the one of greatest importance. It is to it to which all eyes turn, and which gives the great index to the universal situation.

In the current issue of our esteemed contemporary, the London Miller, the subject is dealt with in a very concise manner, as regards that market, and it is evident that a great battle of price is in contemplation, as the natural result of the marketing of the present harvest.

Available stocks are, apparently, beyond the ordinary at similar seasons, and any attempt to rush the market is expected to have deplorable effects upon the market values.

The London Miller may be taken as voicing pretty generally the whole milling community. We cannot therefore do better than give our readers herewith a pithy extract from that publication:

It appears as if we are in the midst of a somewhat prolonged period of depression.

From practically all parts of the world there is the promise of abundance of wheat, and as a consequence operators are hard to meet with.

English wheat has become fairly abundant on all our exchanges, and prices have undergone a slump when compared with those of a month ago. At the latter period even the most impecunious son of the soil would have disdained an offer of 30s. for his poorest sample, but today he would be glad to get within 2s. of that figure for a much better lot of grain. It is just as we predicted, and if country millers will only take the advice we have been tendering to them for three months they will bespeak such a quantity of the native produce as will keep them in a position to compete with either English or American millers during the whole of the next cereal year.

There are ominous signs from across the Atlantic that we are to have the full flood tide of foreign flour before long and every possible safeguard must be adopted to meet it in the most effectual manner. It will be a terrible cut on prices, and nothing will prevent our cousins from once again measuring their skill against us.

Quality we are easy about, but we know too well how prone the British buyer is to pay attention to a cheap substitute, and we must be quite ready to meet the competition on its merits.

The United States weekly crop report is one which may now be thoroughly relied upon, seeing that it is practically too late for the scaremonger to have any influence.

Evidently we are face to face with another trying period, and during the Winter we may have American Spring wheat flour dumped on our shores in undesirable quantities.

It is true that if this occurs American millers will be the worst sufferers, but in such cases the offender against good business laws is not the only one who has to bear the brunt, and so the British and Irish miller must be prepared for an almost worthless trading period just as soon as his rival across the Atlantic can make sufficient flour to enable him to ship.

It is rather surprising that such a smart business nation as the Americans are reputed to be should follow such an insane policy as we know they have done in previous years but of course it is their own affair, and under our existing law of free imports the utmost that we can do is to be so equipped that our output shall be superior—as it has been for a long time now—and that our cost of production should be as low as possible.

We are rather afraid that in former periods of stress we were not in a position to meet them because of this very

fact, but to-day it is not too much to say that nowhere in the whole world is it possible to produce a sack of flour as cheaply as can be produced in the United Kingdom, and this being so we are ready to meet our American confreres on their own terms; in fact we were never so fit for fight.

THE WEST INDIAN TRADE.

WHILE we, as Canadians, are proud of our country and are firm believers in its future, yet we must acknowledge that there are some things which we lack, the possession of which would be most desirable. The United States, to the south of us, are self-contained. From the wheat fields of Minnesota and Dakota, to the cotton fields and rice fields of Alabama; from the orchards of Oregon to the orange groves of Florida; from the forests of Maine to the fruit lands of California, the country is productive of every possible article that a civilized human being can require. And where the United States fail to supply any known want, their over-seas possessions fill in the gap. Can the same be said of Canada?

Desirable as it would be to be able to record that Canada is capable of supplying all her own wants, this is impossible under existing circumstances. True, we have an immense variety of products in boundless supply, but it must be remembered that the southern boundary of the Dominion lies far north of the tropics, and all the products of the tropical belt are denied us. To fill in this gap in the case of Canada, what could be more natural than to have recourse to our nearest sister colonies—the West Indies?

Geographically, Canada is not so far distant from the British Islands of the West Indies as one might be inclined to suppose. As compared with her distance commercially from Great Britain, the position of the West Indies is highly favorable to the development of a successful trade. Where it takes six weeks to get an order filled in England, it only takes three or, one-half, that time, to get an order filled in Jamaica. This is comparatively quick work.

The sentiment in the Indies, as voiced by travelers who visit the Islands, and by Islanders who come to Canada, is extremely favorable towards a closer political and commercial connection between the two colonies. At present trade is carried on principally with the United States, whilst the trade with Canada is nominally small. But the possibilities for a great expansion are there, and with proper cultivation there should be a considerable growth in the volume of products exchanged.

WESTERN ASSOCIATION NEWS AND TOPICS

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

PRESIDENT, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

* * *

First Vice-President H. C. Hamelin was in Winnipeg last week on private business and was interviewed by The Canadian Grocer regarding the progress made by the association. "I have not been in communication with the secretary for some time," said Mr. Hamelin, "but I am glad to see in The Grocer such an encouraging list of new members. It is quite evident that the association is making steady, substantial progress."

"What do you think of the business outlook?" inquired The Grocer.

"It is most encouraging. The big wheat crop is safe now and it is undoubtedly the largest on record. Moreover, the price is satisfactory and hence millions of dollars will be put in circulation in the west during the coming months. During the last year western merchants have been buying sparingly because money was tight and stocks are low all through the Canadian west. Wholesalers should reap a rich harvest during the coming months.

"Plainly this is the time for western merchants to insist on collecting their outstanding accounts and the association's policy on the credit question is undoubtedly a wise one. The only danger in the present situation is that the crop money may be used for speculative purposes while liabilities are left undischarged. The Retail Association by insisting upon the payment of all accounts can do a great deal to put the prosperity of this country on a permanent solid basis. The big crop and the money it will bring should be used to pay off all debts. It would be a splendid thing to start with a clean sheet."

Hamelin Bros. have sold their branch store in Lauder, but for some little time to come Mr. Hamelin may be addressed at that town.

* * *

From all parts of Manitoba come reports that association members are preparing to adopt the association policy this fall respecting credits. Notices are being printed and distributed, signed by all the merchants in a number of towns, to the effect that after November 1, all accounts must be paid and all goods bought must be paid for in cash. These notices show that association members mean business and they are highly encouraging to the executive

* * *

Secretary Coulson is busy on the Yorkton and Minnedosa branches and it is not likely he will return to Winnipeg for some time. Every effort is being made to promote the organization before November 1st.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

960. A Burgundy wine firm wants a good representative in the Canadian market.

961. A well known firm in Marseilles wishes to introduce in Canada its specialties of fruit preserves.

958. A Bordeaux wine firm desires to appoint an agent in Canada.

959. Another firm in Bordeaux, in the same line, desires to get into communication with Canadian trade.

967. A French exporter of kitchen supplies, steel, copper, desires a valuable agent in the Canadian market.

966. A Parisian manufacturer of electric lamps wishes to correspond with Canadian trade.

948. A firm importing hay largely in London, Liverpool and Glasgow invites correspondence from Canadian shippers.

951. A Sunderland house wishes to hear from Canadian manufacturers of broom handles (50 by $1\frac{1}{8}$).

952. A Hull firm is open to purchase salted cod roes and asks to be placed in touch with Canadian shippers.

965. A French needle manufacturer wants to be put in touch with Canadian buyers.

The store that pleases everyone

is the one that handles

"SALADA"

Ceylon Tea because the public realizes that for quality, flavor and purity "SALADA" has no equal ; therefore wouldn't it be wise for you to write for prices and particulars to

Highest Award St. Louis, 1904

"SALADA" Toronto or Montreal.

Standards For Richness And Purity

This is the Dealer's guarantee that he is making a good investment when buying these Milks.

It pays to sell goods that are sure to please.

The margin of profit is also right.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Are You Handling

Lily White Gloss Starch?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant, compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Lily White Gloss Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

Brantford Starch Works,
Limited
Brantford, Canada

Echoes of the Canadian National Exhibition of Toronto

CANADA'S National Exhibition is over. The great fall Fair broke all previous records for interest and attendance. The weather of course could not have been improved upon. The special attractions were such as to astound us, great children that we are, and back of it all there were the substantial exhibits, wonderful and convincing proofs of the greatness of this young Dominion and vital with suggestion of the magnificent future that lies before us.

After all, the human element is the most wonderful and interesting feature of Canada's National Exhibition, and as the exhibits approach in their perfection and potentiality to man himself, so they grow in interest to the eager crowd of men and women who flock each year to Toronto to see and know the new thing that the subtle mind and conjuring hand of the inventor has brought into being.

Year after year the indefatigable directors search out the length and breadth of the land for new special attractions, and here again the human interest shows its strength. A prince of the blood, a Chinese potentate, the Irish Guards Band, or a regiment of American soldiers on a friendly visit, are the attractions that bring out the people by the hundred thousand and work up their enthusiasm to the cheering point, and who will forget who has once heard the ringing cheer of 25,000 or 30,000 of enthusiastic humanity stirred to the depths by the sight of a splendid human spectacle.

But were one to consider it, what is more interesting and wonderful at the great Exhibition than the very people who flock perennially to see and admire the wonders of which they themselves constitute the chief part?

With every year the crowd grows and will continue to grow, not merely because of the merits of the Exhibition, great as they are, but because we all, admit it or no as we will, want to be with the crowd. It is an established fact that if you let it be known that a crowd will be at a certain place at a certain time, the crowd will assemble of itself and find amusement of its own devising.

The record for attendance was broken this year right from the opening of the Exhibition, and the financial success of this Exhibition will make possible greater and more expensive productions in the years that are to follow.

Of the first importance both from the points of attractiveness and educative influence were the exhibits in the Process Building, this year more extensive than at any previous Exhibition. It was difficult most of the time to make your way past the crowds held interested against the railings where swiftly driven machinery was turning out manufactures of various kinds with a celerity that was amazing and an accuracy beyond praise. In the grocery line the most interesting was that of the Canadian Shredded Wheat Co., where Shredded Wheat Biscuits and Triscuits were made and baked for the edification and refreshment of all passers-by.

In the Manufacturers' Building where most of the exhibitors in the grocery section were located, one could note by the drawn and fatigued appearance of the attendants as the Exhibition drew to a close how severe the tax had been upon their energies. The demonstrating plan was everywhere adopted and you were invited to try this dainty or sample that food product to a degree that threatened you with acute indigestion should you yield to a tithe of the invitations extended.

There were many ideas to be picked up by the trade from this, the greatest of pure food shows. The art of display was never more effectively practised and the

Canadian National Exhibition—Edwardsburg Starch Co. Limited, Exhibit No. 2.

grocer with a note book and a copy of this number of The Grocer has a stock of new features available for window and interior display that should keep his store looking bright and attractive for months to come.

It is further notable that the manufacturers who demonstrated at the Exhibition have been able to interest thousands in their products who might never otherwise have heard of them. These will return to their homes filled with enthusiasm and eager to tell less fortunate neighbors of the sights seen at the Exhibition and the food products sampled. They will be in a frame of mind to buy the goods they saw and sampled at the Exhibition. The retailer will do well to take advantage of this fact and display and make a special feature of the goods he may have noticed as having attracted marked attention at the Exhibition.

Canadian National Exhibition—Edwardsburg Starch Co., Limited, Exhibit.

Edwardsburg Starch Co., Limited.

Two of the most striking, best arranged and artistic booths in the Manufacturers' Building were the exhibits of starch and table syrups by the Edwardsburg Starch Co., Limited. This company needs no introduction to the grocery and general store trade of Canada, and its enterprise and push are recognized throughout the country. Pioneers in the manufacture of culinary and laundry starches, they are also leaders in the manufacture of corn syrups, and their "Crown" brand table syrup is to-day almost equally as popular as their Edwardsburg Silver Gloss Starch, and Benson's Prepared Corn. The display of these lines in the two booths in the main centre aisle was a striking indication to visitors of the perfection of absolutely Canadian made products, and the highly artistic style of marketing the goods. The Edwardsburg Starch Co.'s exhibit was designed and arranged by Mr. E. A. Verey, of the Toronto staff of the company, and reflected great credit upon his taste and judgment. His unfailing courtesy to visitors was commented on by fellow exhibitors. His work, like his firm's products, was of the best.

The Bowser Oil Tank.

Few exhibits at the Exhibition were of greater general interest than that of the Bowser system of oil storage, better known as the Bowser oil tank. Situated at the extreme easterly end of Machinery Hall, the exhibitors were allowed a remarkably small space and were compelled to leave out one of the best features of their exhibit after having specially prepared for the display.

The showing was, however, a remarkably good one and hardware merchants, grocers, manufacturers and heads of large industrial plants were found at all times at the booth securing information regarding the Bowser system, and studying the working of the perfect self-measuring and perfection syphon.

S. F. Bowser & Company, the patentees of the system, manufacture at 530 West Front street, Toronto, and Fort Wayne, Indiana, pumps and tanks for the storage and handling of oils of all grades, delivery being made direct to the customers' cans in retail stores, direct to autos or launches, direct to the oilers used around mills or factories, and to the mixers in paint works. The system offers economy in oil and in labor with perfect safety and cleanliness as well as checking purchases and sales. Possibly the most important outfit is one for handling gasoline or benzine consisting of a tank of heavy galvanized sheet steel placed outside the building, either buried in the ground or in a shed and attached to a powerful pump inside the building capable of squirting an exact gallon, half gallon, quart or pint of oil from such outside tank a distance of 250 feet direct or up to any reasonable elevation.

This outfit (cut 41 in catalogue) is entirely evaporation proof and complies with the most rigid demands of the insurance companies in Canada and the United States. In a recent fire in a garage at Providence, R.I., the gasoline caused no danger whatever and the pump worked perfectly after the fire was extinguished. The firm's representative, Mr. J. B. Bates, reports a growing demand for this style and where they have been used no single instance so far ex-

ists of disappointment or of danger. Furniture factories are using them for benzine with pump on fifth floor of building.

A similar outfit (cut 15) for handling linseed, turpentine, or other non-lubricating oils, with tank in basement of building and pump on first or higher floors, has the advantage of taking up but little floor space and handles linseed without gumming and turpentine without evaporation.

A new style of tank and pumps has recently been put on the market for use at lumber mills, power plants, lithographers, cotton and linen mills or any place where "oilers" are in need of filling. This outfit (cut 51) delivers 1 quart, 1 pint and ½-pint at a stroke and can be placed in the engine room or other position securing economy in distribution, economy in labor and safety in storage. Many of the leading firms in Toronto, Montreal and other cities are placing second or third orders for this style.

The machines for measuring coal oil, either from tank on floor of store (cut 19) or in cellar (cut 1), offer accuracy, cleanliness, safety, speed and delivery and it is established that at least 2 per cent. more oil can be sold from a Bowser outfit than in any other way, a better quality of oil being furnished as well.

Many of the railway store departments are using the long distance systems of this firm, as many as 25 different classes of oils being handled in a separate oil house basement with pumps conveying the oil to other floors or transferring it through underground pipes to other parts of the plant. A very large order for this style was lately shipped to Scotland and men from Fort Wayne, Ind., went over to install it.

As showing the increasing popularity of the Bowser system, Mr. J. B. Bates reports that at our Exhibition he received calls and enquiries for goods from Siam, Indo-China, British Guiana, Switzerland and London, Eng. Visitors from New York, Chicago and other cities in the States also expressed their entire satisfaction with outfits which some of them had used upwards of 10 years and handed in addresses of others who are desirous of buying.

The manufacture of these goods in Toronto is managed by Mr. H. Rodgers, and to him and Mr. O. Cooley, one of his assistants, is largely due the handsome decoration of the exhibit in Machinery Hall. The Canadian business is solicited in the Northwest by Mr. T. Cragg, Mr. N. Roscom in Quebec and two travellers in the Maritime Provinces. Headquarters of the firm are at Fort Wayne, Ind., where a large plant is operated. The display made is most creditable but would have been far more comprehensive had more space been available.

Canadian National Exhibition—The Bowser System of Oil Storage.

Following are a few of the users of this system in Toronto, Montreal, Halifax and Winnipeg. They are, with a few exceptions, all recent orders.

Toronto.—Toronto Lithographing Co., Alexander & Cable Lithographing Co.; Dominion Radiator Co.; Christie, Brown & Co.; Canada Cycle & Motor Co., garage; Automobile & Supplies Co., garage; Russill Hardware Co.; The

Consumers Gas Co.; Toronto Railway Stores Department; Sam Hobbs, hardware; Sanderson, Pearcy & Co., paints, oils; Toronto Gas & Gasoline Engine Co.; Thos. Meredith & Co., hardware; Hyslop Bros., bicycles; J. B. Smith Lumber Co.; F. Lake, hardware; J. Castor, hardware; J. J. Mott, hardware; N. C. McFarland, hardware; E. Harris, paints and oils; J. DeLaplante, hardware; Paton Bros., paints and oils; Rolph, Smith & Co.; P. Nolan, grocery; Mrs. Smith, grocery; Stennett Bros., grocery; The Methodist Book Publishing Co.; The Copp-Clark Co.; American-Abel Engine & Thresher Co.; John Ritchie Plumbing & Heating Co.

Montreal.—P. Gadbois & Co.; A. Bremner; Rubber Tire Wheel Co.; S. G. Granger; J. L. Giroux; Canadian Rubber Co.; Warden King & Son; Vital Dufult; P. Jubinville & Co.; Dr. J. W. Seguin; Frs. Martineau; Montreal Street Railway; Lacroix & Leger; P. Adelstein; Henry Morgan & Co.; U. Granger; Canadian Pacific Railway; O. Cauchon; L. N. Denis; Choquette & Dupuis; P. Lagarde & Co.; J. L. Olivier; E. P. Dame; P. Morency; Alf. H. Bastian; Raby & Frere; Moise Coursol; A. Ramsay & Sons Co., Ltd., paints; Montreal Light, Heat & Power Co.

Halifax.—A. A. Austin; A. M. Bell & Co.; Crowell Bros.; Wm. Robertson & Co.; Black Bros. & Co.; Halifax City Gas Co.; Clayton & Sons; Henderson & Potts, paint manufacturers.

Winnipeg.—Hudson Bay Co.; A. McDonald; The Bole Drug Co.; The Martin, Bole & Wynne Co.; Joseph Maw & Co.; Gordon & Mitchell Drug Co.; Campbell Bros. & Wilson; The Pulford & Leonard Drug Co.; Jas. Ashdown's Hardware Co.

Canadian National Exhibition—Borden's Condensed Milk Exhibit.

Borden's Condensed Milk Exhibit.

The exhibit of Borden's Condensed Milk Co. was one of the most striking and best arranged, as well as artistically designed, in the Main Building. The booth was blue and white—typical of the colors of the packages. Borden's Condensed Milk Co., as the pioneer manufacturers of prepared milk and creams, need but little introduction to the grocery trade of Canada. The quality of their product is absolutely of the best, and the numerous highest awards obtained at all the leading continental and world's fairs, against the competition of all the leading milk manufacturers in the world, is a guarantee to the grocery trade that these goods are the safest and most reliable to handle. The sale of these goods extends from Halifax to Vancouver, and the increase in trade is something marvellous. The booth was in charge of Mr. Irving and a staff of competent demonstrators, who explained the merits of the goods to the hundreds of thousands of visitors that made it their testing point. Mr. W. H. Dunn, of Montreal, is the eastern agent, and was present during several days of the Fair.

Cleaves Devonshire Cream Chocolate.

An exhibit that attracted a great deal of attention was that of Cleaves Devonshire Cream Chocolate. The front of the booth consisted of two handsome showcases filled with chocolate goods taste-

Canadian National Exhibition—Cleave's Devonshire Cream Chocolate.

fully arranged. The decorations were in red, white and blue.

Cleaves Devonshire Cream Chocolate is the very latest thing in the chocolate line. It consists of the finest quality of chocolate incorporated with real Devonshire cream, and the flavor is exquisite. It was a remarkable fact that nine out of ten people who purchased a five-cent sample came back later for more. Nothing was given away at this booth, yet it was constantly thronged with people whose friends, presumably, had been telling them of Cleaves Devonshire Cream Chocolate.

The exhibit was in charge of Mr. J. C. Brackenridge, who is the Canadian representative of John Cleave & Son, Limited. He will be glad to receive inquiries from the trade at his office, 153 Lippincott street, Toronto.

CANADIAN SHREDDED WHEAT CO. LIMITE
SHREDDED WHEAT BISCUIT & TRISCUIT.
FACTORY. NIAGARA FALLS CENTER. ONTARIO.
TORONTO OFFICE 32 CHURCH ST.
CHRISTMAS CAKES
WEDDING CAKES

Canadian National Exhibition—Shredded Wheat Exhibit.

Canadian Shredded Wheat Co.

An elaborate exhibit was that of the Canadian Shredded Wheat Co., whose new factory at Niagara Falls, Ont., a branch of the parent factory at Niagara Falls, N.Y., has recently been opened. Not content with their demonstrating booth, a handsome and commodious structure in the heart of the main building where Shredded Wheat Biscuits and Triscuits were sampled by the countless numbers who daily thronged this building, they secured space in the Process Building and installed a miniature plant for the manufacture of Shredded Wheat products.

To the vast majority of visitors to the Exhibition, Shredded Wheat Biscuits and Triscuits have been accepted as one of those gifts sent by the gods, to be received with gratitude but not to be explained to the uninitiated. All the wheat and nothing but the wheat, they well knew it to be, but how the hard little berry of the wheat could be transformed into the crisp, mossy and delicious shreds so well known at the breakfast table was "one of those things that no fellow knows."

The prospect, therefore, of seeing the Shredded Wheat Biscuit actually turned out, baked and possibly eaten before their very eyes was no small thing and the crowd made its way in ever increasing numbers to the section of the Process Building where the Canadian Shredded Wheat Company had set up their miniature factory.

Here were discovered the courteous attendants busily engaged in turning out these mysteries of the cooking art and explaining to the admiring crowd the processes of manufacture.

The first step is that of cleaning the wheat, the grain being put through seven processes so that every atom of impurity is removed, when it is ready for the cooking process.

The grain is cooked by steam. At the factory the wheat is placed in cylindrical wire sieves, especially prepared for the purpose and the steam turned on for 30 minutes when the berry comes out softened and swollen to double its former size. It must then be spread on clean cloths and exposed to the cool air for 14 hours, stirred from time to time with wooden paddles, by which time it is ready to be fed into the hoppers of the shredding machine, one of which is to be seen at the left of the illustration.

This machine is very simple, consisting of two steel rollers, one smooth, the other corrugated. The berry is crushed to a fine paste and finds its way into the grooves of the corrugated roller, from which it is removed by a steel comb in the form of shreds. The crowd were very much interested in this machine and the further process of converting these shreds into biscuits and triscuits.

Canadian National Exhibition—Shredded Wheat Exhibit.

When a sufficient number of layers of shreds had been deposited on the receiver they were taken either to the triscuit link in the centre of the picture where they were compressed into the triscuit shape and promptly toasted by electricity to a fine crisp brown in six minutes or were put through a shaper that cut them off into the biscuit form.

The biscuits were then put in the miniature oven to be seen in the background and baked under 400 degrees of heat which raises and browns the top of the biscuits. From this oven they are taken to another at 200 degrees of heat and baked for an hour and forty minutes to thoroughly dry the interior of the biscuit.

Of course at the factory all this is done on a much larger scale but the exhibit has wonderfully stimulated the interest of visitors at the Exhibition in these natural foods, Shredded Wheat Biscuits and Triscuits.

Grimm Manufacturing Co.

The exhibit of J. H. Grimm, Grimm Manufacturing Co., Montreal, in the eastern end of the Manufacturers' Building, was one of the booths that received steady and profitable attention. The exhibit displayed a miniature Canadian sugar bush and showed the old style of preparing maple syrup and sugar and the modern and more hygienic methods. The counter in front was loaded with blocks of pure maple sugar and the manner in which these samples were bought up by visitors showed clearly a desire to obtain the genuine maple product. The Grimm Manufacturing Co. are the largest makers of sugar-makers' supplies in the United States and Canada. They do not make money selling maple syrup and maple sugar, but in turning over the products of maple sugar makers, and only handle absolutely pure goods. They were instrumental in bringing into force the Act against adulteration of maple syrup and maple sugar. The sugar booth was in charge of Mr. D. Kelly, an experienced sugar judge and salesman. Mr. J. H. Grimm looked after the exhibit of sugar evaporators in the Implement Building and reports a number of good sales to farmers engaged in the maple sugar industry.

Upton's Jams and Marmalades.

A very popular exhibit was that of Upton's jams, jellies and marmalade. The stand was situated on a corner near the south entrance of the Main Building and was one of the places which was usually surrounded by a dense crowd, particularly when demonstrating was going on. The booth was a handsome structure finished in white, green and gold with a tidy little counter down each aisle. On this counter were a few fine samples of Upton's jams in which the whole fruit could be readily distinguished, along with several pots of "Home Made" and "Golden Shred" marmalade.

The stand was capped, as may be seen in the illustration, with a pyramid of Upton's goods in wood and tin, from the large pails of 30 pounds or so to the small, handy tin that caps the pinnacle.

The ground floor, if one may so call it,

Canadian National Exhibition—Grimm Manufacturing Co's Exhibit.

was given up to goods in glass, the right wall being covered with a captivating display of the many lines of jams and jellies put up by the Upton Co., strawberry, raspberry, red and black currants, peach, plum, etc., etc.

who were eager to taste as well as to see these delicious goods.

The Upton Co. put up all their jams and marmalades at their factory in Hamilton in the midst of the fruit district of Ontario and pride themselves

The Bates Manufacturing Co.

One of the booths in the Manufacturers' Building continually surrounded by visitors was that of the Bates Manufacturing Co., Limited, whose offices and factory are located at 9-11 Francis

Canadian National Exhibition—Upton's, Limited, Exhibit.

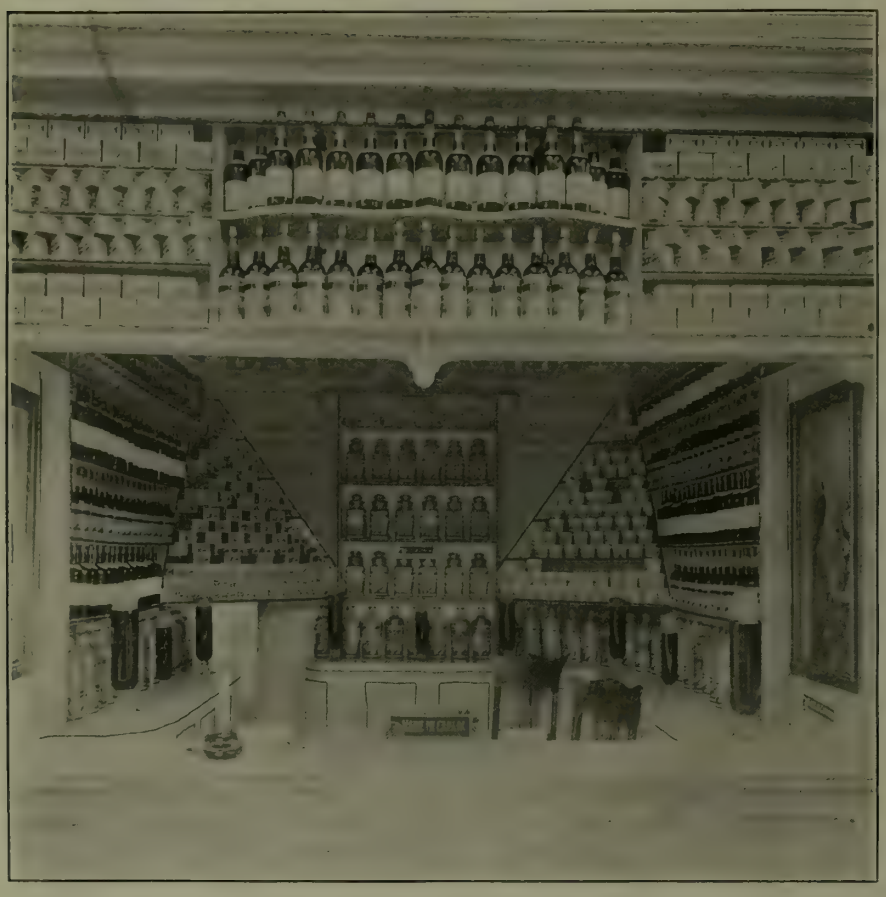
Samples of these jams and marmalades were given the passing visitors on small soda crackers by a trio of neatly gowned young ladies who were kept constantly on the alert in serving the crowd

upon the purity and reliability of their products. Their marmalade they have long made a special feature and have been able to reach a high state of excellence.

street, Toronto. The attractively arranged booth displayed the now popular Peacock brand of Mince Meat, Unfermented Natural Fruit Wines, Cream Cheese and other grocers' specialties.

Samples of delicious mince pies were served to visitors, also cream cheese and crackers. "Purity in all our goods" is the motto Mr. Bates has adopted, and how the coffee should be made, and that it could be had from any grocer.

But coffee was not the only line shown by the Pure Gold Co. in the handsome mahogany-finished corner in the south-east part of the Main Building. Beneath the gold and white canopy that formed the roof of their corner, and formed the background, was a splendid glass case containing a full line of Pure Gold Flavoring Extracts, while the young ladies in charge, when not engaged with coffee, were demonstrating to the inquiring housewife the merits and possibilities of Pure Gold Jelly Powder, Pure Gold Pudding Powder, and Pure Gold Salad Dressing. There was also found a place in the booth to make an attractive display of Pure Gold Baking Powder, and Pure Gold Icings, lines which, although already household words, were brought home again to the eyes and minds of the hundreds of thousands who made their way through the crowded aisles of the big Fair.



Canadian National Exhibition—The Bates Manufacturing Co., Limited, Exhibit.

Cowan's Cocoa and Chocolate.

Since the Cowan Co., Limited, Toronto, have got in their handsome and commodious new building on Stirling road, they have given themselves more elbow room, and the result was seen in the handsome display the firm made at the Exhibition this year. They occupied their old corner on the centre aisle of the Main Building towards the eastern end, but made some alterations in their booth which improved the appearance considerably. The situation was admirably suited for demonstrating and the counters on both sides were lined almost continuously with samplers who seemed very much of the opinion of one crowd that the public appreciate the company's goods is borne out by the fact that their trade has more than quadrupled itself during the past season, and the goods are now on sale by the grocery trade far and wide. "Peacock" brand goods are well to the front.

Pure Gold Mfg. Co., Limited.

Being the first exhibit the Pure Gold Co. have made since moving into their handsome new premises out on College street, it was fitting that they should have some new line of more than ordinary merit. They had, and that in their Pure Gold Brand Coffee, put on the market for the first time early this Spring. This coffee, as many of the readers of The Grocer will remember, is put up only in sealed tins, and bears a handsome and characteristic wrapper in red, brown and gold. The coffee in these sealed packages is hand picked, and the public were invited during the Exhibition to pass judgment upon its merits. The invitation was eagerly accepted, and it was difficult much of the time to get through the crowd that lined up for their cup, while the half-dozen young ladies behind the counter sped their best serving the thirsty ones and explaining

Canadian National Exhibition—Pure Gold Manufacturing Co. Exhibit.

of ladies heard to remark as they were moving away from having partaken of a sample cup of Cowan's cocoa, that "Cowan's was all right."

Of greater prominence this year, perhaps, than heretofore was Cowan's Milk Chocolate in croquettes, medallions and wafers. On one corner of the counter was noticed a fine show-case containing an immense bar of chocolate, of fully a hundred pounds in weight, above which was suspended the pod from which the cocoa bean, the raw material of the chocolate, is taken. Around this bar were placed the various chocolate confections prepared by the Cowan Co. and a most creditable showing was made. Its effectiveness was further evidenced by the great demand that was made upon the young ladies charged with looking after this part of the display. The brands which are emphasized in this exhibit are Cowan's Perfection Cocoa, Cowan's Perfection Chocolate, Cowan's Milk Chocolate and Cowan's Cake Icings. The interest which the hundreds of thousands of people who passed the Cowan Co.'s booth in the course of the Exhibition took in their display will doubtless increase the sale of choçolate and cocoa throughout the country very materially, and the retailer who follows up the Exhibition by making a special display on his own account of Cowan's Cocoa and Chocolate will profit handsomely.

Canadian National Exhibition—The Cowan's Co., Limited, Exhibit.

Tobler's Swiss Milk Chocolate.

A most attractive display of Tobler's Swiss Milk Chocolate was that shown by Maclure & Langley, of Toronto. The decorations were in pale blue and white, and the counter was artistically arranged with chocolates in every variety of dainty shapes.

The firm of Tobler & Co. was established at Berne, in 1845. All the milk that is used in the manufacture of their chocolates is obtained from their own herd of cows, and is of a very superior quality. This is due to the fact that the melting of the snows on the Swiss Mountains provides "Spring" grass for the cattle all the year round.

One of the secrets of the fine quality

Canadian National Exhibition—Tobler's Chocolate Exhibit.

of Tobler's chocolate lies in the fact that it is put in an electric machine and ground for seven days and seven nights, hence the chocolate is absolutely free from grit. That chocolate is a recognized food in Switzerland is shown by the fact that it is part of the regular rations of the Swiss Army, on account of its sustaining and nutritious qualities.

The Leeming-Miles Co., Limited.

This well-known Montreal company adopted the prevailing mode and erected a structure in white and gold with heavy colonial pillars, which supported a huge canopy of gold and black. Chief among the many well-known lines under this company's control and displayed in most attractive form were Royal Baking Powder, Nestle's Food, Sa-Yo Mint Jujubes, Bovinine, Sparklets, Seabury & Johnson's pharmaceutical products, Hoyt's German Cologne, Rubifoam, and Cafe Noir Egyptian Cigarettes. The noticeable feature of this exhibit was Royal Baking Powder, and the Royal Cook Books which were given to all the lady visitors, the latter proving a most acceptable present, as was shown by the enormous demand for them.

The Leeming-Miles Co. have for some years past given much thought and attention to familiarizing the public with "high-class" products, the supply of which they make a special feature. Many thousand fans, souvenirs and samples were distributed by the young ladies and staff of this most popular stand. The company have lately erected a splendid new warehouse and offices, consisting of eight storeys, at the corner of St. Lambert hill and Notre Dame street, Montreal, where the trade and their friends will always be cordially welcomed.

The E. W. Gillett Co., Limited.

The exhibit of E. W. Gillett Co., Limited, in the Manufacturers' Building, was acknowledged by visitors to be one of the richest, most artistic, and attractive of the entire Exhibition. To the general grocery trade this company's famous Gillett's Lye is a familiar and popular article. The manner in which Gillett's Lye is growing in favor indicates that the public are learning of the hundreds of ways in which this useful article may be used. The grocery merchant, more than any other, is in a position to bring the qualities and uses of Gillett's Lye to his customer's attention, and, aided by the extensive, continued and educative advertising the company is doing, the trade's interests should lie in encouraging the sale of Gillett's Lye more and more.

In the main aisle, near the eastern door, was the exhibit of E. W. Gillett Co., Limited, Toronto. Cervantes in his immortal Don Quixote says, "All com-

Canadian National Exhibition—The Leeming-Miles Co's Exhibit.

parisons are odious." How far the truth of this saying may be applied to the various exhibits at the Exhibition visitors are able to judge for themselves. Certain it is that the display of E. W. Gillett Co., Limited, this year admitted of no comparison, and while in a general line similar to that of last season, some attractive advertising features were added that did not fail to arrest the attention of visitors The large electrical cabinet in the centre told of the virtues and qualities of Magic Baking Powder, Imperial Baking Powder, Gillett's Lye, Gillett's Cream Tartar, etc. Two smaller revolving electrical devices displayed on two sides of the exhibit pertinent ads. of the firm's products. E. W. Gillett Co., Limited, have a reputation of making only one grade of goods, and that "the best," and the enormous increase in sales from Newfoundland to Dawson City shows that the public and trade do appreciate the Gillett Co.'s efforts to supply them with thoroughly reliable and absolutely pure goods.

* * *

The many "booths" in the Manufacturers' Hall did excellent service. The dainty maidens; the appetizing dishes, the many useful household commodities, all combined to create an animated spectacle.

* * *

The Manufacturers' Hall was a continuous scene of activity, and exhibitors speak highly of results accruing. The piano industry was particularly fortunate, most firms not only selling clean out, but booking orders far ahead.

* * *

The Transportation Building was, if possible, in advance of previous years, the display of vehicles for all conditions of weather and use presented a feature of grandeur itself, and we venture to say could not be surpassed by any similar exhibition.

* * *

The Coronation picture was a feature of immense interest, a constant flow of visitors being continually in evidence, and great was the admiration expressed. An inquisitive couple of the "Loving-couple" order was heard to remark, "I wonder how long they had to stand like that whilst they were being painted."

* * *

The erection of an entirely new Fine Art Gallery in a prominent position on the Exhibition grounds was an idea deserving of great credit. That it is fireproof, as well as ornamental, is a feature of prime importance, and will be a great inducement to owners of fine and valuable pictures to loan their possessions for exhibition purposes. We look for great results from this year on in art collections.

Canadian National Exhibition—E. W. Gillett Co., Limited, Exhibit.

Christie, Brown & Co., Limited.

Almost in the centre of the Main Building stood Christie, Brown & Co.'s imposing display of their 520 varieties. The booth was a handsome structure in gold with dark green trimmings surrounded with a silver railing and hung with festoons of vari-colored electric lights. All this is but incidental to the glass-faced tins of the numberless varieties of biscuits that formed the walls of the booth and a source of surprise and admiration to the passing crowd.

Among the very latest creations of the

bakers' art in this fine display were noticed wafer rolls, a tube-shaped biscuit with icing filling and a line that is meeting with much favor. Philopena is the name given a little biscuit that very much resembles an almond and which is given a chocolate flavor. Lafete, a disk-shaped biscuit with assorted ice filling, is of the kind that melts in your mouth and is well worthy of its place among the Christie-Brown collection.

Canadian National Exhibition—Christie, Brown & Co's Exhibit.

A fine exhibit was also made of package goods, wafers of many kinds, tinned fruit cake, plum pudding, which by the way meets with great popular favor in the Northwest. These lines are put up in the most attractive shape and compare favorably with the high priced imported goods in this line.

E. D. Smith's Pure Fruit Exhibit.

A display of jams and jellies surpassingly fine was that shown by E. D. Smith of Winona. Here could be seen preserved fruits of every description shown on the counter and fine range of shelving at the back of the booth.

E. D. Smith's fruit house and jam factory is situated in the heart of the celebrated Niagara fruit belt at Winona, Ont., surrounded by thousands of acres of the best orchards and fruit plantations to be found in America. For many years there has been abundance of fruit and to spare in this section. No other district, therefore, can be better favored for the manufacturing of preserves, both as regards quality and price. A few lines to which Mr. Smith is devoting special care and attention are Pure Plum Jam, Pure Raspberry Jam, Orange Marmalade, and Black Currant Preserves. The testimonials he has received from all parts of the Dominion speak volumes for the purity and excellence of these products. Everything that comes from the factories is strictly pure—jams, jellies, and all preserves are positively guaranteed to contain nothing but fresh fruit and granulated sugar.

* * *

The Midway—well—silence is sometimes golden, and our representative found himself too busy to go into details. Next year we are promised a special superintendent to control these "side," or "many sided," shows.

* * *

The visit of Prince Louis of Battenberg, with his stalwart bodyguard of Bluejackets, was an opportune event for the opening of the National Exhibition, and from it followed two weeks' of unparalleled success.

* * *

The important place which gasoline is filling was clearly demonstrated in the Process Building. Engines of a variety of sizes and styles were there in evidence and commanded not only attention but interest of a practical kind. Several firms disposed of the greater part of their exhibits whilst the show was on.

Canadian National Exhibition—E. D. Smith's Exhibit.

Blue Ribbon Ceylon Tea.

A familiar landmark in the Manufacturers' Building was the booth of the Blue Ribbon Tea Co., where a large staff of lady attendants were kept busy fcom morning till night dispensing the popular Blue Ribbon Tea in dainty cups to thirsty throngs of visitors. Probably nothing was more welcome to the average lady visitor after promenading the various aisles of the building and inhaling the dusty atmosphere than a cup of tea, and if it was Blue Ribbon Tea, why so much the better.

Since Blue Ribbon Tea was first introduced, about a decade ago, its history has been one of steady, rapid and continuous growth, till the name is now a household word from the Atlantic to the Pacific. Its present great popularity is due in some measure to the enterprise of the Blue Ribbon Tea Co., but in far greater measure to the inherent virtues of the tea itself, which will be admitted by everyone who tastes it. The Grocer (or its representative) was favored with a cup of Blue Ribbon Tea, and now threatens to become a tea fiend.

Cerebos Salt.

In the Manufacturers' Annex Building the exhibit which attracted the especial attention of visitors was that of "Cerebos" Salt, for which W. G. Patrick & Co., 29 Melinda street, Toronto, are Canadian agents. This salt, which is universally used in Great Britain, is the only free running salt on the market—it is also the only salt containing mixed phosphates of bran. It is of particularly fine grain and will not cake. It is a nutritive salt as well as a seasoner, and no first-class grocery store can afford to be without it. Since its introduction to the Canadian trade by W. G. Patrick & Co. the demand has increased to an astonishing extent, and its reception by the public shows that its essentially superior qualities will make it a popular and necessary line for every up-to-date grocery store.

Canadian National Exhibition—Cerebos Salt Exhibit.

Canadian National Exhibition—"Blue Ribbon Tea" Exhibit.

J. S. Fry & Sons, Limited.

One of the most attractive and tasteful booths in the Manufacturers' Building was that of J. S. Fry & Sons. To speak of Fry's is to think of chocolate, and certainly there was no lack of variety in the chocolate line. A large sign rose above the booth with a humorous illustration bearing the legend "Be Y's when you RY's and eat 'FRY's.'" The decorations in pale blue and white were of the most tasteful description, while the goods were arranged in the way best calculated to create an appetite for them. Chocolate in all sizes and popular prices, boxes of every hue and every design, filled the counter and showcase, while the famous Fry's Cocoa, whose office is situated at 8 Colborne street, Toronto, was conspicuous against the hangings at the back of the booth.

The booth was in charge of Mr. M. D. Beard, the Toronto representative of the Canadian agents, D. Masson & Co. It is only since the month of March last

Fry's goods have been actively exploited in Western Canada, and that their merits have been appreciated is amply shown by the fact that the agents have now about 500 regular customers in Toronto alone.

Canadian National Exhibition—Fry's Chocolate Exhibit.

Samples of delicious cocoa were distributed free in dainty Doulton ware to all comers. These goods have won over 300 medals at exhibitions all over the world, which speaks conclusively for their quality. The trade's attention is called to the fact that a large stock of Fry's goods is carried in Toronto.

Lowney's Chocolate Exhibit.

The Walter M. Lowney Co.'s (Boston, Mass.) exhibit of chocolates, bon bons and confections, in the Manufacturers' Building, was one that demonstrated the perfection of the confectioner's art in the highest degree. The display was well arranged, and the great variety of splendid chocolate preparations in their handsome boxes and cartons was one that could not have been excelled by any firm in the world. The Walter M. Lowney Co., Limited, have in course of erection in Montreal one of the largest chocolate, cocoa and bon bon plants in Canada, and during the Exhibition distributed thousands of pictures of the Canadian factory, and the motto "Made in Canada" displayed over the booth was another evidence of the development of the great industries that are making Canada known and appreciated at home and abroad. The exhibit was in charge of Mr. E. Littler, Montreal, general Canadian agent, and a competent and attentive staff of salesmen and salesladies, and it goes without saying that the public were well looked after by all.

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The Machinery Building occupied marked attention, many of the exhibits being of particular interest to the visitor as showing the advances made in supplying equipments to meet every contingency, especially those of a domestic character for both home and hotel.

* * *

The Process Building was well filled this year, a proof of the ever increasing interest of the general public in the ways and means of production. The mysteries of the baking art vieing with the indispensable professor of the "last," and each receiving an equal amount of attention.

* * *

The dairy section had its usual attractions in butter making, etc., and received quite its share of attention and approval.

* * *

The dogs, man's faithful companion and friend, were not neglected by any means. Barking was the order of the day—my, how they barked! and threatened to work havoc with the mental capacity. Yet attention was continually active in the Dog Building.

Canadian National Exhibition—Lowney's Chocolate Exhibit.

Wee MacGreegor Exhibit.

The David Grierson & Co. exhibit of Wee MacGreegor Scotch Oat Cakes and Short Bread smacked true of "the land o' cakes." "Wee McGreegor" had a "tent o' their ain" with an imposing array of white-gowned ladies who before your eyes made and baked the cakes, scones and short bread that for centuries have been the staple food of Auld Scotia. Mr. Grierson himself stands in the centre of the row seen in the picture and at his left the brawny Highlander who proclaimed Wee MacGreegor Scotch Oat Cakes as the food that won the Battle of Bannockburn and made Old Scotland famous. The Exhibition visitors were attracted by thousands and found how delicious were these oat products when prepared in the Scotch way from real imported Scotch oatmeal. The Grierson Company's two bakeries on Queen street east and Yonge street north are now worked at their capacity filling the orders which the display at the Exhibition has excited. Wee MacGreegor goods may now be had from practically all wholesalers and are put up in a form that is both convenient and profitable to the retailer.

Dalton Bros., Toronto.

Dalton Bros.' exhibit in the Manufacturers' Building was pretty and tasty, their booth was draped in pale blue and white and gold, while in the back stood a magnificent plate glass refrigerator, made especially for their exhibit by Hillock & Co. The refrigerator was in the style of a silent salesman, illuminated with electricity showing to perfection the jellies and blanc mange powders which were made up in pretty and dainty shapes. The exhibit was in charge of E. B. Nettelfield, assisted by J. Towers and two demonstrators, who were kept busy showing the firm's latest product, their blanc mange powder. This is a new dessert which requires no sugar, milk or eggs, nothing but a package of the blanc mange powder and a pint of water, and you have a delicious dessert enough for six people. Judging by the number of orders taken (over 1,000 by Wednesday, Sept. 6) the blanc mange seems to be assured of a great demand. The firm sold their exhibit to the enterprising grocer of Queen street west, Mr. J. Butcher, and received an order from the T. Eaton Co. for 50 gross of blanc mange powders.

Canadian National Exhibition—Dalton Bros'. Exhibit.

Canadian National Exhibition—Wee MacGreegor Exhibit.

Melagama Tea.

One of the most interesting features of the Manufacturers' Building was the Melagama exhibit, now conducted or managed by Mr. F. J. White, late of White & Co.

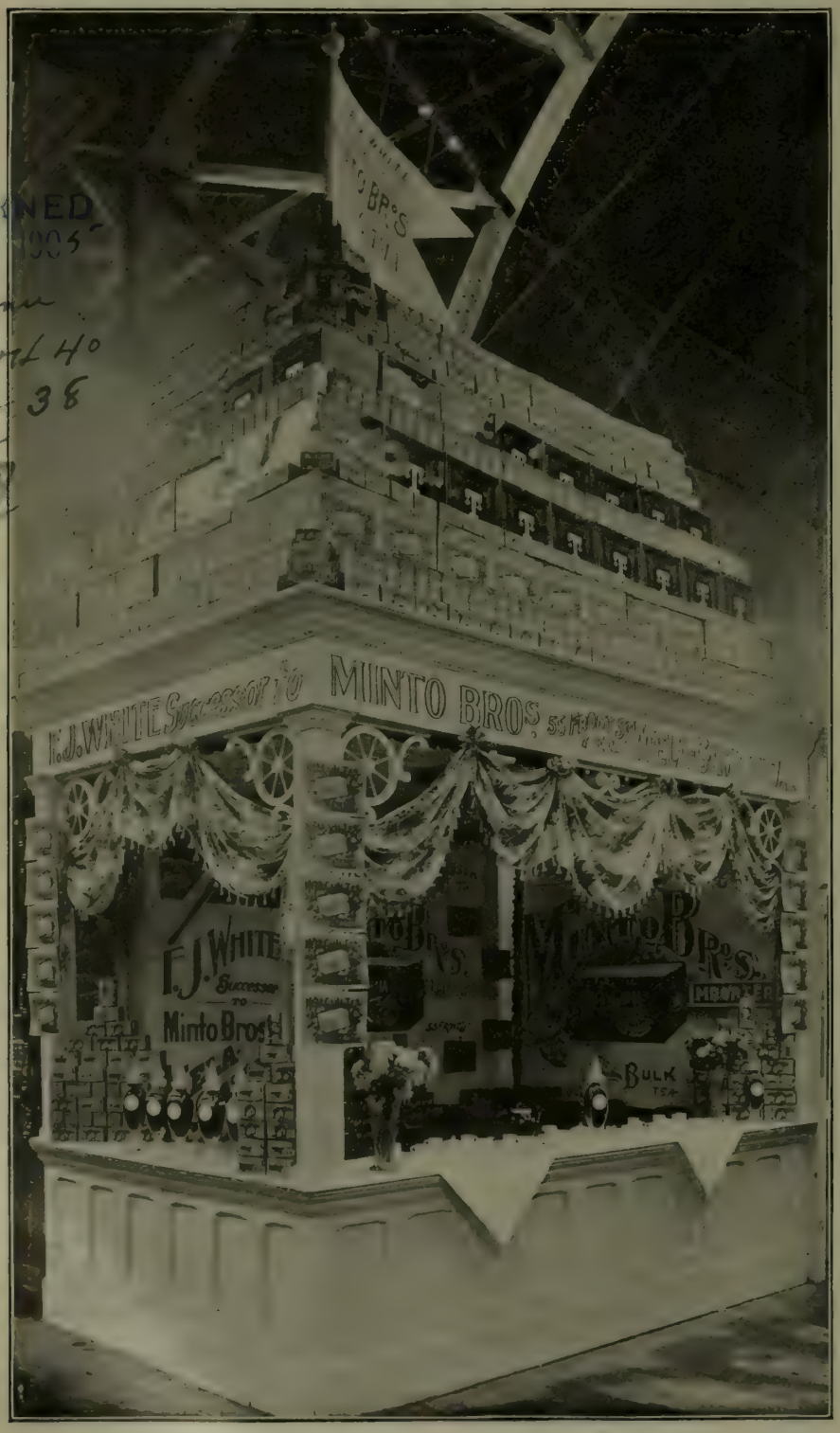
Neither Mr. White nor the Melagama Tea needs introduction to the public, the former starting some 13 years ago in a comparatively small way in the commission business and wholesale fruits on Colborne street, Toronto, and by his persistent business methods and straightforward dealings he worked up what is known to be the largest business of its kind in the Dominion.

Returning to Melagama Tea, we might say that this is the oldest tea firm in Canada, and has enjoyed a trade of the best and most conservative buyers throughout the length and breadth of the wide Dominion for over 30 years.

Not only does Melagama Tea cover Canada, but it has found its way into several of the large cities in the United

States, and its ever increasing sale is the best evidence of its popularity.

The firm has recently added to their list of travelers two of the oldest and best men to be had, who will be pleased to see not only the old customers but also the new ones, who are being constantly recommended by the numbers of their well pleased customers and friends throughout the entire country.



Canadian National Exhibition Melagama Tea Exhibit.

Ingersoll Packing Co.

"Paragon" cheese, exhibited and demonstrated in the Manufacturers' Building by the Ingersoll Packing Co., Limited, Ingersoll, Ont., was very much and freely sampled and favorably commented upon by visitors to the handsome booth. Speaking of the merits of "Paragon" cheese, Mr. Sumner of the Ingersoll Packing Co. stated that " 'Paragon' cheese was the first cheese put into jars in Canada and the steadily growing increase in demand for this article clearly indicates appreciation on the part of the trade and public. Hotels, restaurants, railway dining cars, steamboats, and private families are all to be found supplied with 'Paragon' cheese and the demand generally is rapidly increasing from all first-class grocers."

* * *

The show of cattle was one of unsurpassed interest. Many of the beasts shown, we venture to say, could not be surpassed anywhere.

* * *

The bands—yes, the bands—truly music hath charms to soothe the human breast, and to judge from the immense crowds that thronged the soothing process was proceeding apace. Thousands of visitors of all ages, sizes and nationalities were daily wandering around or sitting complacently listening to the delightful music.

Canadian National Exhibition -Ingersoll Packing Company's Exhibit.

NEW SPECIES OF FISH.

The Astorian, of Astoria, Ore., says Sheriff Linville, of that place, received from J. T. Borchers a fish which was caught on the north side of the river, and is a different species from anything ever seen here before. It was about one foot in length, a mottled black, shaped similar to a flounder, only longer. Scott Johnson says it resembles what is known as the "closed town" fish caught in Australia. It has been placed in a glass jar filled with alcohol.—Fishing Gazette.

Intercolonial Railway Exhibit.

Hot and tired as the visitor at the Exhibition may be, from much wondering and gazing, a refreshing and cooling feeling is experienced as one, on entering the original Art Building, turns to the first exhibit to the left and finds himself in the spacious rooms presided over by Mr. A. E. Barton where the Intercolonial Railway has its exhibit. A sense of nearness to nature is felt, produced no doubt by the manner in which the room is finished and decorated. The walls are overlaid with hemlock bark and logs of the same wood form the casing of the two large doorways. The protected by a rustic railing. On the fish are artistically grouped while a large illuminated sign bearing the trade mark of the Intercolonial Railway faces the visitor as he enters the main doorway. The pictures are enlargements from actual photographs illustrating some of the beautiful scenery through which the Intercolonial Railway passes, as well as typical scenes of sports and recreation afforded by the districts connected. The mounted heads consist of moose and red deer from New Brunswick and cariboo from Newfoundland, all being fine specimens, the sight of which is calculated to thrill the ardent sportsman in search of stands on a table nearby bearing the sign, "I am little Johnny Bear."

A further treat is in store for the visitor to this exhibit, as through one of the walls a rock finished grotto is built. It gives an added charm and takes the visitor miles away from the busy scene around him. On the walls of this cave glass cases are neatly concealed, illuminated from the rear, and in these live specimens of New Brunswick sea trout may be seen. For the purpose of catching the latter, and to have the satisfaction of engaging in this pastime many visitors take trips every year to the region where they abound.

Regarding the Intercolonial Railway

Canadian National Exhibition—Intercolonial Railway Exhibit.

same effect is incorporated in the ceiling, except for a space running entirely around where a soft white light is diffused by a screen to the scene below. From the centre an inverted pyramid of the bark is suspended, the latter being surmounted by a cedar burl from which hangs an enclosed arc lamp. For evening illumination this is supplemented by four incandescent lamp clusters also placed at the ceiling.

The middle of the floor space is taken up by a fountain of running water encircled by growing ferns, the whole being

the larger game. No angler could look walls pictures, deer heads and mounted at the panels of mounted fish without experiencing a desire for a chance at least of catching some of these fine specimens. They are salt water salmon, caught in the Restigouche, Matapedia and Miramichi, and are considered the gamiest fish in America. That the sportsman is not limited to deer hunting and fishing is shown by the presence of a large black bear, shot in New Brunswick, while a cunning bear cub

itself as affecting service, cars, equipment and all the added appointments and comforts that make railroad travelling a luxurious outing, it is not surpassed by any line on the continent. In fact in many of these it is easily first. There is certainly no finer dining service, no better cars and no more substantial road-bed to be found anywhere, so that a more enjoyable outing could not be planned than a trip through the surpassingly beautiful country that may be viewed from a passenger coach of the Intercolonial Railway.

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Sept. 14, 1905.

CONDITIONS of trade continue favorable and business is generally satisfactory. Exhibition weeks are usually good weeks for trade, but this season has been exceptionally good. Many buyers from outside points visited the city for the National Exhibition, and utilized the time for Fall buying, not a few of the wholesalers keeping their travelers in to interview the callers. Altogether, good trade has been done.

In canned goods there is little to report. Previous quotations remain.

Some of the new pack salmon has already arrived, and for the most part old goods are depleted.

Sugar has dropped 10c. all round since our last issue, apparently in sympathy with the fall in raws, and some are of opinion that it will go much lower.

Syrups and molasses are moving more freely. There has been some demand for confectionery grades, and table syrups move moderately well.

Coffee is in moderate demand at firm prices.

Tea is slow on home market. Buyers are showing great discrimination, and not disposed to fill up stocks.

Fish is moving well as regards fresh and at firm prices. Dried fish is inactive.

Honey is fairly active and showing good quality, at slightly firmer prices. Beans are uninteresting.

Hides are still showing an eccentric market, with prices still firming up. The excitement, which started the present condition shows no signs of abating, and with demand increasing and no stocks of note on hand, the probabilities are for still further advance.

Grain is moving more freely, with prices tending toward weakness. Flour has now reached a price attractive to the foreign markets, and an advance in business is expected. Already some fairly good orders have been handled on the market.

Canned Goods—Demand continues in moderate activity. Orders have been coming along for advance goods, and old stocks are reported to be well depleted, in view of new arrivals. Prices remain unchanged, but new quotations are expected to come to hand by any mail from canners. We quote:

	Group No. 1	Groups 2 and 3
Beans -		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
Blueberries		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Cherries		
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals, standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 40	1 22½
3's	1 42½	1 80
Asparagus—		
2's	2 52½	2 50
2's, tips		2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal	2 65	2 62½
Tomatoes, 3's		1 30
Corn, 2's	1 00	1 10
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal.		2 50
Squash		1 00
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" " gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal.	1 50	1 90
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 00
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal.		2 62½
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02½
Low Inlet.		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 55½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40
California ripe olives, tins, per doz		5 50
Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50
Lunch tongues, per doz		2 75
Potted meats, ¼s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The weakness referred to in our last issue has developed into realization, and we have to report a drop of 10c. all round. This downward movement is undoubtedly in sympathy with the low ratio of raws. The European market too has been weak and unhealthy for some time, and is still in an unsatisfactory state. The general opinion is that the home market will continue in a fluctuating condition until more settled news arrives regarding raws. Consumption has been good, and demand keeps well up, but unaffected by the sudden drop in price.

Paris lumps, in 50-lb. boxes	5 53
" in 100-lb. "	5 43
St. Lawrence granulated, barrels	4 88
Redpath's granulated	4 88
Acadia granulated	4 73
Berlin granulated	4 88
Phoenix	4 88
Bright coffee	4 73
Bright yellow	3 88
No. 3 yellow	4 63
No. 2 "	4 48
No. 1 "	4 38
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—Active demand has been in evidence for molasses since our last issue. Syrups have also had ready sale for table uses, but little demand for maple syrups. Prices remain unchanged at previous quntations.

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" ½ bbls.	0 30 0 35
" open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts.	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal.	1 00
Barrels, per gal	0 75
½-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—Trade has been fairly active for some lines of coffee, notably the commoner grades, although the demand for milder grades is making a marked advance.

Reports from New York denote a stronger tone to the market, with sellers holding back and buyers more in evidence.

	Per lb.	
Green Rice, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The local buying has been slow, no particular activity is manifest, and little disposition is shown to make heavy buying. Better samples are reported as coming to hand, especially of Ceylons. Japans are not too plentiful but what have come in are showing good quality.

The London market reports denote much irregularity, for really fine quality teas there has been active demand, especially in Indias. Other teas however have been weakening; many of the newer arrivals have been disappointing in quality, and did not get much attention. In Ceylons little good quality tea has come to hand, and bidding was on comparatively low level.

Previous quotations remain approximately correct. We quote :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruit—Orders have been coming along in fairly good form for new fruit. Valencia raisins are continuing firm for all new fruit. Comadria figs are on the upward move. Latest advices denote crops to be decidedly short, and prices are quoted some two shillings and six pence advance on primal markets. Currants remain unchanged. The present basis is considered so low that under the new regulations of currant bank prices are unlikely to have further downward tendency. Almonds and walnuts are remaining firm at present quotations. We quote :

Prunes—

Per lb.		Per lb.	
90-100s	0 05 0 05½	60-70s	0 06½ 0 06½
80-90s	0 05½ 0 05½	50-60s	0 07 0 07½
70-80s	0 06 0 06½	40-50s	0 08 0 08½
		30-40s	0 09 0 10

Candied Peels—

Per lb.		Per lb.	
Lemon	0 09 0 10	Citron	0 15½ 0 17
Orange	0 09½ 0 10½		

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb
Californian evaporated	0 13

Peaches—

	Per lb.
Californian evaporated	0 15

Pears—

Californian evaporated, per lb	0 13

Currants—

Per lb.		Per lb.	
Fine Filiatras	0 05 up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

Raisins—

	Per lb.
Sultana	0 05½ 0 10
California, loose muscatels—	
3-crown	.... 0 05
4-crown	0 07 0 08
Dates—	

Per lb.		Per lb.	
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04 0 04½	" new choice	0 09½

Domestic evaporated apples 0 07 0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

Foreign Nuts—We quote:

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Rice and Tapioca—Demand for tapioca continues good. The consumption has steadily progressed, and now stands easily above rice. Rice is uninteresting; buying is small and primal markets are uncertain. Previous quotations maintain. We quote :

Rice and Tapioca—

Per lb.		Per lb.	
Rice, stand. B	0 03½ 0 03¾	Tapioca, staple	0 04 0 04½
Rangoon	0 03¾ 0 03¾		
Patna	0 05 0 05½	" double goat	0 05½
Japan	0 06 0 07	Carolina rice	0 08 0 08½
Sago	0 03½ 0 04	Louisiana rice	0 05 0 07

Spices—A good general demand continues for most popular lines; trade is generally of scarce interest, and prices remain firm. We quote.

Spices—

Per lb.		Per lb.	
Peppers, blk	0 16 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

Fresh Fish—Demand has been continuing active with good prospects ahead. Prices have been somewhat fluctuating, and are corrected to latest basis. Oysters have been arriving in moderate quantity, and are added to quotations. Shrimps have advanced. Salmon is easier. Cod firm. We quote:

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 17
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80

Dried and Cured Fish—Small stocks on hand, and small demand continues. There is nothing of importance to report, trade generally being uninteresting. We quote :

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Honey—Business in honey continues active. New arrivals are in good condition, with plenty to meet all ordinary demand. Previous prices remain. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 08½
" sections, No 1, per doz	1 50 1 90
" " No. 2, "	1 50
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	0 75 1 00

Beans—There is little of interest in the bean situation, and prices remain unchanged. We quote :

Beans, handpicked, per bush	1 75
" prime, No. 1	1 70
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Grain, Flour and Cereals.

Grains—There has been better activity manifest on market since our last issue, with prices of wheat generally easing somewhat. Anticipations are for still greater activity, and prices are expected to fluctuate around present basis. We quote :

All on track Toronto.

Manitoba wheat, Northern No. 1	0 98	0 98½
" " " No. 2	0 95	0 95½
Red and white, per bushel, old	0 80	0 80½
" " " new	0 78	0 79
Barley "	0 50	0 52
Oats, old, "	0 41	0 41½
" new, "	0 32	0 33
Peas " new	0 71	0 72
Buckwheat " nominal	0 63	0 64
Rye, per bushel " new	0 64	0 65

Flour—There has been a much steadier market in home consumption. Trade received somewhat of a spurt during the progress of Exhibition, and has steadied itself since the closing. Export has been more active, and some substantial trade has been transacted. We quote :

Manitoba wheat patents, per bbl. in bags		4 70	5 10
Strong bakers " "		4 50	4 90
Ontario wheat patents " "		4 20	4 40
Straight roller " "		4 10	4 20

Breakfast Foods—These goods have had a steady demand, but nothing of noticeable development. Prices remain unchanged. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " " in wood	4 50
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The market in these goods continues to be unsatisfactory. Prices have still further stiffened, although not showing perceptible advance in quotations. Arrivals are coming in somewhat slowly, and demand keeps well to the front. The present state of this market is attributable to what is considered an unhealthy competition between rival buyers, and by no means warranted by the true conditions. We quote :

Hides, inspected, No. 1 per lb.	0 12	
" " " 2 "	0 11	
Country hides, flat, per lb.	0 10½	0 11
Calf skins, No. 1, selected	0 14	
" " No. 2	0 12	
Lamb skins and pelts, best city slaughter	0 85	
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, per lb.	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 25

Quebec Markets.

GROCERIES.

Montreal, Sept. 14th, 1905.

THE leading lines have assumed since eight days a somewhat more wholesome and steady appearance. As the fine weather comes nearer to an end, people are coming back to the city, thus forcing the retail merchant to increase his stock. Besides country dealers are preparing to renew their stocks, which in many cases are bare and the wholesale trade is called upon to supply both.

The sugar market, however, has been in the declining mood and has still much inclination towards that end.

Canned goods continue unchanged, bringing much activity and have practically only one interesting side just at present. Prices for new corn and tomatoes are expected out this week with some sort of anxiety.

Syrups and molasses remain featureless at a steady condition.

Teas are scarce and high, but the anticipation of a further advance has strongly stimulated the trade and sales are said to be steadily increasing.

Coffees and spices remain unchanged with a possibility of an advance.

Dried fruits, rice and tapioca are without a change, but all firm with good demand.

Fish is, as usual, in an exceptionally good favor; fresh fish is plentiful and active while salt and smoked have not begun to move very briskly as yet.

Country products are on the quiet side, awaiting cooler weather to stir up.

As to flour, the weekly decline has assumed interesting proportions but has not caused the least emotion to buyers, who seem to be curious to see if prices will go any lower.

Feed is a little scarce but very active at firm prices. Hay shows little or no change.

Canned Goods—Interviews with jobbers shows that activity still prevails in canned goods. Old stocks, it is now reported, are entirely gone, and fresh packs of early vegetables and fruits are quickly being taken, while new shipments arrive every day. Prices for new corn and tomatoes were expected early this week. Other prices are firm and unchanged.

We quote :

	Group No. 1.	Group No. 2.
Beans, Wax	$0 82½	$0 80
Refugee Beans	0 85	0 82½
Currants, red, heavy syrup	1 80	1 57½
" " preserved	1 80	1 77½
" black, heavy syrup	1 77½	1 75
" " preserved	2 07½	2 05
Gooseberries, heavy syrup	1 90	1 87½
" preserved	2 12½	2 10
Lawtonberries, heavy syrup	1 77½	1 75
" preserved	1 95	1 92½
Raspberries, red, light syrup	1 42½	1 40
" " heavy "	1 67½	1 65
" " preserved	1 87½	1 85
" black, heavy syrup	1 62½	1 60
" " preserved	1 77½	1 75
Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

New Canned Goods for 1905:

Strawberries.

	Group No.1	Group Nos. 2 & 3
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25

Cherries.

2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80

Rhubarb.

2's—Preserved	1.17½	1.15
3's—Preserved	1.92	1.90
Gallons—Standard	2.65	2.62

Asparagus.

2's—Tips	2.52½	2.50

Peas.

2's—Standard (No. 4)	.62½	.60

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Sept. 14, 12.30 p.m.

BUTTER—Market weak; prices unchanged, but drop soon expected.

CHEESE—Quiet, no demand; Ontario, 11½c; Townships, 11½c; Quebec, 11c; no exports and stocks heavy.

EGGS—In fair demand; exports being quiet cause an excess of supply.

PROVISIONS—Market in hogs is weak at unchanged prices; hams and bacon are steady and firm.

2's—Early June (No. 3).	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20

Spinach.

2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60

Sugar—The only new feature in sugar is another drop of ten cents in order to get on a level with the foreign markets. Refiners are of opinion that another reduction will take place before prices go up again. Demand is fair for granulated, refined and yellows. We quote :

Granulated, bbls.	$4 80
" ½-bbls	4 95
" bags	4 75
Paris lump, boxes and bbls.	5 40
" " ½-boxes and 1½-bbls.	5 50
Extra ground, bbls.	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 55
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 85
Bright coffee	4 75
" yellow	4 75
No. 3 yellow	4 70
No. 2 "	4 55
No. 1 " bbls.	4 30
No. 1 " bags	4 50
Raw Trinidad	3 75 3 78
Trinidad crystals	4 40 4 65

Syrups and Molasses—There is nothing new to report in molasses. The demand keeps up steadily and prices are firm. Syrups, however, are on the quiet side. We quote :

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business continues to improve and prices have a strong tendency to advance. In spite of present high figures jobbers report an exceptional activity. Ceylons are the only teas in a normal quantity on the market. It is probable they will follow suit and go up with other grades. Last week's prices have not been modified as yet. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffees—The coffee market is strong and firm with an upward tendency. The steady demand and the probability of a shortage in the crops leave much room for a rise. It appears, however, that a jump is not for the near future, unless the local stocks, which are rather light, should come near to an end. We quote :

Good Cucutas	0 11½ 0 13
Choice "	0 12 0 13
Jamaica coffee	0 10½ 0 12
Java	0 18 0 24
Mocha	0 17 0 20
Rio	0 10 0 12
Santos	0 10½ 0 12

Spices—Conditions are unchanged in spices but the market is firm. There is activity reported in peppers, cloves and gingers at quotations. There has been no advance as yet but it is a thing generally expected on account of shortage in crops. We quote :

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Foreign Dried Fruit—Most lines are finding first rate business. Locally the market is featureless. On the foreign markets the situation, however, is more interesting. As to currants, though they are firm at present, it is not impossible that an advance may occur. Valencia raisins have seen some speculation but are practically unchanged. The total export of Valencia raisins in 1904 was slightly under two million boxes, while the Sultana crop is estimated at four million boxes of 28 lbs. each. This week's figures are the same as last and seem firm. We quote :

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " ½s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Fil-atras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—There is no change in rice. Business is remaining steady. Prices unchanged. As to tapioca, the expected drop has not yet occurred although a sale of 500 tons at 3c is reported in the States. The local price is still 4c and seems firm. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Fish—Dealers report that demand for fresh fish is improving. Supplies of fresh British Columbia salmon are better, while Gaspe and Restigouche are finished, dealers falling back on the frozen. Lake trout is more plentiful but dore and white fish are still scarce. Fresh pike and halibut are cheaper. Finnan haddies are beginning to move as is customary at this time of the year. In salt fish there is not much doing. New salt British Columbia salmon will be in in about another week. Bulk oysters are arriving daily and selling at $1.50 the imperial gallon. The demand is not very brisk. We quote :

Fresh B.C. salmon	0 15
Black bass	0 12
Fresh mackerel, per lb., chilled	0 10
Gaspe Salmon, per lb., frozen	0 15
Sturgeon	0 09
Dore, fresh	0 10
Fresh white fish	0 09
Lake trout	0 08
Brook trout	0 18
Choice select bulk oysters, per gal	1 50
Haddies	0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 10
Fresh haddock, per lb	0 04
Fresh pike	0 07
Fresh halibut	0 10
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" (200 lbs.) bbls	17 00
" (300 lbs.)	24 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Bulk oysters, imp. gallon	1 50

Maple Products—The larger demand has not sprung up yet for maple products ; on the contrary the quiet condition prevails. Therefore no change in prices. We quote :

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—New honey continues to arrive in fair lots but fails to attract much attention. In fact many dealers had been looking for an improvement about this time but realize that the activity expected will be slow in coming. We quote:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb, new	0 12	0 13
Buckwheat		0 06

Beans—Buyers are at present holding their orders until the market gets into a more settled condition. Dealers believe there will be a rush when prices settle down to firmness. We quote :

Choice prime beans	1 50	1 65
Lower grades	1 40	1 50

Evaporated Apples—Quietness is the ruling mood. There is only a small business done in evaporated apples at 7½c, while dried apples are not wanted. They are offered at 4c.

Hops—The hop market is unchanged. It is believed that both English and American crops will be good. Some samples of English are already seen. Choice No. 1 Kent are offered at 25c to 27c and Pacific Coast at 23c to 25c. We quote :

B.C.	0 22	0 25
Choice Canadian	0 20	0 22
Fair to good	0 18	0 20

Flour—The flour market continues in the same dragging condition. A weekly drop is now one of the features of the trade. In fact, this week we have to register another reduction. And still buyers object to give their big orders in the hope to force the miller to go still lower. Prices although considerably easier than last week have not reached the bottom yet. We quote :

Winter wheat patents	4 90	5 00
Straight rollers	4 60	4 70
Extra	4 30	4 40
Straight rollers, bags, 90 per cent.	2 20	2 30
Royal Household		5 10
Glenora		4 80
Manitoba spring wheat patents	5 00	5 10
" strong bakers	4 70	4 80

Rolled Oats—The market is practically unchanged. The demand for rolled and oatmeal is quiet and no improvement looks near. Prices hold firm, however. We quote :

Fine oatmeal, bags	2 65	2 70
Standard oatmeal, bags	2 55	2 60
Granulated " "	2 55	2 60
Rolled oats, "	2 10	2 20
" bbls		5 10
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Feed—The activity noticeable for a few weeks past has been fully maintained again this week and for bran especially the demand is very brisk. Prices range between $17 to $18 in bags and from $16 to $17 in bulk. Though some good business is done in mouillie, dealers believe it could be better. All lines are short and prices hold firm. We quote:

Manitoba bran, in bags, per ton	17 00	18 00
" shorts	20 00	21 00
Ontario bran, in bulk		17 00
" shorts	20 00	21 00
Mouillie	24 00	27 00

Hay—The market is slightly easier owing to larger arrivals, but stocks are believed to be only equal to demand. The best quality in the market sells at $8.50 although there seems to be a margin of prices of 50 cents. The finest hay is not too plentiful. We quote :

No. 1 timothy	8 00	8 50
" 2 " choice		7 50
" 2 " ordinary		7 00
Clover		6 00
Clover mixed		6 50

CANADIAN REFINERS AND WEST INDIA SUGARS.

Editor Canadian Grocer,—Recently, certain articles have appeared in some of the Toronto daily papers regarding supposed unfair treatment on the part of Canadian refiners towards the planters in the British West Indies. As there is absolutely no foundation whatever in these statements, we should be glad if you would give in your valuable publication the following correct statement of the position of affairs in connection with the importation of sugars into Canada for refining purposes.

There is no truth in the supposed allegations of the British West Indian planters that the Canadian refiners get all the benefits of the said preferential tariff on sugar imported from these possessions. If that were the case the large business which Canadian refiners at present are doing with those colonies would not be possible and would not have been done at all.

The only planters who have made any complaints are those in Jamaica, and they have themselves to blame, as they are still working under the ancient methods and will not go to the expense of installing proper machinery and adopt modern methods which will turn out centrifugals. The bulk of the sugars made in Jamaica are muscovadoes, and these are of low test and can only be used in small quantities by Canadian refiners. What little centrifugals are made in Jamaica are shipped to England and the planters endeavor to palm off on the Canadian markets their poorer muscovadoes.

During the past year ending June 30, 1905, the total quantity of raw sugar imported into Canada for refining pur-

SIDE LINES WANTED.

YOUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address, "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. (37)

poses amounted to 327,234,786 pounds, of which only about 66,000,000 pounds came under the general tariff and the balance, over 75 per cent. of the total, was imported from the British West Indies.

Under the preferential tariff no less than 246,000,000 pounds raw sugar were imported into Canada during the twelve months ending June 30th, 1905, against 15,000,000 from all other countries. The 246,000,000 were all from British West Indian colonies and British Guiana, demonstrating that Canada is by far their best customer and that Canadian trade is of course much appreciated by them, and complaints are out of question, except from Jamaica and for reasons above stated.

Yours very truly,
W. G. A. LAMBE & CO.,
Agents for The St. Lawrence Sugar Refining Co., Montreal.
Toronto, Sept. 12, 1905.

MONTREAL GROCERS MEET.

THE Montreal Retail Grocers' Association held their monthly meeting on the 7th inst. at their club rooms, St. Denis street.

Mr. P. Daoust, president, opened the meeting and after the routine business had been despatched, the grocers proceeded to elect their officers for the coming year.

Mr. P. Daoust was re-elected president; Mr. Ed. Upton, first vice-president. Mr. P. Bruneau, re-elected treasurer. Mr. A. Laurendeau was reappointed secretary, but only temporarily, for this reason: The by-laws and constitution of the Dominion Retail Merchants' Association having been submitted to the grocers for their consent to join, a committee composed of Messrs. P. Daoust, Lapointe, Menard, Laurendeau, Labonte, Guillemette, Sequin, Dore and Bruneau was appointed to study the question. From their decision the election of a secretary will result, for it is believed that if the grocers join the D.R.M.A., a secretary will be appointed by the latter.

Directors were also elected. They are: Messrs. J. A. Archambault, E. Beaudoin, E. P. Guillemette, W. De Repentigny, V. Raby, J. A. Labonte, E. Lafond, E. N. St. Denis, J. J. Malette, J. A. Dore, J. A. Menard, Aldermen J. H. Pequin, R. Turner, J. O. Ricard, J. Lariviere, S. D. Vallierer and Ethier of St. Henry.

Mr. Bruneau, the treasurer, announced that the gross receipts of the picnic amounted to $922.45, and the net receipts $350.

B. C. SALMON FISHERIES.

Editor Canadian Grocer:—In your issue of the 25th August we notice your British Columbia market report from Vancouver August 17th has reference to this year's salmon run.

The statement is made that millions of dead fish were floating on the waters of the Gulf. The statement is also made by inference that the traps are responsible to a large extent and that individual fishermen of course say all the fault is to be charged to the fish traps. Your correspondent also stated the serious feature of the salmon situation is that the prospects are that next year there will be a very light run.

Now we consider a very serious feature of this business is that you would publish such statements. We believe on a former occasion we had to correct some statements emanating from this Vancouver correspondent of yours (we presume it is the same person) and we can state most positively that on no occasion this season was there any occasion to throw away a single fish caught in the fish traps at Vancouver Island. No doubt a certain amount of waste occurred on the Fraser, but this it is impossible to prevent, as under the system of fishing with gill nets in the Fraser River, the fisherman cannot tell when the nets are put into the water what their catch is going to be. The consequence is that when a heavy run is on, although the fisherman knows the cannery will not accept more than 200 salmon from him for the day's delivery, yet his net may catch a larger quantity. This certainly results in waste but such is not the case in trap fishing, as the salmon can be held alive for days at a time and only what the cannery can use are taken out from day to day. We are very much surprised indeed that you do not have more reliable correspondents and it seems a failing of newspapers to publish articles written by incompetent correspondents who have no knowledge of the subject that they are writing about and are only too ready to air nonsensical opinions of their own, or are ready to lend themselves to publish the views of others who have a certain object before them, and which in this case you may depend, on the mainland of British Columbia, is the discrediting of the salmon traps of Vancouver Island.

Any expert will admit that in quality the fish caught in salt water at the Vancouver Island traps fresh in from the ocean are infinitely better than those taken from the muddy waters of the Fraser River, and which we feel will command in future very much better prices.

J. H. TODD & SONS.
Victoria, B.C., Sept. 7th.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 14th, 1905.

CONFIDENCE is the dominant note in all departments of the wholesale trade of Winnipeg, and the reason for that confidence is to be seen by every person who travels through the great wheat belt. The biggest crop in the history of Western Canada has passed the critical period of its history in safety and with satisfactory prices there should be enough money in the country to relieve the burden of credit and leave a handsome balance, which will ensure another year of prosperity.

The wholesalers are preparing to act in conjunction with the Retail Merchants' Association to curtail credits this Fall and put the business interests of the west upon a substantial basis. Payment of accounts will be strictly insisted upon.

Activity marks the local market this week, there being a heavy movement of some lines and liberal ordering of other lines to arrive.

Sugar almost alone shows a decline in the volume of sales. The price is steady at the recent decline.

As noted last week, new canned tomatoes are on the local market, but at time of writing the price had not yet been agreed upon by the local houses. It will be found in our telegraphic "Last Minute Manitoba Markets."

Tapioca is firmly held at the recent sharp advances and the increase in price is already having some effect on the demand.

Valencia raisins are likely to be somewhat cheaper than quotations given last week would indicate. The market is weakening.

Sugar—There has been a marked decline in the demand for sugars. The price is steady at the moment at the decline noted two weeks ago. We quote:

Montreal granulated, in bbls	5 55
" " in sacks	5 50
" yellow, in bbls	5 05
" in sacks	5 00
Wallaceburg, in bbls	5 45
" in sacks	5 40
Icing sugar in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 75
Powdered sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb cases	6 25

Canned Goods—Price of new canned tomatoes will be found in "Last Minute Manitoba Markets" in case it is settled before The Grocer goes to press. New goods are on the market now. New prices of golden wax beans, black raspberries, gooseberries, and red and black currants have been announced and they are quoted below. We quote:

Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 3-lb. " 2 and 3 "	2 08
Cherries red pitted, 2's, 2 doz.	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, 2's, " per case	3 35
Pears (Bartletts), " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	3 75
Raspberries, red (new), per case, group 1	3 63
" " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, heavy syrup, 2's, per case	3 28
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases	2 75
Corn, 2's " "	2 00
Peas (No. 4), 2's, per case	1 48
" (No. 3), early June, 2's	1 63
" (No. 2), Sweet Wrinkle, 2's	1 88
" (No. 1), extra fine sifted, 2's	2 68
Beans, " " 1 90	1 95
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60

N. S. Markets.

Halifax, N.S., Sept. 13, 1905.

BUSINESS continues good in all lines, and collections are very satisfactory. Some lines are attracting much attention at the present time.

Cheese—Is advancing and a despatch from Charlottetown says that all the cheese boarded there at the week's end was sold for 11 3-16c. per lb., which is a considerable advance over former quotations.

Flour—Is also declining. There has not been a very great drop in prices here since last report, but as prices have declined at other places the price will also go down here, so soon as dealers dispose of some of the stock on hand.

Provisions—The scarcity of beef and pork continues here. Some dealers say that there is not a barrel of prime mess pork to be had on this market. American pork has advanced $1.00 per barrel, and the price of beef is also advancing. There is also a scarcity of lard on this market, and the supplies on hand are small. New pork, however, is now coming to market and plenty of fresh lard will soon be available. Prices generally remain unchanged.

Butter—There is no improvement in the butter market. Receipts are small and prices very firm, choice creamery being from 23c. to 24. During the week some country teams brought in several small quantities of butter in small tubs, which was readily bought up at 22c. per lb.

Eggs—Eggs are becoming somewhat scarce. They are selling here from 20c. to 21c. and on the Island at 18c. and 19c.

Molasses—There is not very much doing in molasses just at present. Large stocks are held here. Quotations are: Fancy Trinidad, 40c. to 42c.; choice Trinidad, 35c. to 36c.; fancy Porto Rico, 39c.; extra choice, 36c.; fancy Barbados, 38c. to 40c.; Barbados, 31c. to 33c.

Spices—There is a good demand for spices now that the pickling season is at hand. Quotations on pepper and cloves are considered high.

Canned Goods—There is little demand for canned goods. Dealers here predict that peas must advance in price. Meanwhile a retail firm of this city has been having a special sale in which standard brands of new peas were sold at 5c. per can. As the jobbing price is 62 1-2c. per dozen, the puzzle is how this firm can sell at such a price.

Apples—The apple crop of the Annapolis Valley it is said will not yield more than half of that of last year, though the quality is ahead of that of last season's product. A great deal of the fruit is spotted.

According to advices the foreign market quotations rule higher than the price realized a year ago. Many of the Valley packers are urging the sending of a finer quality of fruit to the Cape Breton market, claiming that as high a price can be obtained there as in England.

The heavy rains of the past week have damaged the fruit crop considerably, but will be of great benefit to the root crops.

Dealers report Gravenstein apples scarce throughout the Valley, but Kings, Ribstons and Blenheims are fairly abundant. A German who bought 7,000 barrels last year is now in the Valley purchasing fruit for the Hamburg market.

Prices have dropped considerably since last quotations. Gravensteins were quoted during the week at $2.50 to $3.00 for No. 1's, and $2.00 for No. 2's. With the increased demand, however, dealers anticipate higher prices.

Jobbers here say that the sales for August were good and fully equal to those of the same month last year.

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N. B. Markets.

St. John, N.B., Sept. 14, 1905.

WITH the receipt of new canned goods, Fall business may be said to be well started. While the association have not named a price on tomatoes, one of the large outside factories have landed a car and prices here are lower. This is early for new goods.

Flour—The situation is still one of interest. Manitobas are dropping off and lower prices are looked for.

Spice—At this season spices come in for increased attention. In nearly all lines prices are firm and rather higher, particularly pepper. Nutmegs continue to be very cheap. Our local spice mills are doing an increasingly large part of the local business. In many lines it is the poorer grades which are imported. Our local mills, both doing a general wholesale grocery business, prevents their doing as much of the spice business with the wholesale grocers as would be the case if, like the big spice millers of Halifax, they confined themselves to manufacturing.

Oil—As for sometime, burning oil is being sold by the tank wagons to the retail dealer for the extreme low figure of 15c. per gallon, the lowest price which ever ruled here. The report is the market is very firm and an advance not unlooked for. In lubricating oils the sale at this season is not large, it is getting late. In paint oils, just a fair demand. Linseeds, which continue to keep low, are more firm while turpentine, which has been extremely high, tends to lower figures. Cod oil is now being brought in. Prices lower than last year.

Coarse Salt—This season the few firms importing coarse salt from Liverpool have worked together and maintained the price. Figures have been rather higher than usual. Freights ruling high. There are continued receipts and demand is good. In fine, sales are more quiet. Prices are unchanged.

Canned Goods—Peas have been slightly advanced. The extreme low price has led dealers to buy freely. It is strange when outside packers have tomatoes due here, that as yet the association have not named a selling price.

This withholding of prices, particularly on corn and tomatoes, is one of the unpopular features of the association. Lobsters are high, a dozen costing as much as a case a few years ago. Salmon, since new arrived, are rather easier. Meats unchanged. New domestic sardines and haddies are being received. Blueberries are dull.

Green Fruit—Quite a quantity of Ontario apples, particularly Spies, have been bought to come to this Province. Local crop is light. Plums have been very scarce, except western. Some nice Ontario peaches now received. They are preferred in flavor to Californian. Oranges and lemons continue high. Some Jamacias are now offered. Bananas have held very firm right through the season. Pears are quite high.

Dried Fruit—First shipments of Valencia raisins are about due. While not as many Valencias have been bought as was annually the case a few years ago, more have been bought there for the last few years. Prices will be quite low. California fruit, it is thought, will be rather high, which will affect the sale. In these lines, outside of other considerations, the tendency is to buy smaller quantities each year. In Malaga layers import is small.

California prunes have advanced 1c. since opening and are twice as high as last year. Apricots and peaches have also advanced largely. Stocks of all lines are very small.

Currants, which are higher than last season, have also advanced. In dates, figs and peels, changes will be slight. Evaporated apples are held firm and prices tend higher.

Canadian onions are now here. This market only takes yellows. It is reported these are a light crop. Malaga loose and seeded are quoted at very reasonable prices.

Sugar—There has been no change since the decline of a few weeks ago. Market, however, is easy and dealers are carrying light stocks. There continues to be quite a quantity of foreign imported.

Molasses—The situation is unchanged While there is quite a large stock of Porto Rico held, this is about the only grade in this market. While close prices are quoted, holders are quite firm.

Fish—In fresh fish receipts continue light and there is little variety. Some good halibut offered this week. Dry cod are still extreme and little chance for any change. Pollock have a light sale. Full prices asked. Pickled herring are being received quite freely, but the pack is not large and prices are quite high. Smoked herring are firm. Some new fish received.

Flour, Feed and Meal—In flour stocks are extremely light. Both Ontarios and Manitoas are down this week. The market is unsettled. Oatmeal while unchanged in the local market is likely to be lower. Beans are also tending this

1845-1905

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

MR. GROCER
How is your stock of
EAGLE BAKING POWDER?
NOW is just the time to push Baking Powder and **Eagle** is one of the most profitable to handle. Satisfaction guaranteed.
J. H. MAIDEN,
MONTREAL

POULTRY, FISH
WINNIPEG FISH CO. PHONE 1480.
GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 781, WINNIPEG, Man.

way. Some quite low prices on new for later shipment are quoted. Cornmeal is unchanged.

HINTS TO BUYERS.

It would be well for buyers in search of special values to glance over E. D. Marceau's ad. on another page. See the unusual prices for Japan and China teas.

The banana business, after one of the most prosperous Summer seasons known, has taken a decline, and a little easier market can be looked for. White & Co., Limited, have handled a number of cars the past week.

The first shipment of Cape Cod cranberries arrived this week, shipped to White & Co., Limited, Toronto and Hamilton.

White & Co., Limited, have issued a very neat little booklet on the growth and culture of Long Island native oysters, the line they are so vigorously pushing. It is nicely illustrated and very descriptive, showing the remarkable progress that has taken place in the last few years in the production of this delicious bivalve.

Seeing that comparatively few import orders for Japan tea were placed this year, I endeavored to bring large consignments as soon as possible, in order to meet the requirements of those who did not buy early in the season. These goods are now all in warehouse, and I shall be able to offer them regardless of the recent advance in the home market. Therefore, the present is a good opportunity to place your orders with me as early as possible. For samples kindly advise direct to Shaw T. Nishimura, 22 John street, Montreal, or the following brokers: J. C. Hazard, London; Geo. Stanway & Co., Toronto; McFarlane & Field, Hamilton; J. A. MacKenzie, Ottawa; James Craig, Kingston; John A. Moir, Montreal; Alex. Anderson, Montreal.

"Horseshoe" salmon, new pack, is in store with the Eby, Blain Co., Limited.

New pack tomatoes and corn are in store with the Eby, Blain Co., Limited.

New Valencia raisins are in stock with the Eby, Blain Co., Limited.

C. R. Stong, grocer, Queen street east, Toronto, is putting up a fine line of pickles.

Warren Bros., Toronto, are expecting a car of Filiatras, Vostizza and Patras fruits to arrive.

The retailer's ideal—a good article that pays a large profit, and is well advertised—is Wilson's fly pads.

CHANGE IN FISH HOUSES.

Arising out of the passing of Black Bros. and another large Nova Scotia fish house into the hands of a receiver it is understood that steps are being taken for reorganizing on a broader basis and that the Halifax, Acadia and Bluenose codfish business which has in the last two years reached such fine proportions will go on as usual and be pushed more energetically than ever.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

SITUATIONS VACANT.

BAKER wanted; good on bread and cakes; must be strictly temperate; steady job to right man. Apply at once, A. Wilson, Oil Springs. [f]

BAKER wanted on cakes, pastry and candy; must be first-class; highest wages paid. D. M. Davidson, Port Arthur, Ont. [f]

45 HIGHEST AWARDS In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

It Pays You

WHY ?

IT is the highest quality
is a popular price
is 40 per cent. profit

Holbrook's

WORCESTERSHIRE

Sauce

is the Premier of the Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Clark's Sliced Smoked Beef

First in Quality

Because of the Packer's Experience

First in Sales

Because of the Buyer's Experience

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

MFD BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 14, 1905.

THE situation on cheese remains nearly unchanged. Recent country markets were a shade easier, yet so steady that prices cannot possibly be called "declining." It is simply a hand-to-mouth trade, as nobody seems to have sufficient courage to buy goods at present prices for next Winter's demand. As pointed out repeatedly in these articles, this lack of confidence is principally due to present high prices.

Advices from the different British trade centres report light visible supplies in addition to a general belief that even retailers are not overstocked and, unless something unforeseen should happen in the future, prices must gradually but surely advance during the coming Winter months when our season of production comes to a stop. Whether this advance will be sufficient, however, to pay holders for carrying charges on the basis of present prices, is a problem to be solved by future events and no man is at present ready to act with any degree of confidence either in making sales ahead for future delivery or buying any extra quantity to hold for higher prices.

There is no doubt a material shrinkage in the make of cheese and with light stocks both here and in the United Kingdom, it is hardly to be expected that prices will decline. It becomes, therefore, a question of how much higher can prices go in the future when we are already abnormally high for this time of the year.

From past experience we can figure that the natural trade in Great Britain will consume a certain quantity of cheese. We know now that our present visible supplies and the prospect of the quantity yet to be produced are now too large for this natural consumption, but there is an old saying that "high prices make a long crop," and meanwhile it is just as well to go slow as many things might happen to lead those who hold cheese for an advance to disappointment and loss.

Trade in Great Britain is slow when prices become too dear for the consumer and unprofitable for the retailer. The latter naturally tries to persuade his customers to buy some other article of food which gives him a better margin of profit, and if this is generally done by the retailers in Great Britain, it reduces the consumption of cheese very materially. There is always a limit to the value of any article of food.

Butter has lately shown a declining tendency, yet there is no real break in prices. Dealers have simply tried to reduce the price of their stocks by adding cheaper goods. Danish butter is high and as British retailers seem to use our butter only for a cheaper grade, we can do very little to alter this condition. Canadian butter is not retailed to the British consumer in a fresh state like the Danish product and it is therefore only in the second class, or a "shilling butter," and as we will now very shortly come in competition with Australian butter, there is not much room left for higher prices. The situation is now simply this: If we can offer our finest creamery butter at a price which leaves the British retailer a fair margin of profit to sell it at a shilling per pound, we can get a good many orders, sufficient to dispose of all our surplus, but our supplies are commencing to get shorter and our home demand will soon be sufficient to absorb the bulk of our supplies.

Dairy butter is still very scarce and in demand at prices beyond their relative value as compared with creamery butter and this condition is not likely to change until next year, when Russian butter may again regulate the price of dairy butter in the British markets.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

THE past week has been one of the dullest which the London butter market has ever experienced, and very little buying has been done. There certainly was some improvement in the general tone of the market last week, and it appeared as though the activity would continue. August has now drawn to a close, and September, usually the busy month, is opening somewhat inauspiciously. The position is certainly peculiar, and, apparently, inexplicable.

But still matters might have been worse, and it is at least some satisfaction to notice that the imports of butter into Britain from all sources promise to be larger this year, i.e., from July 1, 1905, onward, than last, but it remains to be seen whether they will equal those of the year before. At that time the total amount of imports registered was 212,050 tons, as against 151,886 tons the year before. Until last year the growth of butter imports was continuous, but for the twelve months ending June 30, 1905, there was a decrease of 15,046 tons—a very considerable falling off. Almost the sole cause for this heavy deficiency was the very serious drought which prevailed in the centre and south of the European continent, and which caused many of those continental firms who hitherto had sent over heavy shipments to this market to give their attention to the European demand. This state of affairs was bad enough during the first six months of the period under review, but the latter six months was even worse, for the shortage of butter registered during the latter six months was 10,000 tons, whereas during the first six months it had been just under six thousand tons. In addition to this, statistics show that Russian butter, which for the most part consisted of Siberian, had fallen off in quantity to the extent of some four thousand five hundred tons, and practically all this shortage occurred during the last six months.

But it is at least satisfactory to note that while the imports of butter from foreign sources resulted in this very heavy deficiency, colonial receipts increased to the extent of 6,612 tons, making a total of 50,880 tons for the period ending June 30, 1905, as against 45,370 tons the year before. For the three years previous to that colonial supplies decreased every time.

It is, furthermore, pleasant to note that Canada's exports of butter to Britain last year were larger than they have ever been before, except in 1903. The following table shows Britain's imports of Canadian butter during the past six years:

1900	11,932 tons
1901	7,532 tons
1902	11,491 tons
1903	13,238 tons
1904	8,879 tons
1905	12,847 tons

Although it would scarcely be safe to prophesy that the present is to be Canada's record year, it nevertheless augurs well for the Dominion that the import of butter for July, 1905, is registered at 65,003 cwts. as against 43,913 cwts. in July, 1904, and for the first three weeks of August, 1905, Britain has received from Canada 56,893 cwts. as against 55,328 cwts. during the whole of August, 1904. This is an eminently satisfactory state of affairs, and Canadians may well indulge in some little self-satisfaction, particularly in view of the stiffish prices they have been asking. But at the same time it must be borne in mind that circumstances, in the form of shortage in continental supplies, have been in their favor, and although the drought, which was responsible for the decrease in foreign receipts, still continues on the European continent, Australasian buttermakers are promising to turn out some very heavy supplies, and importers here are hoping that they will not be forced to accept the high prices which Canadians seem inclined to ask. However, latest advices show that Canadians are inclined to ease off somewhat at present, a thing which certainly does seem advisable.

Since the above was written the latest reports have been published, advising a steady market with medium trade done. Canadian c.i.f. prices are meeting with no response, as they allow of practically no profit. The retail trade is buying in very small quantities.

There has been heavy buying in New Zealand at prices ranging from 104s. to 105s., c.i.f. These contracts are for shipment from October to March. How

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

SHORT ROLLS

New, Mild, Sweet, Sugar-cured, Boneless, either Smoked or in Pickle, the very nicest and cheapest line on the market.

Hogs are undoubtedly scarce and high in price. Order now, before the prices advance.

F. W. FEARMAN CO., LIMITED

HAMILTON

The Modern, Up-to-date 20th Century Grocery Store Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

½ lb. and 1 lb. Screw-Top Cans——also ¼ lb. and ½ lb. Paper Packages — the handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

buyers will come out at the end of the season no one can tell.

August has been a very dull month, taking it right through, but Russian butter, being able to stand the weather better on account of its being of a waxy nature and drier than many other butters, has commanded the attention which it deserves. At the time it sells at about 98s. to 102s.

The Montrose has arrived from Canada this week with supplies of butter, and the comment has been to the effect "that our western friends would do well to add a little less water to their butter." The stuff in question was very much "pickled," and difficult to sell.

PROVISION AND DAIRY MARKETS.

TORONTO.

Considerable activity continues in all lines of provisions, stocks held are very light and arrivals are scarcely sufficient to keep things forward. The low range of prices prevailing last season is being reflected by short supplies, farmers, on that account, not having encouraged the increase of hog stocks.

There is a general stiffening, all bacon has advanced. Short cuts have risen 50c. In fresh meats, there is an easier market and trade has eased off somewhat. We quote.

Long clear bacon, per lb	....	$0 11½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 10	0 10½
" tubs "	0 10	0 10½
" pails "	0 10½	0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	....	8 25
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton	....	0 08
Spring lamb	0 09½	0 10
Veal	0 07	0 09½
Hogs, street lots	8 50	9 00

Butter—There has been distinct movement in butter since our last issue. Demand has been well maintained and prices have stiffened 1c. all round. Indications are, however, against any very flourishing developments on present basis. Export continues uninteresting. We quote.

	Per lb.	
Creamery prints	....	0 24
" solids, fresh	....	0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs— Supplies continue to be well maintained, with marked improvement in quality. Previous quotations rule. We quote:

New laid eggs, per doz	0 18	0 19

Cheese—Conditions remain practically unchanged since our last. Export trade is particularly slow, and some heavy stocks are being held, it being found impossible to move on present basis. Home trade is showing fairly good activity with prices ruling firm at previous quotations. We quote:

	Per lb.	
Cheese, large	....	0 11¾
" twins	....	0 12

Cheese Board Report.

(For week ending Sept. 14.)

Board.	Boxes.	Price.	
Peterboro'	400		0 11 3-16
Perth	2,200*	0 11½	0 11¾
Kemptville	1,385*		0 11 3-16
Napanee	1,653*		....
Iroquois	100		0 11¾
Victoriaville, Que	1,949		0 11⅞
Brantford	1,405		0 11
Arthabaska, Que	1,949		0 11⅛
Huntingdon, Que	110	0 11	0 11 1-16

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

Ottawa	1,904*	0 11½		0 11½
Brockville	4,124	0 11½		0 11½
London	660	0 10½		0 10½
Belleville	3,950*	0 11¼		0 11 3-16
Vankleek Hill	1,366	0 11½		0 11 3-16
Alexandria	1,098			0 11 3-16
Cowansville	1,548	0 11½		0 11 5-16
Cornwall	1,200			0 11 3-16

*White and colored.

MONTREAL.

Much unsteadiness is at present ruling in provisions. In fact the leading lines are on the weak side at a decline. Live hogs are now quoted at $6.50 to $6.55. This shows a considerable fall since last week. Dresed hogs are also lower at $9.00; both are lower on account of very little exportation, thus leaving on the market an amount of stock not wanted for home consumption. Bacon, steady at 14c. while hams remain firm at 13 1-2c. to 14 1-2c., stocks being light. We quote:

Lard, pure tierces	0 10¾
" 5-lb. tubs	0 10¼
" 20-lb. pails, wood (10½)	2 10
" cases, 10-lb. tins, 60 lbs. in case	0 10¾
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07¾
" " 60-lb. fancy tubs	0 07¾
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07¾
" 6 10-lb. tins "	0 07¾
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 13½ 0 14½
Extra plate beef, per bbl	11 50 12 00

Butter—Butter is coming constantly in large lots and stocks are somewhat over supplied, for there is practically no local demand and exports are nil just at present. The result is a very weak market and consequently a near drop in prices. Finest creamery is offered at 21c. and fine at 20 1-2c. The medium grades have also been reduced from over 1c., but this does not seem to stir up buyers who are hoping for still easier conditions. We quote:

Finest creamery	0 21
Fine	0 20½
Medium	0 20
Fresh dairy tubs	0 18½ 0 19

Cheese—This market is absolutely in the same quiet mood as butter. In fact no demand seems to spring up, while shipments are accumulating in the local stores without dealers seeing very clear how to dispose of it as at present exports are only nominal. Ontario is quoted at 11 1-2c., Eastern Townships at 11 1-4c. and Quebecs at 11.

Eggs—The market is lower, although a fair demand prevails. The fact is that stocks are much too large for home consumption and that dealers cannot dispose of them otherwise as no exports of eggs are made at present. Prices are for select 22c., and for straight, 18c.

WINNIPEG.

Creamery Butter—Prices are steadily stiffening as supplies held are none too plentiful. We quote:

Finest fresh creamery, in 56-lb. boxes	0 22
" " in 28-lb. boxes	0 22
" " in 14-lb. boxes	0 22
" " in 1-lb. bricks	0 23

Dairy Butter—Prices are advancing and produce houses are now paying 15 1-2c. to 16c. per lb. for No. 1 dairy.

Cheese—Prices as quoted last week are very firm and further advances are not improbable. We quote:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—We quote prices as follows:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
30-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

Cured Meats—Some advances will be noted in prices quoted:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies,	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12¼
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Eggs—Produce houses are paying 20c. per dozen for eggs declivered in Winnipeg.

Provisions.

While barrel pork is tending higher, dealers are not free buyers. Stocks are light and demand the same. In beef there is little inquiry, the stock is very small. Prices are firm. Pure lard in rather light supply. Prices are high. Refined continues low and unchanged. In fresh meats market is dull. Beef continues low. Veal and mutton out of season. Lamb sells freely and holds at a good figure. Pork is still in very light receipt. We quote:

Mess pork, per bbl	$18 50 $19 00
Clear pork "	18 00 21 00
Plate beef "	14 00 15 00
Domestic beef, per lb	0 05 0 06
Western beef "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 07 0 08
Lamb, "	0 08 0 09
Pork "	0 07 0 08
Hams "	0 14 0 15
Rolls "	
Lard, pure, tubs "	0 11½ 0 11¾
" pails "	0 11¾ 0 12
Refined lard, tubs	0 08½ 0 08½
" pails	0 08½ 0 09

Butter—Prices continue to advance slowly. The inquiry is for really good quality. It sells freely. We quote:

Creamery butter	0 22 0 24
Best dairy butter	0 18 0 20
Good dairy tubs	0 17 0 18
Fair "	0 16 0 17

Eggs—Prices tend higher. Strictly fresh are in demand. We quote:

Eggs, hennery	0 22 0 24
" case stock	0 18 0 19

Cheese—The local output is small. Prices are tending higher. Twins have all the local demand. We quotte:

Cheese, per lb.	0 11½ 0 12½

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

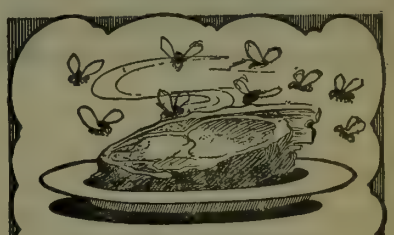
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.



PROTECT YOUR FOOD

WILSON'S

FLY PADS

KILL THEM ALL

AVOID POOR IMITATIONS

Stock the kind the housekeepers ask for.

Avoid poor imitations.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

WRITE FOR OUR

WEEKLY PRICE LIST

MAIL ORDERS

Receive First Selections

and

Rock Bottom Prices

Complete lines of Seasonable Fruits

Foreign and Domestic

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

37 Front East MIND Phone Main 5665

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont A B C Code. 4th Edition used.

Your . . Attention Please . .

W. O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform,

Peaches and Grapes

AUBURN ORCHARDS, Queenston, Ontario.

GREEN FRUITS AND VEGETABLES

EXPORT APPLE TRADE.

MR. R. LLOYD SCOTT and Mr. J. Idieus, of London, Eng., representing two of the leading fruit importers of Great Britain, have come to Canada as a result of the manufacturers' visit to England, with a view to extending the apple trade. These gentlemen say the demand for Canadian apples in the London market is increasing yearly, but that much is lost to Canadian farmers by the fraud of the packers and shippers, who put all the best fruit on the top and centre the poor stuff. The effect of this is a move among the larger houses to cut out the Canadian commission men altogether and buy direct.

The price of good apples runs from $3.50 to $5 per barrel, on each of which a commission of about 50c is paid to Canadian commission men. When it is considered that from 20,000 to 30,000 barrels are sold at Covent Garden market in one day alone, the amount of money paid in commissions may be imagined.

English apple dealers think that by buying direct and supervising the packing and shipping they will save a large amount of money.

* *

Mr. H. B. Cowan, as secretary of the Ontario Vegetable Growers' Association, has been requested by the other officers of the society to arrange for a committee to appear before the Tariff Commission to express the views of the vegetable growers in regard to an increase of duty upon their products.

THE CALIFORNIA ORANGE.

THE importance of California's orange industry dates back practically to the winter of 1878-79, when there came into bearing near Riverside two trees of seedless fruit. These had been obtained by the Department of Agriculture of the United States from Bahia, Brazil. They were the first seedless oranges to be grown in North America, and, though it is stated that the first crop amounted to only 16 oranges, this was the beginning upon which California has based her steadily growing orange industry, until it is now claimed that the current year may show almost 11,000,000 boxes in that State, which would be more than the total production of the United States in any previous year.

In spite of this enormous growth in the production of oranges, Uncle Sam still has to import some each year to make up the deficiency of the home supply. In the last five years the average value of imports of oranges to the United States amounted to more than $900,000 a year.

Of these, a half came from the British West Indies, a quarter from Italy, with Mexico the next largest source of supply.

In the same five years exports of oranges to the United States averaged about $350,000, Canada taking 85 per cent., and the United Kingdom 12 per cent. of the total.

NEW RAISIN COMPANY.

A new company is under contemplation in California, which will practically be an amalgamation of raisin growers and packers. The Raisin Growers' Co. endorsed the proposition by a vote of 8,647 to 3,191, each vote representing an acre. There are some 40,000 acres already subscribed to the company.

It is to be controlled equally by growers and packers, with a neutral director as balance of power. The name of the company is to be the Central California Raisin Packing Co. The packers are to be remunerated on a basis of $5 per ton for selling the crop, and are assured a 40,000 tonnage.

ONTARIO MARKETS.

Green Fruits.

Toronto, Sept .14, 1905.

MARKET conditions in green fruits are still active. A slight lull has been experienced on account of the closing of the National Exhibition, but trade quickly revived itself, and resumed its natural atmosphere. Cali-

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

Shirriff's Essences

are always to be depended on for **quality,** and cost no more than inferior goods.

Imperial Extract Co.

18-22 Church Street, TORONTO

fornian fruits are gradually closing their season; we have in consequence struck out pears (in boxes), plums, watermelons, and huckleberries. Jamaica oranges are just arriving and are quoted at $6.00 per barrel. Lemons are still firm, and short of stocks. We quote:

Oranges, late Valencias, per box	5 00	6 00
Oranges, Jamaica, per barrel	....	6 00
Lemons, Verdilli	6 00	7 00
Bananas, large bunches, crated	1 60	1 80
Bananas, 8's, per bunch, crated	1 00	1 15
Bananas, 7-hand bunches, off track	0 65	0 80
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate	1 00	1 25
" domestic, per basket	0 50	1 25
Plums, domestic, per basket	....	0 50
Tokay grapes	3 00	3 25
Cantaloupes, Rockafords, per crate	....	7 00
" Canadian, baskets, 25 crates	....	1 00
Apples, new, per basket	....	0 30
" barrels	2 00	2 50
Lawton berries	0 08	0 09

Vegetables—Trade has been very active during the National Exhibition, although the general opinion has been that of disappointment, much greater trade had been expected. Present indications are for a steady increase, and prices are expected to rule firm at quotations. Jersey potatoes have eased down a little. Onions also have dropped prices. We quote:

Jersey sweet potatoes	3 50	3 75
New potatoes, per bush	0 50	0 60
Onions, per doz. bunches	0 10	0 15
Onions, per bushel	....	0 60
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 20	0 25
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 15
Cucumbers, per basket	....	0 25
Outdoor lettuce, per doz. bunches	....	0 20
Waxed beans, per basket	....	0 25
Water Cress, per doz.	....	0 25
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 35	0 50
Vegetable marrows, per dozen	....	0 50
Green corn, per doz	....	0 08
Parsnips, doz. bunches	0 30	0 40
Squash, " doz	0 75	1 00
Leeks " bunch	....	0 25
Kohl-Rabi per doz	....	0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Sept. 14, 1905.

This week's fruit trade has seen a general drop in prices and consequently a regaining of activity. Many lines which were slowly moving have benefitted by this rebate. The reduction was due to the fact that arrivals of fruits were constantly increasing and local stocks not moving very fast, thus causing, in some cases, an accumulation of stock.

At an auction on Monday fruit sold as follows: One car of Colorado Bartlett pears, at from $2.00 to $2.80; one car of Idaho prunes, $1.00 to $1.25; one car of California peaches, $1.00 to $1.25.

The decline predicted for bananas has been fully realized by dealers, supplies and receipts being larger. In fact, last week came in nineteen cars of these fruits and the week previous twenty-one cars, thus filling up a long felt shortage and helping dealers to make a reduction.

Some oranges have been sold in barrels at $7.00. Pineapples are still on the market, though scarce, and are offered at from $4.50 to $5.00 per box. Blueberries have almost disappeared; what remains brings about $1.15 to $1.25 per box. Lemons, in some cases, have also been reduced, but not considerably. Some dealers are still asking $6.00 to $7.00 for

JAMAICA ORANGES

200 BBLS. FINE WELL-COLORED FRUIT

The First to reach Toronto this Season,
Selling quickly at a moderate price . .

CRANBERRIES—The first shipment fancy dark Cape Cod has arrived.
700 Boxes of HOME GUARD and KICKING Brand Lemons arriving this week.
Our HOME GUARD Brand Extra Fancy is packed expressly for us and is symbolic of Italy's Best and most Honestly packed Fruit.

WHITE & CO., LIMITED
Wholesale Fruit Importers
HAMILTON 34 YORK ST. Phone 1115
TORONTO 64 FRONT E. Phone Main 4106

W. B. Stringer THE "STAR" BRAND J. J. McCabe
Mexicans; the "Southern Belle," "Coon" and "Globe" brands of Floridas are the early Oranges that every Retailer should keep his eye open for—they're the best made, and will be on the market in less than a month.
W. B. STRINGER & CO., - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO, Agents

OPENING OF THE
OYSTER SEASON
WE HANDLE THE BEST—HONEST MEASURE.
Give us a Trial Order.
FISH, FRUIT AND OYSTERS
The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Now is the time to buy your
PEACHES
We can supply you.
THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO
Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.
Plums Pears
Crawford Peaches

STOCK UP SURE SELLERS

The **E.D.S. Brand** of **Jams, Jellies,** etc., are great sellers. I make them and know **why.** Grocers everywhere keep up a supply. If you have never ordered, now is a good time to get in line for good trade. The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess Street, Winnipeg, agents for Winnipeg and the Northwest.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co. **TH. J. PSIMENOS** 4 Cullum St. E.C.
St. John—J. Hunter White LONDON, Eng.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives

TRADE MARK
This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

them, while others can supply them at from $5.50 to $5.75. Other fruits are plentiful, but unchanged.

We quote:

Plums, in baskets	0 30	0 50
Peaches "		0 60
Pears "	0 40	0 60
Pears, boxes		3 00
Plums, crate		1 75
Peaches, box		1 50
Apricots, crate	1 25	1 40
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 25	1 75
Cocoanuts, per bag of 100		3 25
Pineapples, 18 size	4 50	5 00
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
Apples	2 00	2 75
Sweet potatoes, per bbl	2 25	3 35
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size		6 25
" " " 175 to 300 size		6 00
Lemons, per box	5 50	5 75

Vegetables—Vegetables remain practically the same as last week. Large lots of home grown products continue to arrive. Dealers agree that everything is abundant this year and in consequence prices are low. Cabbage, however, seems to be more plentiful than anything else, and the ruling price is 40c. per dozen. Tomatoes are still bringing 10c. to 20c. per box, according to quality. Cucumbers are offered at 15c. per doz., but are not plentiful. Red onions are sold at $2.00 a barrel and Spanish, of which a large consignment has been received, are quoted at from $2.00 to $2.75. Other vegetables are unchanged. We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Cucumbers, doz		0 15
Home grown cabbage, pe doz		0 40
Tomatoes, box		10 20
Spanish Onions, cases		2 00
Red onions, brl		2 00
Turnips, bag		0 75

MANITOBA.

Green Fruits.

Winnipeg, Sept. 14, 1905.

Lemons and oranges are still quoted at prohibitive prices. We quote:

Ashland Crawford peaches, per case	1 65
California pears "	4 00
" plums (Kelsey, Japan) per case	2 25
" Solway peaches (freestone) per case	1 50
Washington plums (blue and yellow), "	1 50
" pears, per case	3 00
Ontario apples (Duchess), per bbl	4 50
Fancy Limon bananas, per bunch	3 00 3 50
Washington cantaloupes, per case	3 00
American grapes, per basket	0 60

Oranges and Lemons.

Late Valencia oranges, 126's	5 25
" " " 150's	6 00
" " " 170's to 2 0's	6 50
Fancy California lemons, 300's and 360's	10 00

(10c. off for 5-case lots.)

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 40
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02
Tomatoes, (Ontario) per basket	0 65

Notice to the Trade in the Province of Quebec

MR. L. L. BERNARD will represent us in the Province. Thanking the trade for past favors, and trusting **MR. BERNARD** will continue to merit your confidence, we remain Yours truly,

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P.DOWNEY, 26 St. Peter St. MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers ?**
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

You'll Have to Hurry!

NEARLY ALL SOLD!

Sent for approval. If you keep it send $1.00; If you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

WHEN YOU BUY TEA DON'T BUY A SHELF-TOMBSTONE

YOUR TRADE DEMANDS THE BEST TEA YOU CAN BUY, A TEA THAT IS BLENDED TO EXACTLY SUIT THE ALKALINE WATERS OF WESTERN CANADA.

GOLD STANDARD TEAS

"GUARANTEED THE BEST"

ARE EXPERTLY BLENDED TO FILL ALL REQUIREMENTS OF OUR PECULIAR WESTERN ALKALI WATERS. FOR A QUARTER-CENTURY WE HAVE SUCCESSFULLY CATERED TO WESTERN TRADE EXCLUSIVELY, AND GOLD STANDARD TEA EMBODIES ALL OUR EXPERIENCE AND KNOWLEDGE OF THE TEA BUSINESS. WE GUARANTEE IT NOT FOR A DAY, BUT FOR ALL TIME. EVERY POUND OF GOLD STANDARD YOU SELL BRINGS YOU A REGULAR TEA CUSTOMER.

Packed in 1 lb. and 1-2 lb. Lead Pkts., 3-lb. and 5-lb. Tins, in Cases of 60 lbs. each, Assorted if Desired.

Packed By **CODVILLE & CO., Winnipeg and Brandon.**
Also Sold By **CODVILLE-SMITH & CO., Calgary, Alberta.**

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BUSINESS NOTES.

J. Y. Griffin, of Winnipeg, is spending his holidays in the east.

J. H. Barr Sumac street, Toronto, is completely renovating his store.

Mr. P. C. Larkin has left to visit the branches of the "Salada" Tea Company in New York and Boston.

Napoleon Chartrand, ex-president of the Montreal Retail Grocers' Association, was in Toronto for the Exhibition.

Crawford Griffin, of J. Y. Griffin & Co., Limited, Winnipeg, is away from the office this week on account of illness.

J. Russell Murray, Montreal, commission merchant, has been in Toronto during Exhibition combining business with pleasure.

Wm. Georgeson, of the firm of Codville & Co., Winnipeg, has returned to that city from a flying business trip to Toronto.

Bruce & Sanderson, Parliament street, Toronto, are putting in new fittings in hardwood and plate glass and also a new cash register.

Thomas Cunningham, Provincial Fruit Inspector of British Columbia, was in Rossland last week on one of his periodic trips of inspection.

Jules Cote, secretary and manager of the S. J. Major Co., Limited, Ottawa, was in Toronto during Exhibition, combining business with pleasure.

The annual meeting of the Dominion Millers' Association took place in the Board of Trade building on the 31st ult. Better freight rate arrangements were discussed.

Mr. Alex. Grose, Pilot Mound, Man., who for a number of years has been clerk in W. Endicott's general store, will shortly take over the bakery and confectionery business which he has purchased from Mr. W. H. McGregor.

The final returns in the retort count of the sockeye salmon pack at all the canneries on the Fraser River, thirty-eight in number, were received in Vancouver, B.C., on the 1st inst. The official figures place the aggregate pack at 782,442 cases.

L. L. Bernard, who has been for the past ten years with Evans & Sons, Limited, wholesale druggists, Montreal, has left them to enter the travelling staff of S. H. Ewing & Sons, Montreal. He will travel in the Province of Quebec on the same ground as before.

Mr. H. Hedley Shaw, president of the Shaw Milling Company, St. Catharines, has concluded arrangements for the lease of the Frontenac Cereal Company's mill, Kingston, which he will operate to the fullest extent. The capacity of the elevator is some 200,000 bushels.

The Booth Fishing Station on Cat Island, Fort William, has been washed away by the great storm on the 3rd inst. The island was completely submerged and there is nothing now left to indicate the location of the station except a small portion of the pier.

Gilbert Wheeler has secured a position with the Gillett Co., manufacturers of lye. Mr. Wheeler will act as advertising agent, and will tour the country in an automobile advertising the goods of the Gillett Company. Until recently Mr. Wheeler was with Goold, Shapley & Muir.

W. H. McLaren, of Hamilton, head of the Hamilton Coffee and Spice Company passed through Winnipeg the other day on his return to Hamilton from a trip to the Pacific Coast. Mr. McLaren spent a few hours in Winnipeg in consultation with the western manager of his firm, Mr. Wm. R. Harvey.

Mr. D. H. Ross has cabled the Trade and Commerce Department from Melbourne that the Commonwealth Government has added, for duty purposes, in case of articles shipped from the United States and Canada, the freight rate to San Francisco and Vancouver respectively. This will have a serious effect upon Canada's trade with Australia.

The Prescott Terminal Company on account of the large crop in the American and Canadian Northwest both of wheat and corn, will immediately fit up the elevator at Prescott and have it running within a month. The elevator was erected in 1895 and for two or three years did an excellent business, but for the past six years has been unremunerative and a short time ago was sold under the hammer to the present owners.

The members of the Montreal Produce Merchants' Association of the Board of Trade, recently adjourned for a short time, at the call of Mr. Harry A. Hodgson, to the committee room, out of respect for the memory of Mr. John Orpe, a well known member of the association, whose death occurred on the Saturday previous. There were present at the meeting, Pres. Henry A. Hodgson, John McKergow, J. H. Scott, Alex. Grant, I. Hibbert, A. C. H. Froemcke, Alfred Brice, Ernest Brice, Arthur Hodgson, R. M. Ballantyne, Alex. McGillis, A. C. Wieland, John Gunn and others.

Reach Out For Trade

and you will get it, if you lean on

They are just as good as they look, and just as saleable as they are reliable. Take our word for it, they couldn't be made better—finest flour, purest butter, richest cream. No wonder the name

PERFECTION CREAM SODAS

No wonder the demand is big, growing bigger! Are you down for an order?

3 lb. cards or tins

THE **Mooney Biscuit & Candy Company,**

LIMITED,

Stratford, - Canada.

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and **a profit maker for dealers.**

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

GRANULATOR. PULVERIZER.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.
Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**
AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"
and
"Elite"
CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

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TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
You're a dandy on parade,
You win the admiration
Of the matron and the maid.
They love to gaze upon you
As you're marching down the street,
When you've had your daily breakfast,
A dish of ORANGE MEAT.

(To be Continued).

"WIN!" That's it. Tommy wins the ladies' admirations and

ORANGE MEAT

wins him and the ladies, and just about all the Grocers. You naturally like to handle goods that "go." **Orange Meat** certainly "goes." We wouldn't have doubled our plant if there hadn't been an "extra call." Any Grocer who isn't carrying **Orange Meat** now is simply "out of it." Such Grocers are mighty scarce, fortunately for them. **Orange Meat** is good, and, we will keep it so. That spells ORDERS, doesn't it?

The Frontenac Cereal Co., Limited
KINGSTON, ONT.

Flour and Cereal Foods

OLD AND NEW WHEAT.

THE following interesting article appeared in a recent issue of the American Miller. Doubtless many of our readers have been aware of the distinctive merits of old wheat flours from practical experience; to know, however, the exact reason why, is a point of great importance, and we commend the following to our interested readers:

There is always a demand for old wheat flour a long time after the new crop comes in. This demand is not only from the city baker, who makes quality and conditions of flour a life study, but it extends even to the rural districts where the good farmer's wife has learned that she can get best results from old wheat flour.

This distinction between old and new wheat flours has existed only in later years, since farmers have adopted the practice of thrashing their wheat out of shock directly after cutting. When they made it a rule to put their wheat in stacks, ricks or barns, and allowed it to remain until all the elements that go to make up a perfect berry had passed from the straw into the grain, there was seldom any choice between the two flours. Then the grain was allowed to pass through the sweating period and become perfectly matured. It was not difficult then for the miller to make flour that would produce good bread the same day it was ground.

Now, as conditions have changed so materially, we must look for and practice the next best thing. It is contended that a good practice would be to grind and hold the flour for six months, when it would be suitable for bread-making purposes.

If the new wheat is ground as it comes to the mill, it is liable to become infested with eggs that soon hatch into worms. If it does not, consider how long one must be kept out of the use of the money he has invested in the wheat and the cost of manufacturing it into flour. Besides this, the flour will not be as good as if made from old wheat, for the simple reason that the wheat has not gone through the sweat, and, to a certain extent, the sweating will take place in the flour greatly to its detriment. I am thoroughly convinced that flour made from old wheat will give bakers better satisfaction six weeks after being ground than will that made from new wheat thrashed out of shock in six months after being ground.

As suggested, to keep the flour six months after grinding from new wheat is one way to satisfy the trade. The next is to have sufficient storage room to store enough old wheat to supply the trade with old wheat flour until the new is fit to grind. Do not imagine that customers are cranks and don't know what they are talking about when they say they must have old wheat flour.

WHEAT BETTER QUALITY.

First samples of the season's wheat from the Northwest have arrived at Montreal, and were shown on the board of trade by the Lake of the Woods Milling Co. Mr. Robert Meighen, president of the company, said that from a milling standpoint it was a much better article than that furnished by last year's crop, and the indications were that this year's crop would be on the whole much more valuable for flouring purposes than last year's.

WINNIPEG GRAIN INSPECTION.

THE year 1904 as a crop year may now be considered as closed, and some interesting statistics have been compiled at the office of the Chief Grain Inspector, Winnipeg, which are instructive as showing the amount of labor involved in order to secure accurate calculations as to crop results.

During the twelve months extending from September 1, 1904, to August 31 of this year, the total wheat inspected was 37,892 cars, or 39,028,760 bushels, compared with 38,447 cars and 38,473,000 bushels of the previous crop year, and 51,833 cars and 51,833,000 bushels in the crop year of 1902-1903.

In addition to the wheat inspected this year, there were 1,824 cars of oats, 390 barley, 288 flax, and 2 of speltz. The total quantity of grain inspected during the crop year just ended was as follows: Wheat, 30,028,760; oats, 2,188,800; barley, 390,000; flax, 288,000; speltz, 2,000; total inspected, 41,897,560.

The main vicissitudes through which the crop had to pass during July and August last year, when rust worked havoc, is shown in the reduced quality of the crop, and while last year's production compares favorably with that of the previous year, it falls far short of the standard set by the yield of the year 1901-1902. No. 1 Hard for which the west is famous, was an unknown quantity in this past crop year, only 176 cars being inspected. The bulk of the crop was 1, 2, 3 Northern, with the two latter grades in the lead. However, despite the short crop, the farmers realized more for their product last year than ever before, owing to the prevalence of extreme high prices.

CEREAL NOTES.

Texas led the Gulf Coast rice belt this season by putting the first bag of new rice into Houston on July 31, ten days ahead of last year's record. It was raised at Notawa, Texas, and was classed as fancy Honduras, and fetched $13.

* * *

The Railway Commission have issued an order practically refusing the application of the American Cereal Co. of Peterboro for an order establishing a basis of rates on ex-lake grain. The commission, in their judgment, express the opinion that no change in export rates should be made except those directed by them in response to the complaint of the Dominion Millers' Association.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED
Montreal

Leaks are Dangerous

Small leaks sap profit from your business. To stop these leaks and give you time to attend to the big features of your business—increase of sales, gaining new customers and proper management of your store—you must have system to take care of these details. System is as essential as capital. Business requires careful study and encouragement of new ideas and mechanical devices to relieve you from all unnecessary worry and detail.

A National Cash Register does not cost as much as a clerk in consideration that you pay a clerk a certain rate per week indefinitely. You pay for a National Cash Register from the small leaks which it prevents.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*

On the Square

The **Pebble** and the **Pharaoh** Cigars are made on the square, made to suit the fastidious smoker, the easy-going smoker, the tourist, the banker---anybody who desires an exhilarating, fragrant, delightful smoke. **Pebble** is for the **People.** It's the leading 5-center. **Pharaoh** is the **Favorite.** It's the leading 10-center. Direct from the maker to **you.** No unnecessary handling. Elegantly boxed. Order a supply of these when your next tobacco order is under consideration. Make a memo. this moment of the name and address.

J. BRUCE PAYNE, Limited, Mnfr., Granby, Que.

Self-Reliant

T. & B.

has never had to rely on any support. It has stood all the days of its life on its own merit. No buttress of words can uphold year after year an unstable article. **T. & B.** for you.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO CROP CONDITIONS.

REPORTS coming to hand of the condition of the tobacco crops in various districts are of value at the present time as indicating the probable outlook for future markets. In the American "Western" districts reports denote a harvest of fairly good quality, the leaf is broadening and thickening well, more sunshine is needed to perfect the ripening; cutting, however, has begun in many districts. There are complaints of damage by the early wet weather, and worms have been giving a measure of trouble. Generally speaking quality is good, but not over-abundant.

In the more "Central" districts reports are not so favorable, the excessive wet which troubled the main sections of this farming district has had a very damaging effect on the plants, suckers have made their appearance, house burning is in evidence, and consequently curing is delayed. A good deal is cut, and if fine weather continues the crop will be housed at a very early date.

About same conditions prevail in "Eastern" portions of the western belts. The crops, however, have made considerable advance during last month. Worms have made their appearance, and in the low lands there is much swamp, causing unevenness of growth. The early planted tobacco is reported good, but the late was more affected by the wet, and attacked by insects, only moderate results are therefore looked for.

In Virginia the reports are more favorable, although a good deal of anxiety has been felt, handling has been somewhat difficult on account of bad effects of the wet season. Color, however, is reported good, whilst quality is indifferent. The output is expected to be smaller than last season's in this section.

In New York State, cutting has become general, and advices have it that within a few days the major crop will be harvested. The acreage under cultivation in this State is scarcely more than half of last year. Owing to the difficulties in cultivation, many farmers plowed up their fields for other crops.

In the Connecticut Valley reports are much more favorable, a few days will finish the harvest, which is acknowledged to be a very fine crop.

The New England tobacco crop gives promise of turning out very good in quality, although a definite and final decision cannot be arrived at until the final cure. The result per acre promises to be good, some experts saying in advance of last season.

The general conditions throughout would rather denote a fairly full crop of only fairly good quality, with good color, and at prices about same range as last year.

CALCUTTA CIGARETTE FACTORY.

DURING the year ending June 1905, Calcutta imported upwards of 584,000,000 cigarettes, 385,000,000 of which were imported from Great Britain, the remainder mainly from China, Egypt, and U. S. The habit is increasing rapidly and has evidently rooted itself into the Indian customs, so much so that a syndicate has been formed who are erecting a small plant at Calcutta for the purpose of manufacturing the faccinating cigarette, and propose to use native grown tobacco for the purpose.

TO PRESERVE TOBACCO STOCKS.

A DEVICE has been perfected by a company in Indianapolis which it is claimed will make it possible for cigars and tobaccos to be kept on display for several weeks without losing flavor or becoming dry.

The invention consists of a cigar display case and wall case that is perfectly air-tight. The case is very handsome in design and manufacturers say they will supply a long felt want for tobacco dealers.

The bases of the display cases are faced with a bevel plate and opal glass lined with two thicknesses of waterproof paper and filled with granite rock wool. This, it is claimed, makes a complete insulation. The base is made of a peculiar kind of glass that is easily cleaned and will not scuff.

The top of the case is made with two thicknesses of bevel plate glass, there being an air space of about three-fourths of an inch between the glass surfaces. The lids open upward. The interior of the upper section is fitted with a series of moisteners, which are circular in shape. The moisteners are lined with granite rock wool and will retain water for three months without being redampened.

The moisteners are set directly under the case lids. In opening the case a fresh supply of air rushes in and as the lid is lowered it forces a current of air down upon the water laden tubes. It is claimed that a current of moist air will be forced down through the case every time it is opened and shut. Owing to the peculiar construction of the invention, no air can get in or out as long as the doors are unopened.

The interior of the storage compartments of the cases is arranged so that one brand of tobacco may be handled without affecting or touching other brands.

S. AFRICAN TOBACCO IMPORTS.

According to statistics prepared by the Director of Customs at Pretoria, British South Africa, and published by the Department of Commerce and Labor, the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

importations of cigars, cigarettes and tobacco into the Transvaal during the year 1904 were as follows: 3,733,720 cigars, valued at $89,180; 44,188,950 cigarettes, valued at $148,620; 183,782 pounds of manufactured tobacco, valued at $72,915; and 460,078 pounds of unmanufactured tobacco, valued at $58,618. During the year 1903 the importations were as follows: 3,531,650 cigars, valued at $85,542; 33,247,150 cigarettes, valued at $124,605; 88,124 pounds of manufactured tobacco, valued at $47,275, and 397,614 pounds of unmanufactured tobacco, valued at $49,570.

During the year of 1903 the values of the exports of all kinds of tobacco from Great Britain to her South African colonies were as follows: Exports to Cape Colony, $459,146; to Natal, $184,925; or a total of $644,071.

TOBACCO LEAF EXTRAORDINARY.

A farmer six miles east of the city of Orson Coon is raising twelve acres of tobacco which in size and quality is far superior to the general run of Southern Wisconsin leaf. Many of the leaves are a yard in length and average in width between a foot and a half and twenty inches. The fields are all of excellent quality and very even stand. It is believed that the crop will run at least 2,800 pounds to the acre. Mr. Coon, the farmer referred to, has two acres from Cuban seed, with which he has had much success and in this crop he takes particular pride. He holds the reputation of growing the best grade and of taking care of his fields in excellent style.

U. S. EXPORT TOBACCO.

There is a very marked decrease in the export of leaf tobacco from the U. S. for the past eleven months. There has been a falling off of upwards thirteen million pounds in that period, practically due to decline of trade with Great Britain and Europe. Exports have increased in other channels, notably Canada, Japan and France, but not in sufficient quantity to counterbalance the decrease referred to. On the other hand the imports of tobacco in the U.S. have materially increased by some eight million pounds, thus pointing to an enormous increase of domestic consumption, seeing that the home grown tobacco reports denote an upward tendency in productions.

DANGEROUS FEED ADULTERANT.

THE Pennsylvania Experiment Station has made a report upon a sample of bran submitted to it for examination by a Westmoreland county farmer. His cattle refused to eat it and his hogs that ate it sickened and died. An examination of the bran showed that it contained rice hulls, and the effect on the hogs and the sickening of such cattle as ate the stuff was explained.

The dangerous character of rice hulls or chaff as a feed ingredient is probably not fully realized. The stuff is practically without nourishment. The fiber is 34 per cent. The ash is over 18 per cent. It is the lowest in protein of any of the adulterants, containing only about 2½ per cent., and only a trace of fat. It is about one-seventh the feeding value of bran. Sawdust and sand would make quite as nutritious a duet as rice hulls. For purposes of nutrition they are worthless.

But they are worse than worthless; they are positively dangerous. This Pennsylvania farmer is not the first who has lost stock through ignorance of the character of the feed given them. The hulls contain sharp particles of silica, which is sand, that are irritating to the stomach and intestines of animals, producing sickness and death. In the South, where attempts were first made to use rice hulls as a stock food, the attempt was immediately given up, as it was seen that cattle and hogs died from the effects. Since then rice hulls have been used as an adulterant by ignorant or unscrupulous people.

In some localities millers have shipped in bran and found it adulterated with rice hulls. No miller can afford to be ignorant of the true character of this material or the means of detecting it. This last is easy. The unaided eye, a low power glass or even the feeling of the mixture will reveal the presence of rice hulls. They are almost as much a mineral as a vegetable product. Their use as a feedstuff should be prohibited by law in every State, as is already the case in Texas.—American Miller.

PEDDLING BREAD IN CHINA.

AMONG the many curious sights in China, none present stranger aspect to our eyes than the bread peddlers and their methods of disposing of their wares. They carry their stock in trade about with them, either in oval boxes strapped to their backs, or in two boxes depending from a yoke across the shoulders, or on trays held by a strap hung from the neck and carried in front of them.

In the city of Tien-Tsin these street vendors offer three different kinds of bread for sale. Two of these are twisted in oval shape, and the third is a thin, crisp cake sprinkled with seeds of sesame. But the peddler's bread is not more curious than his method of selling it, for it is frequently disposed of by raffle, for which purpose he carries three dice, held in a little dish.

In Peking, the capital of the Celestial Empire, the bread peddlers generally come from the province, mostly from Shan-Tung. They are called po-po sellers. Their street cry, "Yao-chin-mantoa" (Can I sell you a pound of bread?) is often heard until late in the evening.

Their bread is made of wheat flour and baked in hot vapors, distinguished from another kind which is baked in hot pans. They also sell several varieties of po-po, or baked goods, a special favorite with the Chinese being an oval oil cake made of the very best flour and usually eaten with pork, sausage or liver.

The Mahometans in China have a reputation for good bread, and evidently wish to be known as pure food advocates, for in order to enable customers to distinguish their wares from those of other vendors they ornament their carts or boxes with the Moslem emblem. This consists of a vase containing a branch of the olive tree, on the top of which is perched the Mahometan cap. On each side of this design is inscribed the motto "Pure and true Islam."

These Mahometan peddlers also sell a kind of patty filled with a mixture of meat, vegetables, oil and sago. Another of their products, which is called "la shouting ya chakuei," is a large roasted cake or dumpling baked in oil.

Many of these Chinese confections are much more appetizing than one would imagine from the description, but, like many foreign dishes, the taste for them must be acquired by cultivation before they can be thoroughly appreciated.

The average Chinaman eats very little bread prepared according to American formulas. Consequently, the bakery and confectionery shops are few and far between. Like all other stores in China, they are open in front, with no partition to protect them from the heat or cold or the dust of the streets. Wooden shutters are used to close them up at night.

One finds practically the same wares at the bakers' as the bread peddlers offer for sale. Among them is one special kind of cake having the figure of a hare imprinted on it, which is eaten by the Chinese in honor of the birthday of the moon. As soon as the festivities celebrating this anniversary are over the cakes are withdrawn from sale and are not again displayed until the next moon birthday, which corresponds in season to our Easter.—Living Church.

ELECTRIC ADVERTISING.

The most up-to-date electric advertising sign we have yet had the pleasure of seeing is one on front of E. W. Gillett Co.'s new factory, corner King and Duncan streets, Toronto, and no doubt many visiting merchants during the period of this year's Exhibition noticed the sign in question. The company make their own electric current, and must be complimented on the fine electrical display made every night during the Exhibition.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Sept. 14, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

"Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
¼ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2½lb.	10 50
4 doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 80
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 25
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	3 25
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 23

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

150 YEARS' EXPERIENCE

WHOLE FRUIT STRAWBERRY JAM

With 150 years' experience, and the best garden strawberries that are grown in England, BATGER & CO. are to-day making STRAWBERRY JAM that is known for its delicious flavor and preservation of the fruit in its natural form. Not a jumble of sugar and crushed fruit, BUT every strawberry WHOLE and DELICIOUS. This is one reason why Batger's is a good seller.

ROSE & LAFLAMME
MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	per doz.,	$ .90
1 " "	4 " "	"	2.40
½ " "	2 " "	"	4.75
1 " "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼ s to ½ s	0 28
Mott's breakfast cocoa, ¼ s	0 38
" " " ½ s	0 35
" No. 1 chocolate, ½ s	0 30
" Navy " ½ s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c..

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

The basis of all profitable business is ***Confidence***—

confidence in the quality of

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared Corn"

has made them indispensable household necessities. The Grocer that sells these lines sells ***Canada's Best.***

For Sale by All Jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 2[illegible]
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 [illegible]
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

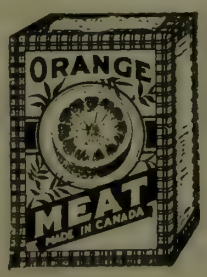
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham 4-lb. jar	per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	0 25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand,	8oz., cases, 120 pkgs.	$3.00 case.
"	10 oz., cases, 96 pkgs.	
"	16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

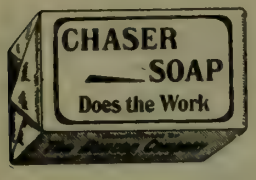
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box, 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

Bee " brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg, " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

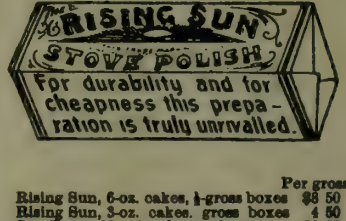
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0 4, bxs., ea. 3 dz.	38
Enameline No. 0 6, bxs., ea. 3 dz.	65
Enameline liquid, bxs, ea. 3 dz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

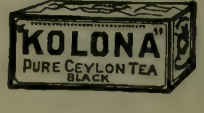
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

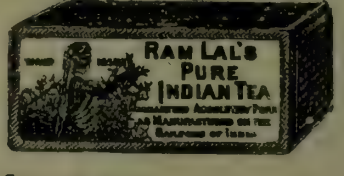
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / 30 1-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 26
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 30	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19½
" XXX 30-lb. "	0 20½
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 05
Gillett's cream yeast, 3 doz		1 05
Jersey cream yeast cake,	s. 5c.	1 00
Victoria	doz. 5c.	1 00
"	3 doz. 10c.	1 00

NOT HOW CHEAP

But how good is the guiding principle in making

SOUTHWELL'S

Jams and Marmalade

And the verdict of time upholds every claim made for them.

It does a grocer good to sell Southwell's goods.

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FRANK MAGOR & CO.

Canadian Agents

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It is absolutely healthful
It is absolutely inimitable

In three strengths.

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sells every time.

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TILLSONBURG, ONT.

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For Retailing

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Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

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Where to Buy Teas.
Is it Wise to Place an Importation order?
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

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is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That mean's business for you in Wethey's Mince Meat. Are you well stocked?

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STANDARD PEELS

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With the BEST TRADE

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Is a popular hard sweet biscuit, at a moderate price.

Try a tin with your next order, it is a money maker.

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TORONTO and MONTREAL. Limited

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We do claim that our Jellies are better than any other, and they **should be** because we have been making Jellies for years and give particular attention to their uniform purity.

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Works: Manchester, England.

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GET IN YOUR SUPPLY

PEACOCK BRAND MINCE MEAT is delicious. Marvellously low in price. If you will send in a trial order to-day, we will see that you get the goods quickly. Send along the order.

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is none too good for Canadians.

"TYNE" Brand Scotch Herring

are the best that can be packed.

Packed by specialists.
Finest quality only.

NOTE.—Specify the brand when ordering.

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"EXCELSIOR" PICKLES

Sound pickles perfectly packed in bottles with very showy labels. Preserved in genuine Malt Vinegar which is brewed by the Messrs. Hannah themselves. Pickles of high quality at a low price.

Pickles that sell and continue to sell!

Sold by leading wholesalers.

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These are prepared from the Finest Selected Whole Fruits, and NOT from imported Fruit Skins from which the Essential Oil has been extracted.

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is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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Single and Double Grinders

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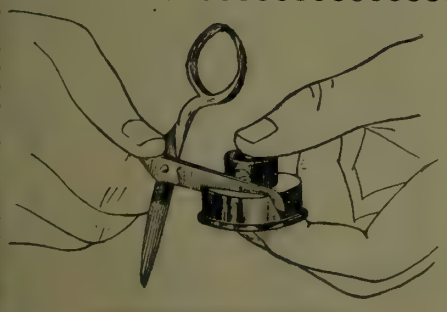

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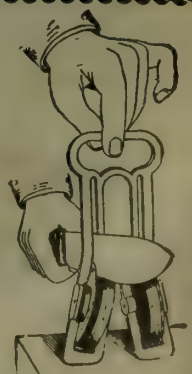

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No other grades will please them. There is something so distinctly satisfying about them that every person of taste must like them.

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Are you selling it?

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Flett's Pickles don't vary in quality. There is but one grade—the best. Its standard never varies. Your customer soon notices this.

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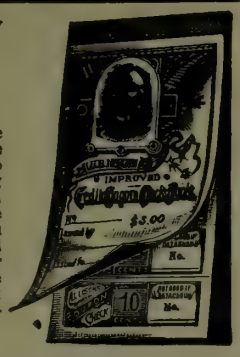

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WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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For bicycles, firearms, candlesticks door plates, taps, nickelware—in short, metal surfaces of all descriptions, use

YORK

Metal Polish, Liquid or paste. Quick, clean, brilliant. 10c. and upwards.

Sample Free.

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Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

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No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

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Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

QUALITY*—*The keynote throughout

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All Orders Lead to CEYLON TEAS

A Study In TEAS

Find the Merchant who has not heard of the unrivalled qualities and matchless virtues of

CEYLON TEAS

All Orders Lead to CEYLON TEAS

You'll Have to Hurry!

NEARLY ALL SOLD!

Sent for approval. If you keep it send $1.00; If you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
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TRADE MARK.

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

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These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples

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DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

Holbrook's

WORCESTERSHIRE

Sauce

PAYS 40% AND

is the Premier of the Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

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You're adding new lines, why not the cough cure and tonic

SYRUP OF MALT EXTRACT OF MALT?

This is a grocer's trade—*your* trade.

A Sample is yours

GEO. SLEEMAN, Guelph, Ont.

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder

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Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

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By H. L. G. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

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By W. W. Thorne

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If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Price, $3.00 Post Paid, Bound in Half Leather

The MacLean Publishing Co. Limited
Toronto Montreal Winnipeg

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

Now That Prices Have Been Made

You can figure out just about how many cases of

Corn and Tomatoes

you can handle in the coming season—supposing you get them.

You can also figure on doing about 25 per cent. more canned goods trade with

Old Homestead Canned Goods On Your Shelves

than with any other brand or brands.

The reason for this is simple. Old Homestead Canned Goods are incomparably the best on the market any way you take them.

The public are quick to recognize quality, especially when combined with an attractive appearance - Old Homestead Goods have both.

You can't boom your canned goods trade in any better way than by making Old Homestead Brand your specialty.

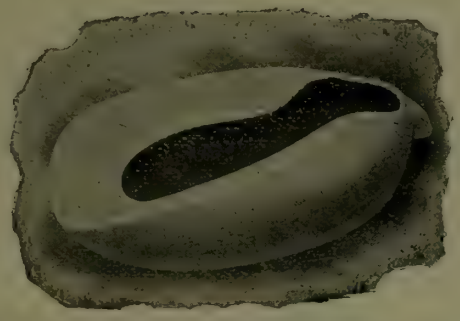
Don't delay. Get your order in right away.

If your wholesaler can't supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

CUT THIS OUT

B. H. M.

AND KEEP IT FOR REFERENCE

TO REMIND YOU

THAT

WHEN YOU NEED CROCKERY

IT WILL PAY YOU TO WRITE

BARNARD & HOLLAND CO.

MONTREAL

WHEN YOU VISIT MONTREAL CALL AND SEE US

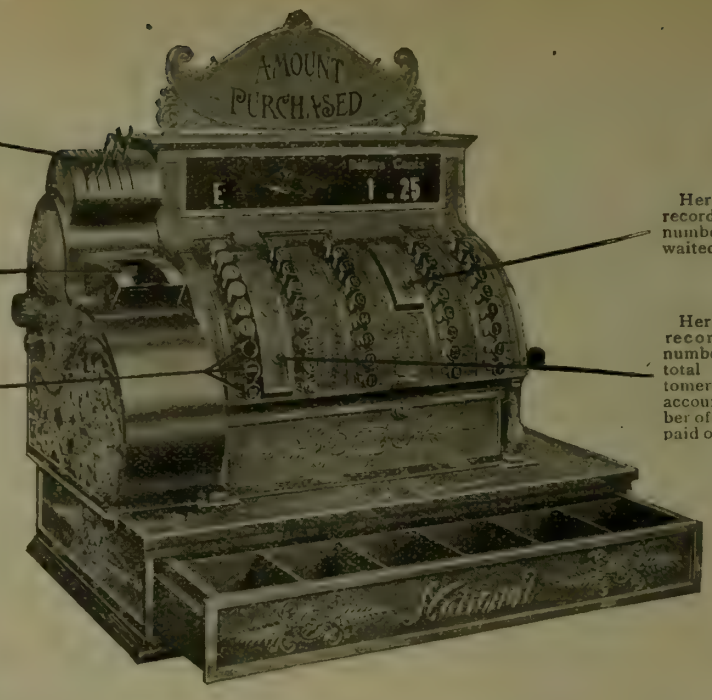
SAMPLE ROOM: CORISTINE BUILDING

COFFEE COFFEE COFFEE

Now is the time to start right to secure your share of the Coffee trade. You will make no mistake if you order our "Java" Blend at 18 cents, or "Queen's Blend" at 28 cents. These blends are carefully selected, and we believe no better than "Queen's Blend" can be purchased.

To encourage mail orders you can deduct $1.00 from your invoice if you order a 50-pound tin, besides your cash discount of 5 per cent. Write now.

Standard Spice Mills, Hamilton, Ont.


These levers keep track of credit customers. Also keep lot and size, stock numbers or cost and selling prices.
Here under lock for proprietor is printed record of every transaction, including cost and selling prices, lot and size numbers, etc.
Improved way of handling the credit sales, money received on account and money paid out. Makes it impossible to forget to charge.
AMOUNT PURCHASED
Here under lock is record showing total number of customers waited on each day.
Here under lock is a record showing total number of charge sales, total number of customers who paid on account, and the number of times money was paid out during the day.

DECIDE today that you will let automatic machinery take care of your greatest troubles. You cannot afford to waste time and energy doing things that a machine will do.

National Cash Register Company Dayton Ohio

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC **Montreal** **OTTAWA**

SINGLE REFRIGERATOR CABINET

—FOR—

Cheese, Cooked Meats, Delicatessen, Etc.

A handsome cabinet, fitted with either disc or square cutting board, that can be used to advantage in every

GROCERY, MEAT and PROVISION STORE

Write for "AUTOMATIC CHEESE CABINET" FOLDER

THE WALKER PIVOTED BIN & STORE FIXTURE CO.

516 BOARD OF TRADE, - TORONTO, ONT.

FACTORY: BERLIN, ONT.

Bound to Keep in the Lead

A winning team for every grocer to sit behind.
Modern conditions of life are making the use of ***CONDENSED MILKS*** more and more a necessity, and

BORDEN'S

"EAGLE" BRAND CONDENSED MILK AND "PEERLESS" EVAPORATED CREAM

are the best you can recommend to your customers. Stock them.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Olawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

You may be sure of having

GOOD COFFEES
GOOD TRADE
GOOD PROFIT

If you sell Chase & Sanborn's High-Grade Coffees

CHASE & SANBORN

The Importers, Montreal

PARADISE AND HAYCASTLE CURRANTS

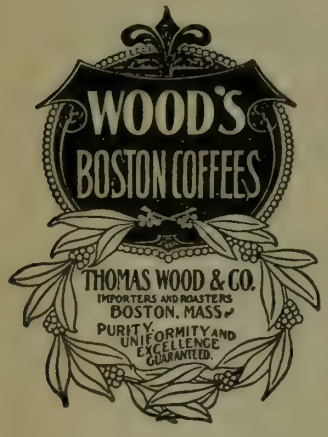
Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



THE TRUE COFFEE

Never flinches in Peace or War.

If treated wrongly, the best Coffee berry is like a spoiled child and rebels. It produces something not fit to drink.

The great sustaining power of

WOOD'S COFFEES

is due to the scientific handling of the best berries grown in the Coffee zones of the world. The most delicate and fascinating equally with the most strenuous qualities are developed.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

Mathieu's Nervine Powders

are the favorite for all Nerve and Head pains

They are a combination of the best remedial drugs.

They are accurately and scientifically made.

They are not injurious, and leave no after effect.

They afford quick and permanent relief.

Each 25c. package contains 18 powders.

They offer a good percentage of profit, and they never become dead stock.

Reasons why you should stock them.

The above reasons apply to

Mathieu's Syrup of Tar and Cod Liver Oil

which is the most effective remedy for sudden chills, colds, etc.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

RAISINS

New Valencia

Early Shipments due this week.

Place your order with us now and ensure prompt shipment.

Price and Quality Guaranteed.

Warren Bros. & Co.

35-37 Front St. East

Toronto

Western Association News and Topics

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

IN this week's issue The Grocer is pleased to be able to present further evidence of the substantial progress which is being made in the association work. Through the courtesy of Secretary Coulson, who, although very busy promoting the organization in the country, always finds time to keep this paper informed, we are able to publish this week the following lengthy and encouraging list of new members secured in the last three weeks:

Hamiota.—J. Arnovitch, Ovans Bros., Wm. Chambers, Geo. Elliott, G. L. Thomas, Brady & Moore.

Harding.—Reed & Spence, Fred Dundas.

Bradwardine.—A. E. Fensom, Butler & Cascaden.

Lenore.—Carscadden Bros., Alf. Fulcher.

Westwood.—Geo. Brown, H. Bicknell.

Forrest.—Clifton Watkins.

Carnegie.—W. A. Pierson.

Miniota.—Jas. Forsyth & Co., A. Ross, W. L. Hodnett.

Arrow River.—W. L. Hodnett.

Crandell.—Brown & Warren, James Todd.

Pendennis.—Chas. Fox, O. L. Stewart.

Kenton.—E. W. McLean, S. T. Atkinson.

Wellwood.—C. E. Titus, Dalton & Co., E. Beeman.

Eden.—S. Patmore, Kerr & Graham.

Arden.—McCamis & Boughton, E. G. Hipwell.

Neepawa.—J. Brown Co. Limited, J. A. Clare, A. E. Fremlin, J. E. Fulton, Tritt & Shragge, J. V. Smith & Son.

Gladstone.—A. W. White, Galloway Bros., S. Schooley, Broadfoot Bros.

Birtle.—Miller & Co., H. A. Manwaring, J. Walley & Son, Hougle & Wickware.

Rossburn.—Hougle & Wickware.

Fox Warren.—Baker & Peters, Henry Leckie, J. M. McCrindle.

Franklin.—J. D. McDiarmid, A. M. Anderson.

Minnedosa.—Howard Leslie, N. Nystrone, Campbell Bros., Dickson Keyghley, J. D. McDiarmid, Wright & Co., Phelps & McCormick.

Clanwilliam.—J. D. McDiarmid, J. Brown Co.

McKenzieville.—E. Downton.

Brookdale.—J. W. Miller.

Rapid City.—Le Page Bros., Murray & Beattie.

In every respect the above list is highly encouraging and Secretary Coulson is to be congratulated upon the thoroughness with which he is doing the work. In one or two places the organization was delayed for a long time by the fact that not all the merchants were willing to join. It would have been foolish to have hurried on to other towns leaving the work only partly finished, for the success of the movement depends upon the united effort of every general merchant in a town.

Manitoba readers who are familiar with the towns included in the above list will appreciate the thoroughness of the organization in these towns. All qualified to join the association in these towns are now members.

* * *

During the last three weeks Secretary Coulson has been at work in the towns on the Hamiota, Lenore and Yorkton branches. In all places above Minnedosa on the Yorkton branch and in all the towns on the Hamiota and Lenore branches the stores have been handling tobacco at less than cost. As a result of the visit of the association organizer the merchants have come together, have seen the folly of their action, and have decided upon a definite, united course of conduct. On the 12th of September, the following notice was posted up in all the stores in the Hamiota-Lenore district:

"Notice.

"Owing to the advance in the price of tabaccos, we, the undersigned, are compelled to sell tobacco from this date until further notice at the following prices: T. & B., 3s, 30c; T. & B., 4s, 25c; T. & B., 9s, 10c; Briar, 10c; Prince of Wales, 10c; Lily, 10c. All other 10c packages and plugs to be sold at 10c straight. Signed:

"Hamiota.—Wm. Chambers, Geo. Elliott, Ovans Bros., Brady & Moore, G. L. Thomas, J. Arnovitch, P. Heddesheimer.

"Kenton.—S. T. Atkinson, E. W. McLaren, F. L. Cook, Barr Bros.

"Oak River.—E. H. Glinz, Wankel & Barr, Hess & Cochran, H. Parker.

"Miniota.—W. L. Hodnett, A. Ross & Co., J. D. Forsyth & Co.

"Harding.—F. C. Dundas, Reid & Spence, Jno. Adcock.

"Bradwardine.—A. E. Fensom, Butler & Cascaden.

"Lenore.—Carscadden Bros., Alf. Fulcher.

"Crandell.—Brawn & Warren, James Todd.

"Pendennis.—Chas. Fox, O. R. Stewart.

"Westwood.—Geo. Brown, H. Bicknell.

"Carnegie.—W. A. Pierson.

"Forrest.—Clifton Watkins.

"Arrow River.—W. L. Hodnett."

A similar notice has been posted up in Birtle and Foxwarren signed by the following merchants:

Birtle.—Walley & Son, H. A. Manwaring, Hough & Wickware, Miller & Co., I. Fitzpatrick, M. Chubb, L. C. Cann.

Foxwarren.—Barker Peters, H. Leckie, J. M. McCrindle.

* * *

On Wednesday of last week a successful meeting was held in Hamiota of the merchants in the Hamiota section comprising the towns of Hamiota, Kenton, Oak River, Harding and Bradwardine. Secretary Coulson attended the meeting, the object of which was to organize thoroughly that part of the country into a separate section. Prices were arranged on staples and produce and the agreed prices will be maintained throughout the whole of the Hamiota section.

The credit evil came in for thorough discussion and a decided stand will be taken by the Hamiota section on November 1st.

The gathering also discussed the compiling of a "dead beat" list for the section in order that each merchant may know how much is owed the various stores by those whose credit is not the best. Merchants will thus have a guide in the granting of credit during the credit months and in the worst cases all will stand together and refuse any credit whatever.

* * *

Similar organization has been effected in the Gladstone and Neepawa sections. The former comprises the towns of Gladstone, Plumas, Ogilvie, Keyes and Woodside.

A comprehensive schedule of prices on staples has been adopted to go into force at once. Mr. Collins of Galloway Bros. was appointed secretary for the Gladstone section.

The Neepawa section comprises the towns of Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare has been elected secretary of this important section and the organization has been thorough. A scale of prices practically the same as that obtaining in Gladstone has been adopted.

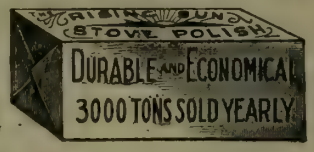
* * *

Last week saw the organization of the Hamiota, Lenore and McGregor branches completed, and this week the organizer is turning his attention to the Yorkton branch where there is much work to be done. Readers of The Canadian Grocer will be kept advised of the progress made in that important section.

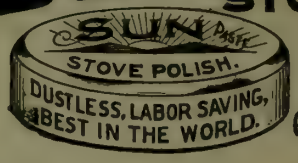
* * *

Secretary Coulson writes that the time seems ripe for a strong effort toward the curtailment of credit. The proposal to shut off all credit on November 1st is being enthusiastically received by merchants in all parts of the country, and, moreover, it has the hearty endorsation of the wholesale interests. Any dealer who undertakes to adopt the association remedy and violates his agreement, thereby causing trouble for his neighbors, will lose the favor of his wholesale house—an important consideration. This is an aspect of the question which will be considered at length in next issue.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

NOTES WORTH NOTING.

The shutting down of a great many of the small lumber mills in the Haliburton, Ont., district is having a serious effect upon the villages in that district. Many of the small stores are obliged to curtail their orders on account of the serious fall-off in trade through the shortage of money in the district, several hundred families being affected by the lack of employment.

* * *

The Keewatin Flour Milling Co. have just signed a contract for machinery equipment to the value of nearly $225,000, the greater part of which will be made in Canada by the Allis-Chalmers-Bullock Limited. The mill is to be one of the largest on the continent and will be capable of a 4,000-barrel capacity per diem. Provisions are being made, however, by the company for an emergency output of an additional 2,000 barrels. The power will be derived from the Lake of the Woods and electricity will be used wherever possible for the operation of the plant.

* * *

The construction of the two elevators at Rossburn, Man., is being hurried forward and they are expected to be ready to store this year's crop. The elevators will be a great convenience to farmers in the vicinity and will save the time formerly taken in hauling to Solsgirth, Kelloe and Shoal Lake.

* * *

Mr. W. H. McPhee, Hamilton, Ont., has been appointed Inspector of Foods for the Toronto district. Heretofore the Ontario districts have been worked from the head office at Montreal. The duties, however, have been too onerous, and a new system has been inaugurated culminating in the aforesaid appointment. Mr. McPhee will have charge of Hamilton, Toronto, Guelph and also the counties of Simcoe, Peel, York, Ontario, and the districts of Muskoka, Parry Sound and St. Catharines. The duties are to travel the different districts and make purchases of any foods suspected of adulteration, samples of which are forwarded to Montreal for analysis and reporting, and if found necessary prosecutions instituted.

* * *

The Horticultural Society of Hamilton opened on the 13th inst. their annual exhibition. The Lieutenant-Governor of Ontario, the Hon. W. Mortimer Clark, was in attendance for the opening ceremony. The show was a very fine one and far surpassed any previous year's exhibition. From the standpoint of beauty, attraction and artistic display the show was the greatest possible success. There were upwards of three times the number of entries of last year, the greater part of the floral exhibits being from Hamilton and nearby districts. The fruit, however, which comprised apples, grapes, peaches and pears of every variety and size, was brought in from the Niagara Peninsula and a selection from the Ontario Agricultural College.

* * *

The Shefford Fruit Growers' Association held their annual exhibition at Granby on the 14th and 15th inst. New buildings have been erected at an expense of nearly four thousand dollars. The prizes aggregated about $1,200 and were paid to the winners on the spot. The competition was open. The attractions included a horse show, with special prizes.

* * *

Mr. F. M. Cockrell, the son of an ex-Senator in the United States, has invented a sugar cane cutter, which, if successful, is likely to revolutionize the sugar planting industries, and at the same time to bring considerable profit to its inventor. The machine, it is said, will do the work of more than a hundred men. It cuts, strips, and tops the cane, and experts who have seen it at work describe it as a mechanical marvel that promises as much for the sugar cane industry as the cotton gin has done for the cotton trade.

* * *

Advices from Chicago state that October 2nd is mentioned as the probable date for trial of the twenty-four packers and lawyers of corporations, under charges of combining to restrain commerce, accepting rebates, and interfering with Government witnesses. This action has quickly followed President Roosevelt's declaration that the prosecution of packers would be proceeded with.

* * *

The Canadian Minister of Marine, on his forthcoming visit to the Gulf, will make a call at Seven Islands, the headquarters of the Quebec Steam Whaling Co. The company has been encouraged by the success of the whaling industry off Newfoundland and has established a large plant at Seven Islands with every indication of making the business pay. Although somewhat late commencing operations this season the whalers of the Quebec company succeeded in killing twenty-three whales in twelve days. One whale alone gave 87 barrels of oil.

* * *

Russia is entering the lists as a tea-growing country, and the plant is being grown with satisfactory results along the shores of the Black Sea. The product of the 8,000 acres now under cultivation is being sold at an equivalent of 5d. per lb., which does not seem excessive.

* * *

If the reports of frost damage to the next crop of coffee in Brazil are confirmed, it means a second year of total production far below annual requirements and thus prospects of higher values.

* * *

Recent despatches from Lahore state that a part of the village of Bundla, near the Bundla tea estate, in the Kangra district, has been washed away by a flood caused by the natural obstruction of a watercourse by soil displaced by the recent earthquake. Three persons were killed and six others reported missing. Great damage was done to the crops.

* * *

It is said that the Canadian Pacific Railway Company is turning out of their workshops one box car every 25 minutes, and an engine every seven days in rushing preparations for the Fall wheat trade.

* * *

A man in Cleveland who had to take eggs from a cold storage plant and load them on a truck which stood in the hot sun, has gone insane because of the constant and sudden changes of temperature in which he had to work.

* * *

Recently a lobster in one of the aquarium tanks in England cast his skin. The process lasted about half an hour. A split appeared in the thin skin just in front of the first joint of the tail (abdomen), and through this opening the lobster slowly withdrew the forepart of his body, legs and feelers. Then with a jerk the tail was withdrawn. The old skin was left intact and absolutely perfect.

* * *

As the result of the successful scheme of "partnership benefits" for their employes which John Knight and Sons, Limited, London, Eng., soap makers to the King, have adopted the whole of the company's staff, clerks and travellers are to receive three weeks' extra wages

ASK US FOR

Freshly Seeded California Raisins, 16 and 12 oz. packages.

New Valencias Empire Codstrips Bluenose Cod

Half Bbls. Labrador Salmon Half Bbls. Labrador Herring

E. D Smith's Pure Preserves, Jams and Jellies—also Bottled Fruits, pts. and qts.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON, Ont.**

NOW READY FOR SHIPMENT

T

PEAS
BEANS
CORN
TOMATOES

The finest selection of goods on the market.

Every tin guaranteed.

Labels being artistic in design and color will assist in making any store attractive.

JAMES TURNER & CO., HAMILTON

No mechanic can do good work with poor tools—

No housewife can turn out good laundry work with poor materials—poor soap, poor starch or poor Blue—

If you want your customers to be supplied with the ***best Blue on earth***—sell them

BLUEOL—the only "Never-streak" Blue made—

Try a box with your next order. Every jobber sells it. Pays you well to handle.

J. M. DOUGLAS & CO., - MONTREAL

"NONPAREIL BRAND"

We have just received a car of **"Nonpareil Brand" Prunes.** These goods are the finest quality. Boxes—25 and 50 lbs. Sizes $^{50}/_{60}$, $^{60}/_{70}$, $^{70}/_{80}$.

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

GOOD!
MACLAREN'S IMPERIAL CHEESE
to the very last bit.
From the opening of the jar to the last morsel you scrape from the bottom,
MacLaren's Imperial Cheese
retains all the delicacy of flavor and rich creamy taste that makes it the perfect table cheese. The opal jar in which Imperial Cheese is put up keeps the cheese always as pure and sweet as it was when you broke the seal—never becomes hard or dry. And the fresh, clean, inviting look of the jar itself gives it an appetizing appearance on the table.
Imperial Cheese is ideal food, for it combines the highest percentage of nutrition with a taste so delightful that one wishes there were more such dainties.
From 10c the jar up; at all grocers
A. F. MacLaren Imperial Cheese Co., L't'd
Detroit, Mich., and Toronto, Canada

For sale by all Grocers throughout the world.

as their share of the profit. When the scheme was adopted it was arranged that a division of the profits beyond a fair percentage as return on capital should be made. The latter was fixed at 6 per cent., and it is as the result of the year's trading that the employes now benefit.

* * *

The American Cereal Co., Peterboro, are on the point of commencing extensions to their present factory at a cost of some $35,000. The present building is already some four stories high but an additional story is to be added and the internal arrangements completely reorganized, thus materially increasing their possible output.

* * *

The American Pure Food Co., New York and Montreal, are putting on the masket a new starch to be known as the "Japanese Starch." It is manufactured by a new process and is the result of many years experimenting.

* * *

Every year the American meat trade at Birkenhead, England, increases, and it has now attained enormous proportions, involving about $75,000,000 per annum.

* * *

Slaughter-houses at Vancouver, B. C., have been given notice to abate all nuisances.

* * *

Plans and estimates for a public abattoir at Vancouver, B.C., have been called for.

BUSINESS PERSONALS.

J. Groves, Gravenhurst, Ont., is spending a few days in Toronto and Niagara Falls.

* * *

Wm. McClelland, Niagara-on-the-Lake, reports an excellent run of trade during the past season.

* * *

M. Mansfield, Kinmount, Ont., has unfortunately had his store burnt out during the past week.

* * *

C. Lowrey, Queenston, Ont., is having an excellent run of trade, being very busy shipping fruit to all points.

* * *

J. S. Creed, Halifax, N.S., general agent for Canada for Lipton's jams and pickles, was a caller at the Toronto office of The Canadian Grocer last week.

* * *

Geo. Lawson Johnston, a prominent director of Bovril Limited, accompanied by his wife, is journeying through Canada on a return visit, he having lived here for some ten years during his earlier days. His Canadian trip is expected to last till late in October or early November.

* * *

O. Lefebvre, proprietor Ocean Mills, Montreal, was in Rouse's Point, N.Y., this week in order to remove his place of business from there to a new store which he has opened in Boston.

* * *

Harry Winchester, salesman for Carvell, Rattenbury & Messervey, has been appointed general manager of the Charlottetown Condensed Milk Co. in succession to Mr. Lockhart, resigned. Mr. Winchester enters upon his new duties at once and will bring to his position a large amount of active business experience founded on a good business education. The appointment, which is a very important one, will be received with much satisfaction by his many friends.

* * *

W. J. French & Co., Beaverton, Ont., have greatly enlarged their premises to make room for carrying an increased stock. They have now a very fine store.

* * *

Capt. Fred Hamilton, of the F. J. & C. S. Hamilton Co., Port Credit, has now returned from his Northwest trip and settled well down to business. He has received great benefits from his trip, both from a health and business point of view. He looks in the pink of condition.

* * *

Mr. Sanderson, of Bruce & Sanderson, Parliament street, Toronto, has returned after an extended trip of two months to British Columbia and the Coast. Contrary to the expectation of his friends, he was not accompanied by his expected bride. It is understood, however, that he will have something to report on that subject in the near future.

* * *

John Ham & Sons, general merchants, Coboconk, Ont., have built a fine new creamery which they are running in connection with their store. The present success augurs well for the future of this creamery.

* * *

Peel Bros., general merchants, Victoria Road, Ont., have built an addition to their premises and thoroughly renovated. They have now an up-to-date store and every convenience.

* * *

J. W. Wilson, Orillia, is about completing his new block of premises and

SEEDED RAISINS

The price of new crop fruit will be very high—almost prohibitive. We have a limited quantity of last year's seeded, 12 and 16 ounce, in excellent condition, which we offer at very attractive prices. This is a chance for quick buyers.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

expects to move his business into one of the stores in a few weeks.

* * *

The death occurred suddenly in Winnipeg on Monday afternoon of Mr. John A. Webber, a popular traveler of the firm of Bright & Johnston. Mr. Webber was widely and favorably known in the west and the fruit trade of the west will hear of his sudden death with profound regret. Mr. Webber was unmarried.

* * *

Fire recently destroyed upwards of 3,500 lbs. of bacon at the plant of the Vogel Meat & Packing Company, Edmonton, Alberta.

* * *

The death occurred suddenly in Winnipeg on Monday afternoon of Mr. John A. Webber, a popular traveler of the firm of Bright & Johnston. Mr. Webber was widely and favorably known in the west and the fruit trade of the west will hear of his sudden death with profound regret. Mr. Webber was unmarried.

* * *

Mr. W. A. McKay, advertising manager for Codville & Co., Winnipeg, spent a pleasant holiday last week in the country and incidentally did some duck shooting.

* * *

Mr. P. Johnson of Campbell Bros. & Wilson, Winnipeg, was out of the city for several days after the opening of the shooting season.

* * *

Mr. James H. Butler, formerly representing McMahon, Broadfield & Co., Toronto, has joined the traveling staff of Gowans, Kent & Co., Toronto, covering his old territory in Eastern Ontario. He is well known to the trade, popular, and a hard worker, and should do a good trade for the great Toronto crockery and glassware house.

* * *

Mr. Charles E. Moyle, sales manager E. W. Gillett Co., Limited, Toronto, left for the coast last Tuesday on a business trip. Mr. Moyle is covering the territory lately looked after by Mr. D. H. Bissell, who has severed his connection with the company. He will take in Edmonton, Calgary, the Kootenay District, and the Crow's Nest Railway points.

* * *

Mr. W. H. Blewett, representative of the Blue Ribbon Tea Co., in the Eastern Townships, Quebec, and Mr. G. F. Campbell of the same company honored the Montreal Grocer with a call this week.

* * *

F. W. Thompson, vice-president of the Ogilvie Flour Mills Company, has left for the west. Mr. Thompson will inspect his company's properties at Winnipeg and other points, and if time permits will visit Brandon and Moose Jaw in order to see a part of the gigantic wheat crop now being harvested.

* * *

R. J. Hamilton, a pioneer resident of Vancouver, B.C., and recently engaged in business in the Kootenays, has just been appointed manager of the Edmonton branch of the Oscar Brown Fruit Company of Vancouver. Mr. Hamilton also enjoys the distinction of having founded the first wholesale fruit store in the Terminal City.

* * *

The New England Fish Company, of Boston and Vancouver, is having a steam trawler built at Philadelphia for halibut fishing in the North Pacific. This will be the first trawler to be operated in these waters.

* * *

P. Downham, of Chatham, Ont., nas bought land and will establish a large creamery in Aylmer street. He expects to pay out about $35,000 yearly to the farmers for milk. He has been granted a fixed assessment.

RAISIN PRICES EXPECTED HIGH

There is a prospect of high opening prices on the 1905 crop of California loose and seeded raisins. The reports from Fresno are to the effect that the outlook does not favor a production of more than 90,000,000 pounds. Of this production, it is stated, a little less than half is in the hands of the packers-growers combination. There are no stocks of fancy or choice seeded carried over from last year, and the new crop will come on a bare market. Intimations from responsible sources on the coast indicate a high opening basis on both seeded and loose of the new crop. Speculative offerings of loose and seeded have been made by outside packers and seeders on terms guaranteed a shade lower than the basis to be fixed by the combination. The opening prices are looked for at an early date.

From grower to preserver direct come the fruits that are used in making

UPTON'S

Jams, Jellies and Orange Marmalade.

That is one of the reasons why they taste so good.

"I Came, I Saw, I Conquered"

If the record of

Blue Ribbon *Ceylon* Tea

stands for anything, it stands for a **record** of **clear-cut success.** There is every reason why **Blue Ribbon Tea** should **continue** to conquer, and thus be a still greater boon to grocers. If you have never ordered the **Red Label** line, it is the best 40 cents worth you can get. Order it to-day.

A "Walker Bin" Interior

MEANS

EFFICIENCY of service.
ECONOMY of space, time and labor.
CONVENIENCE to dealer and customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that encourages buying.

WRITE FOR ILLUSTRATED BOOKLET.
"Modern Grocery Fixtures"

THE WALKER PIVOTED BIN & STORE FIXTURE CO.

Factory: BERLIN, ONT. 516 BOARD OF TRADE, - Toronto, Ont.

MINTO BROS.,

Telephone Main 353
F. J. WHITE,
Manager

DIREOT TEA IMPORTERS AND BLENDERS

Perhaps we don't get all we want
In swinging 'round this life's short curve;
Buy Melagama and doubtless you
Will get the best, what you deserve.

The Exhibition is over, but with it came a rush of orders wholly unexpected by us, which fairly demonstrates the fact that, when placed in fair competition with the intelligent public as judges, merit is rightly awarded.

No store is complete to-day without our celebrated Mother's Favorite **Melagama Ceylon Tea,** put up in lead packages, **25, 30, 40, 50** and **60** cents.

Try our Bulk Teas, new goods arriving daily, and from which we will be pleased to submit samples with prices.

Write for particulars

Warehouse and Showrooms: **55 Front St. East, TORONTO, CANADA**

FOR IMMEDIATE CONSIDERATION—WE OFFER

—"Coupon" and "Quail" Oats—

Special Quotations on 5-case lots. Freight allowed.

——We have secured a snap on a large block of these two well known brands of package Oats, and are going to give you the benefit of our saving in the buying.

Each package contains a handsome china dish or bowl.

Usually retailed at 25c. At our quotations they show a good margin at—

To sell at 20c. pkge

Only a limited quantity at these figures, so send us your orders at once.

NOW is the time for GEM JARS—

ALL SIZES IN STOCK—

Late fruits are plentiful, so there will be a very active demand. Send us your orders. We have a large stock and can promise prompt shipment.

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

ECHOES OF THE OLD COLONY.

St. John's, Nfld.

We have been visited of late by a large number of the "Fraternity," who all seem to have gone away delighted. Among us for several days was the jovial good-natured Mr. Miles, who presides over the blending and buying of the teas that go to make "Red Rose" so popular.

* * *

Mr. J. Lister Nichols, representing "Gillett's" Goods, and the manager for Newfoundland for Vim tea, and Mr. J. H. Roberts, have been making a tour of the Island together, in Mr. W. J. Scott's yacht. Both report the largest sales ever made for the goods they represent.

* * *

C. D. Chetwynd, who for the past four years represented Union Blend Tea, is now representing Messrs. Harvey & Co., one of the largest local houses. Mr. Chetwynd reports sales in tea away up. Charlie is a hustler.

* * *

Mr. J. A. Pelton, St. John, N.B., spent some time in the city. While here he placed some large orders for tea. Amongst them he placed the agency for the well known "Nectar" tea with the W. P. Smyth Co., Limited, who push this package tea.

* * *

Mr. T. T. Cartwright, who is well known to the trade in the Provinces, and who is assistant manager of the Thomas Smyth Co., Limited, St. John's, Nfld., will have charge of the new firm, and it goes without saying the genial T. T. C. will put "Nectar" and their own blends to the fore. He leaves the latter part of December for Ceylon, where he will make a study of the tea situation.

* * *

A new hotel will be started here this Fall, which will be pleasant news for the traveling public.

* * *

The French Shore and Labrador fishing is a large one and it looks now as though we were going to have a large Fall business.

* * *

Apples are beginning to come in. Quite a large trade is done with the Annapolis Valley in these goods.

* * *

The fish cheese being put up under Lamb's patent is meeting with a ready sale in New York City, large quantities being shipped by each outgoing steamer.

* * *

Mr. A. W. Lake, Fortune, is putting up fresh cod fish steak in tins, this is a new departure and is taking well.

* * *

Mr. Robinson, of the Robinson Export Co., Boston, has just finished his semi-annual visit and has returned to the Hub with a big lot of orders.

* * *

Messrs. Ayre & Sons will occupy new premises for their grocery department in the New Pitts Block as soon as completed.

All the mining companies are rushing business. The find of gold at Mings Bight and the Labrador means a large influx of people to those localities.

* * *

Mr. S. H. Cruickshanks, of Boston, representing Armour Packing Co., of Kansas City, is booking large orders for his firm, their goods being very popular in this market.

* * *

Mr. J. B. Urquhart, who represents, as local agent, Beaver Flour, St. Charles Condensing Milk Co., and other well-known goods, has worked up a large business here. He is a very popular representative and anything he takes hold of is assured of success.

* * *

Currants have advanced one dollar per cwt. in the local market.

* * *

There is a shortage of Five Roses flour at present in this market.

* * *

This has been an exceptionally fine year for salmon; prices are away down.

CO-OPERATIVE DAIRIES.

Prof. H. H. Dean, of the Ontario Agricultural College, returned a short time ago, from an extensive trip amongst the European dairies. He was very much impressed with what he saw, particularly in Denmark. He says that co-operation is the keynote of the success of the Danish dairy farmer.

Fresh and Cured Fish

SALMON TRAPS A SUCCESS.

THE success of the traps in the British Columbia salmon fishery appears to be pretty well an accepted fact. Perhaps nothing demonstrates it more certainly than the number of demands made for more sites, and that from many of the existing holders. It is said there are as many more locations available along the shore as are already in operation. The arguments against the traps have been fairly exploded. That the salmon is likely to be exterminated by their continued use is palpably incorrect. Under the old method, fish once caught must either be used or destroyed, but in the trap they can be kept for a week or more alive, beside which it is the most economical method of catching fish.

NATURE'S SCAVENGERS.

British Columbia canneries have little trouble with offal, as what one swiftly-running current does not take out to sea the army of dogfish devour. A gentleman was surprised to see a black mass of dogfish crowding close up to the wharf of a certain cannery. He got out a long gaff and was amusing himself spearing these fish, when the manager of the cannery said to him: "I dislike spoiling your sport, but I must ask you to stop. These dogfish, ugly and loathsome as they are, are my friends. If you kill a number of them, they will all leave and be shy about coming back. I encourage them and let them have full swing around here, as they are the best scavengers imaginable, and devour all the offal thrown from the cannery."

GROWTH OF B. C. SALMON PACK.

This year for the first time British Columbia will lead Puget Sound in extent of salmon pack. At the date the Puget Sound fishing closed the B. C. pack was still running and had then packed some six hundred and fifty thousand cases, fully one hundred thousand more cases than Puget Sound's total pack. The reason of this is that the Vancouver Island traps were taking fish and supplying canneries long before the run reached Fraser River or the Sound.

MUSICAL FISH.

Every bay and inlet on the coast of Ceylon abounds with musical fish. Their song, if it can be called a song, is not one sustained note like a bird's, but a multitude of tiny, soft, sweet sounds, each clear and distinct in itself, something like the vibrations of a wineglass when its rim is rubbed with the moistened finger. In the harbor at Bombay, India, there is a fish with a song like the sound produced by an aeolian harp.

FISH OUT-OF-WATER.

Many people think that fish when taken out of water die because air has a fatal effect on them. The real reason, however, is that their delicate gill filaments or membrances become dry and stick together, so that no air can pass between them. Thus they lose the power to imbibe the necessary oxygen, and the circulation of their blood stops. The painful gasping of a fish out of water is nature's efforts to free the passages through the filaments.

N.B. SARDINES ABUNDANT.

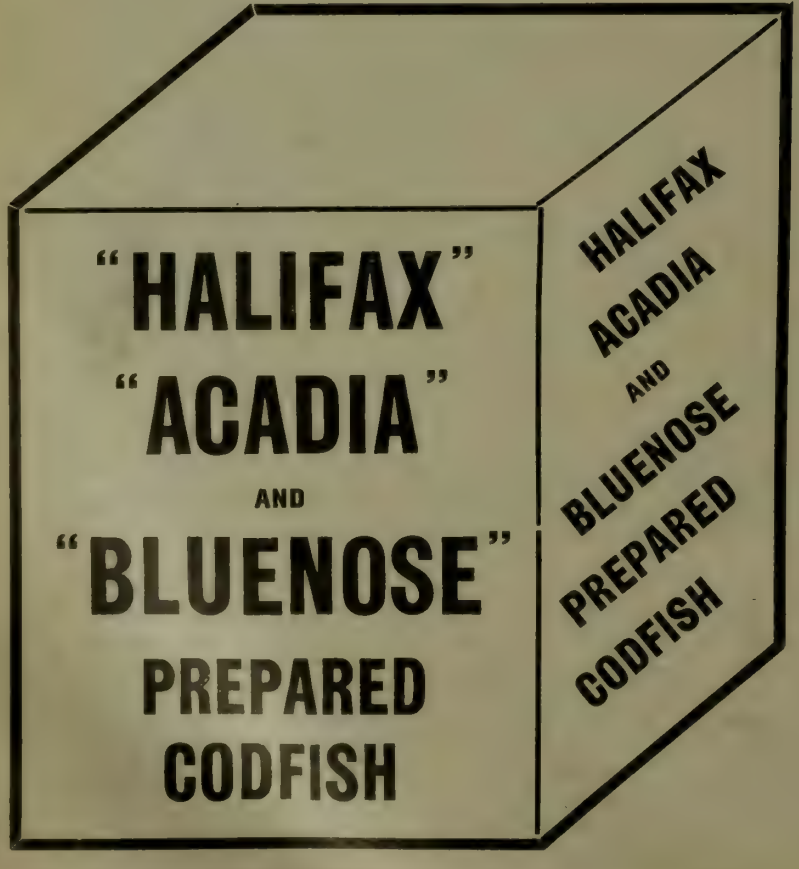
Sardines are reported to be showing in plenty at St. John. The last two seasons the fish have favored the American coast. This year, however, they have turned westward, with the result that an abundant supply is expected. Recently, two large boat loads were sent by the Sea Coast Packing Co. to their factory at Jones-port.

A STRANGE SPECIES.

A hundred eyeless fish have been brought to the surface from one of the wells of the Crude Oil Co., Whittier, Cal. The fish are transparent, and their blood is blue.

A CODFISH CATCH.

Twenty-two banking schooners arrived at Lunenburg last week with a combined catch of 11,275 quaintals, valued at about $60,000.



A GOOD CORNER STONE FOR YOUR FISH BUSINESS. TRADE BUILT ON IT WILL ENDURE—NOTHING CAN SHAKE IT. CONSUMERS ARE TOO FOND OF THESE BRANDS TO GIVE THEM UP.

"GOLDEN RULE" SARDINES

We are now offering this brand of **Canadian Sardines,** packed in all sizes by

The McDONALD PACKING CO., - Fairhaven, N.B.

QUALITY: FINEST ON THE MARKET.
PRICES: RIGHT.
CANS: LATEST STYLE, SEALED ENTIRELY WITHOUT SOLDER.

SOLD BY ALL LEADING WHOLESALE GROCERS.

Ask For Them. ***ONCE HANDLED, ALWAYS WANTED.***

J. W. WINDSOR, ***SELLING AGENTS FOR CANADA*** ***MONTREAL***

TODHUNTER'S EXCELSIOR COFFEE

Sure to please your customers.

Blended by

TODHUNTER, MITCHELL & CO., TORONTO

THE Pacific Selling Coy's

"Clover Leaf" and "Arrow" Salmon

Talls and Flats, the Choicest Fish

Flats, the Choicest Cuts

ALL GROCERS should push these brands, ***because*** of their intrinsic merit.

Place a trial order with your Wholesale Grocer.

SELLING AGENTS

Toronto, - - -	*Chas. E. Kyle*	*Halifax, - -*	*Grant, Oxley & Co.*
Montreal, -	*J. Alex. Gordon & Co.*	*Kingston, -*	*D. Stewart Robertson & Co.*
Quebec City, -	*Joseph Winfield*	*Ottawa, - - -*	*J. Moffat Ross*
Hamilton, - -	*Alfred Powis*	*Winnipeg, - -*	*Ashley & Thompson*
London, - - -	*D. C. Hannah*	*St. John, - -*	*J. Hunter White*

Pickling Spice Quality

depends (1st) on the use of the best clean whole spices.

(2nd) on the proper proportion of each spice to bring out the best results.

S. H. & A. S. Ewing's "**PRINCE OF WALES**" Brand exemplifies these qualities and is put up in attractive open-face cartons, by the reliable firm,

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - **53 & 55 Cote St., Montreal**
Cor. Lagauchetiere St.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

How to Increase Sales

Give special prominence to one line of goods each week, and call the attention of every customer to them.

This done systematically will keep your stock moving.

Start off with Condensed Milk.

RELIABLE GOODS

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Season 1905

HORSE SHOE SALMON

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

FREIGHTS AND CHARTERS

NOTWITHSTANDING the heavy rates alleged to exist on the Georgian Bay routes a first rate trade is being done on the lakes and rivers incident to the export business to and from Montreal.

It was reported to The Grocer that in the announcement of rates from Fort William to Buffalo, etc., as quoted in the last issue, some exaggeration had been made and the probabilities were that some equability might be arrived at within a day or two. For instance the exports from Montreal are strong and the rates while not so high as the comlumber, 3,185 bundles lumber, 3,848 bundles staves, 12,985 bundles boards, 15 pieces timber, 3,266 bundles of flooring, 448 bundles headings, 1,761 bundles handles, also 31 organs, 126 bales cotton, 400 bags asbestos fibre. Then a number of other large steamers left port for Bristol and Manchester with equally large cargoes and of very similar variety of stock.

On the steamship Mount Temple for London and Antwerp there were 75,000 bushels odd of oats, also 8,000 odd sacks of flour and a quantity of wheat and barley, in addition to the 5,000 cases of

B. C. SUGAR DEVELOPMENT.

Mr. B. T. Rogers, head of the B. C. Sugar Refining Co., has returned from Fiji, having despatched one thousand tons of raw sugar, the result of the first three weeks' crushing of the mill at Fiji owned and controlled by the local company, since being acquired by the B. C. Sugar Refining Co.

It is primarily to the preferential tariff that the Province owes a development of sugar refining which is destined to be of great importance. It was the existence of this tariff, providing as it

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Canned Meats	*13/¼c	15/	15/9	15/	15/6	.....	.....	16/6	12/	15/	.....
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	8/9	13/1½	13/1½	12/6	†15/6	.....	.....	†16/6	.....	12/6	.....
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	15/6	..	.....	16/6	10/6	12/6	16/3
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	8/9	10/	10/	12/6	11/3	.....	.....	12/6	8/9	10/6	.....
Rolled Oats, Dog Flour, Flour Middlings, in bags	11/3	12/	12/6	15/	16/6	.....	.....	17/6	10/	12/6	.....
Rolled Oats and other Cereals, papered, in cases	7/6	8/9	10/6	8/9	.	.....	.....	.....	.....	8/9	.....
Glucose and Syrup, in barrels	10/	12/6	15/9	12/6	16/6	... ..	.....	17/6	8/9	12/6	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	22/6	.....	.....	22/6	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	.....	.....	....	25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	13/9	16/3	17/6	15/	.....	.....	16/3	12/6	15/	15/
" Beans and Peas, in bags	10/6	12/6	12/6	13/9	.....	.....	..	....	10/6	12/6	15/
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/9	3/	.....	....	3/	2/6	3/	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	17/6	.....	....	17/6	12/6	15/	17/6
" Evaporated, in barrels or boxes.	8/9	10/	10/6	10/	.....	.....	.....	.....	8/9	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.. ..	.. ....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/	.....	.....	15/	12/6	15/	17/6
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

panies would like, are fair. The record of manifests tells a story that is convincing regarding the quantity of stuff going abroad.

For instance the Lake Erie, which sailed on the 7th of September, carried 45,000 bushels of barley and 42,857 bushels of corn, in addition to 550 sacks of flour, 500 of cereal foods, 1,471 boxes of cheese, 140 packages of bacon, 2,410 cases of meats, 6,118 packages of lard, 3,848 cases of salmon, 460 barrels of apples, 28,514 pieces deals, 2,163 pieces cereal foods and the lumber cargo which was very large. The Hungarian for example took for one portion of her cargo 55,000 bushels of wheat and 6,551 packages lard, a lot of cheese, 11,189 pieces deals and a lot of other lumber, also maple blocks in immense quantities and sundries, such as desks and furniture.

The Kastalia and the Pretorian for Glasgow had very large cargoes. The lake barges and steamers are very busy at good rates.

does for reduced duties on imports from British possessions, which encouraged the company to make the experiment of producing at least some of the sugar required for its own market.

To this end the mill and the entire estate of the Fiji Sugar Co. (a company operated from Bristol, England) was purchased, and operations begun with a total area of some 5,000 acres of cane ready to cut, from which, it is anticipated, some 7,000 tons of sugar will be produced during the present season.

Tartan BRAND

When in a hurry for goods, or for information, our Phones are

1996 and 1997—Sample Room

1804—Shipping Office

596—Long Distance

BALFOUR & CO. : Wholesale Grocers, : HAMILTON

LARD STATISTICS.

THE following concise summary of lard stocks compiled by the N. K. Fairbank Co. has been received by us and is revised to 1st inst.

Cable advices give the following estimates of the stocks of lard held in Europe and afloat, to which we add estimates of former years, and stocks in cities named :

Italy. Seeing this state of affairs would happen, White & Co., Limited, contracted ahead for their supplies at prices which at the time seemed out of reason. They have 1,100 boxes arriving within the next few days, which could be sold in the States at considerably above Toronto prices, but they prefer to bring them here and keep their large trade supplied at normal prices.

LARD STATISTICS.

The following comparative table of stocks of lard held in Europe and afloat on September 1, 1905 has been received from the W. K. Fairbank Co.:

	1905. Sept. 1.	1905. Aug. 1.	1904. Sept. 1.	1903. Sept. 1.	1902. Sept. 1.	1901. Sept. 1.
Liverpool and Manchester	22,500	28,000	25,000	13,500	18,500	17,000
Other British ports	9,000	15,000	15,500	2,500	2 400	6,000
Hamburg	26,000	30,000	23,000	8,000	9,000	15,000
Bremen	2,000	1,500	1,000	1,000	1,500	1,500
Berlin	3 000	3,000	1,000	1,500	500	2 000
Baltic ports	16 000	22,000	9,000	11,500	5,000	11,000
Amsterdam, Rotterdam, Mannheim	1,000	1,500	2,000	700	2,500	1,000
Antwerp	4,000	8,000	2,500	1,000	1,000	4,000
French ports	750	750	1,400	2,300	1,100	2,500
Italian and Spanish ports	1,000	1,000	250	500	1,000	1,000
Total in Europe	85,250	101,750	80,650	42,500	42,500	61,000
Afloat for Europe	70,000	70,000	37,500	30,000	26,000	54,000
Total in Europe and afloat	155,250	180,750	118,150	72,500	68,500	115,000
Chicago prime steam	158,225	177,152	136,834	96,024	45,710	47,495
Chicago other kinds	23,928	21,063	14,000	10,472	7,952	8,145
East St. Louis	2,785	3,870	1,955	3,000	550	6,434
Kansas City	5,221	10,838	7,895	8,538	2,628	10,571
Omaha	1,427	3,697	2,830	5,747	3,615	5,096
New York	4,424	7,529	6,335	6,973	6,905	10,186
Milwaukee	12,929	15,466	12,774	3,033	1,027	4,074
Cedar Rapids	....	....	....	....	3,715	1,258
South St. Joseph	*4,000	6,651	1,222	4,785	1,668	....
Total tierces	368,189	427,016	301,995	211,072	142,320	208,259

* Estimated.

THE SHORTAGE OF LEMONS.

The lemon situation has never in recent years had its equal for continued high prices and scarcity of fruit. In the matter of supplies, Toronto has been more fortunate than her sister markets in the States. Prices have reached as high as $10 per box in some instances. The reason given is the frost damage which killed about 60 per cent. of the Verdilli crop, and the continued warm Summer which was not only general on this continent but in Europe as well, and which drew heavily for supplies on

PEACHES IN ABUNDANCE.

Domestic peaches are coming to hand in great quantities, and in condition and quality superior to any of last season's arrivals.

It is particularly pleasing to note the advancement made in packing and selecting. Some of the recent arrivals have been made special objects of comment, notably a number of baskets arriving from Niagara Peninsula, which were perfect pictures of fruit, in selection, in uniformity, and in ripeness. The packers of these, W. Armstrong & Son, Queenston, have certainly succeeded in surmounting the difficulties of transit. White & Co., Limited, Toronto, are their agents.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are offering a snap in the well known brand "John Bull" Pickles, put up in large 20 oz. bottles with patent top.

* * *

All dealers wanting Gem Jars should send in their orders at once to the Eby, Blain Co., Limited, who have a full stock of all sizes.

* * *

The Eby, Blain Co., Limited, are quoting at exceptionally low figures the well known brands, "Coupon" and "Quail" oats, each package containing a handsome dish or bowl.

* * *

White & Co. announce that they will again market the crop of the famous "Villalobas" vineyards, Almeria, Spain. These fancy pink-tinted grapes represent the finest that come from Spain and are noted for their long keeping qualities. They expect 1,000 barrels of this variety due in two or three weeks.

* * *

W. H. Millman & Sons, Toronto, report large sales of their new brand salmon, "Shamrock." The label is an excellent example of the lithographic art.

ANOTHER WORLD'S FAIR.

The Government of New Zealand has decided to hold, during the summer of 1906-7 (Nov. 1, 1906; April, 1907) an International Exhibition at Christchurch, Canterbury, New Zealand, in which all the nations of the world have been invited to participate. The object of the exhibition is educational and it is intended to demonstrate among other things the resources and possibilities of the colony as one of the world's food-producing factors.

A GREEK CURRANT AGENCY.

Mr. W. P. Downey, 26 St. Peter street, Montreal, has been appointed Canadian representative for N. G. Anagnostopulo, Patras, for currants and other Greek products, and is prepared to submit quotations to the trade.

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
Maiden J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Colson, C. E., & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Imperial Biscuit Co., Guelph.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.
Turner, James, & Co., Hamilton.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Canned Goods
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Eby, Blain Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.
Turner, James, & Co., Hamilton.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
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Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.

Cocoas and Chocolates.
Cowan Co., Toronto.
Klaus—Rose & Laflamme, Montreal.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

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Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

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Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.

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Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

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James, F. T., Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Pacific Selling Co., New York.
Tippet, A. P., & Co., Montreal.
Todd, J. H., & Son, Victoria, B.C.
White & Co., Toronto.
Windsor, J. H., Montreal.
Winnipeg Fish Co., Winnipeg, Man.

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Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads and Paper.
Wilson, Archdale, Hamilton, Ont.

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Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
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Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
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Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Adams, E. E., Leamington, Ont.
Burgess, W. O., Queenston, Ont.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
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Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

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Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
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Sutcliffe — Muir Milling Co., Moosomin, Saskatchewan.
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Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

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Keen, Robinson & Co., London, Eng.

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Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Kkovah Jellies — Sutcliffe & Bingham, Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Knife Grinders.
Ontario Supply Co., Owen Sound.

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Adamson, J. T., Montreal.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
Mason & Hickey, Winnipeg.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
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Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
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Allison Coupon Co., Indianapolis, Ind.

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Taylor & Pringle, Owen Sound.
Tippet, Arthur P., & Co., Toronto.

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Anglo-Canadian Supply Co., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Morse Bros., Canton, Mass.

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Wilson, W. H., Co., Tillsonburg, Ont.

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Eureka Refrigerator Co., Toronto.

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Albert Soaps, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

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Auer Light Co., Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
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Rattray, D., & Sons, Montreal.
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Capstan Mfg. Co., Toronto.
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Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
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Japan Tea Traders' Ass'n.
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Minto Bros., Toronto.
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Salada Tea Co., Montreal and Toronto.
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Wood, Thos., & Co., Montreal.
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Brantford, Canada

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NEW ADVERTISEMENTS.

Sutcliffe-Muir Milling Co , Moosomin, Sas.
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COMMERCIAL TREASON.

TRUTH is not always the most pleasant news to hear. It is nevertheless the kindest for all concerned to speak plain and to the point. To be told that there are men right in our midst, and who are probably enjoying our confidence, nothing better than commercial traitors, is not pleasant reading.

Yet such really, in result, is the outcome of the latest news which has reached the export market. We are told that a consignment of cheese from Canada to Bristol, England, upon examination was found to have a filling of some spurious and foreign matter of an objectionable character, which upon close examination proved to be unmatured curd of several pounds weight, quite unusable.

The report is no idle talk, but is contained in an authentic communication from Mr. McKinnon, Government Commercial Agent at Bristol, confirmed by Dominion Dairy Commissioner Mr. J. A. Ruddick, who happened to be in the vicinity at the time of discovery. Its truth, therefore, cannot be questioned.

That it should have come just at the present moment is particularly inopportune. Canadian cheese has had an uphill fight in the export markets. American cheese has been running it pretty tight, mainly on account of the low price of the latter. Canada has, however, succeeded in securing a good front place, on account of the better quality of her cheese. Anything, therefore, of the character of a setback is particularly disappointing.

Exporters are rightly most indignant at such unscrupulous manipulation, and are unanimous in their denunciation of the maker whoever he may prove to be. Inquiry has, however, revealed the fact that such an occurrence is not altogether a new one. Some exporters have had, on several occasions, to make allowance for similar cause of complaint, although never of such a serious nature as the one under discussion.

It cannot for one moment be supposed that any maker of importance would knowingly allow such a discreditable act to be committed. If the cheese emanated from a factory of any importance, it was probably the act of an irresponsible employe, done to shield his own incompetency or carelessness, and unknown to his employer.

It is much more likely to have originated from some small maker, whose ideas were too narrow to see beyond his own momentary advantage, and who has need of a serious lesson in common honesty.

It is, however, no moment to waste time in conjecture. Whatever the cause and by whomsoever it was committed, it has occurred, and the occurrence stands forth as a "red flag" of warning.

A Suggested Remedy.

Nothing could have demonstrated more clearly the need of some definite system and legal protection in regard to export of all food stuffs. No single package of goods should lose its identity at any point of its transit. It should be a legal necessity that any article made for open market contain, at the point of production, some mark whereby the identity of its origin could be discovered at any point of its journey. This is of primary importance, and should be insisted on by buyers themselves. By keeping unmarked goods on a lower range of values, much could be accomplished in this regard. A producer of good products would willingly fall in line, in order to get the full value of his skill and care.

It should be a positive legal enactment the infringement of which should be punished by severe penalty, and if necessary compelling a person guilty of such reprehensive conduct as that under discussion to retire from the open market altogether. National reputation is at stake, and any person sufficiently blind as not to see the serious consequence of such conduct, proves himself incompetent to take part in the commercial arena and should be compelled to take a back place.

Quality alone counts in the great fight for commercial supremacy. The Canadian Grocer has again and again sought to enforce this on the dairy industries.

Quality and uniformity will alone hold the market of the world, and anything and everything must be done to secure a standard which will place Canadian products easily top of all others on the export market.

CANADIAN SALMON CONDITIONS.

THREE times in the history of salmon packing in British Columbia have the canneries put up a million cases of fish in the season—that is on the presumption, now fairly assured, that this year's total pack is up to an aggregate of a million cases. The year 1897 was the first year, and in 1901 the total pack was also up to the million mark. This year the pack is expected to aggregate that amount, but the Fraser River does not come up to the million mark alone. It takes the pack of all the canneries on northern waters of British Columbia, estimated in round figures at 200,000 cases, to bring the total up, the Fraser being estimated at 800,000 cases.

There may be some pessimistic sentiment abroad still with respect to the permanence of the quadrennial fourth year of plenty in the run of sockeye salmon on the Fraser River. It is even argued from the fact that not a million cases, but 800,000 cases is the pack, that there is evidence of a falling off in the "big run" of the fourth year. But there could have been a million cases packed. There was no lack of fish. To any one who saw the appalling and criminal waste of the finest salmon that runs, it is idle to talk of falling off in the pack. There were literally, absolutely millions of sockeye salmon destroyed, and many of them deliberately, wantonly destroyed.

To whose door the fault should be laid is a matter for official investigation. As far as the canneries are concerned, they were well equipped to take care of their full capacity, their employes were worked to the limit of endurance for long hours all through the run, and they did not have to wait for fish. There were fish in plenty brought to them. The fact is that the fish were caught in much greater quantities than the canneries could take care of while fresh. That explains the fact that such great quantities of fish were taken out to sea and

thrown away, in some cases, it is alleged, whole scow-loads at a time. The run was short and very heavy while it lasted, but there was no necessity of catching such vast quantities of fish, when the canneries could not take care of them. Naturally the cheaper trap-caught fish were taken first. Then the fishermen who brought in their indi idual catches were limited to a delivery of 200 fish per boat per day. In many cases they would catch in their day or night drift on the river or gulf several hundred. The cannery would accept 200 and the rest had to be disposed of. These fish were in many cases simply dumped overboard. There was nothing else to do with them.

From some sources it would seem that officials are inclined to the view that even the fourth year, or year of the "big run," is failing. It is argued from this that the proper thing to do is to extend still further the artificial propagation, establishing more hatcheries. To that it is simply necessary to point out that in years of small run—for instance, last year—there was not quarter enough salmon ova secured to fill the hatcheries that then existed. It would appear that other very different measures are required to insure the perpetuation of the "big run" every fourth year.

The catch on Puget Sound, as the waters in the State of Washington are designated, while large was somewhat affected this year by the traps located on the south shore of Vancouver Island. Of this there can be no doubt. While it is perhaps deplorable that traps are a necessity, it is an incontrovertible fact that the British Columbia canners have simply no show as long as traps are allowed on the south side of the boundary. That is probably the only valid reason for allowing traps. But it is apparent that the catch per trap and per net must be regulated in times of a big run.

Though this is the third pack of a million cases in British Columbia it must not be altogether argued therefrom that the supply of salmon will be so large that the price will be low. Cost of production is mainly a fixed charge, varying but little, whether the pack is great or small. The market at the present time was perhaps never better cleaned up. Both British Columbia and United States salmon packers have in the past two years sold off all their old stocks, and any packs of lower grades of salmon, to the Japanese. The demand, too, has been good in other markets and some markets have greatly enlarged. Therefore it is not at all likely that salmon will be very much lower this year. The pack of the Columbia River, of the California rivers, and of the Alaska canneries can not be compared fairly to that of British Columbia, for the "big run" is confined to the Fraser River, and its contiguous sea waters, the Gulf of Georgia and Puget Sound.

THE U. S. SALMON PACK.

THE United States packing season has now passed the speculative stage, and results conclusively prove that abundance of fish have been secured. The salmon fishery on Puget Sound in American waters is fast drawing to a close and it is apparent that the much heralded second run is a failure. However, in commercial parlance the pack is "safe."

Notwithstanding all the mystery that has been thrown about the operation of the canneries this season it can be confidently asserted that far more salmon has been safely ensconced in cans than the public has been led to believe. A very conservative estimate is 650,000 cases; it is much more likely to be 700,000 when the returns are all in.

The abnormal feature of the situation is that a million-case pack would stand recorded on the American side were it not for a curious freak of nature beyond the control of man. In ordinary years the fresh water from the Fraser floods out into the Gulf and around in Mud Bay. The salmon follow it and are caught in the American traps. This year, however, the Fraser is very low and the fresh water does not extend to the traps across the line. The fish strike it before they reach Point Roberts and, striking it, stay in it, for once in the fresh water they will not go back to the salt. The result is that they miss the traps, which would otherwise get most of them, the run being comparatively small now, and come on direct to the estuary of the river whence they ascend to their various spawning grounds.

The increased number of traps off the southern shore of Vancouver, B.C., has also directly affected prospects in Sound waters. It is none the less a fact that a sockeye year has materialized in the regular four-year cycle, to prove which it is only necessary to instance the fact that the new purchasers of the Pacific American Fisheries plant have already far more than paid for the property in the amount of fish packed. At the receiver's sale the property was bid in for $310,000, and fish to the value of almost thrice that sum are now in the warehouses of the concern.

PROF. MAVOR'S REPORT.

A REPRESENTATIVE of The Canadian Grocer in Moosomin, Sask. last week called at the office of the Sutcliffe-Muir Milling Company. J. S. Sutcliffe, the president of the company, expressed himself as highly pleased with the outlook now that the crop seems to have come safely through the most critical stage. It was true that the first sample of wheat received at the mill was of poor quality, having a musty, disagreeable odor, but that sample of grain was an exception as the great bulk of the crop will grade high.

"Who is this Professor Mavor, who has been reporting unfavorably on our wheat growing capacity?" asked Mr. Sutcliffe. "Do you know anytning about him?"

The Grocer representative replied that he was personally acquainted with Professor Mavor and respected him most highly, but that he was forced to the conclusion that the learned professor had undertaken a work for which he was not very well qualified and that perhaps his prejudices against all Imperialistic movements had blinded his eyes to the obvious. Men very often find what they want to see.

"All I can say," replied Mr. Sutcliffe, "is that he is a very foolish man who would set bounds to the capabilities and possibilities of this northern country. I don't think that Professor Mavor is as well qualified to judge of these matters as any intelligent grain man in the west to say nothing of Dr. Saunders and Hugh McKellar, whose reports he apparently ignores."

"I am not an old man," continued Mr. Sutcliffe, "but I can remember when St. Paul and Minneapolis were referred to as the farthest Northwest, when they were upon the confines of civilization and when Fort Garry—this was before the days of Winnipeg—was a terra incognita. I remember a friend of mine made a business trip to Fort Garry from St. Paul and the journey was considered as extraordinary and venturesome as we now consider one of Lieut. Peary's exploring trips.

"Why, it isn't so many years since people were doubtful of the value of the Dakotas and as for the Canadian Northwest we believed it was all a frozen waste and good for nothing. Opinions have changed and perhaps the climate has, too. It is very foolish to set limits to what may be accomplished in this country."

NEW WHEAT GRADES LOW.

A NOTICEABLE feature in this year's crop of wheat arriving from the Northwest is the complete absence of wheat graded No. 1 hard.

From the extremely favorable weather that has prevailed, it was fully expected that at least a large portion would have graded No. 1 hard, but up to the present the wheat arriving had all been classed No. 1 or No. 2 Northern. The reason for this has not yet been explained.

VEGETABLE PRESERVATION.

"ADVANCEMENT" is an excellent motto; to business, it is life and being, not to advance means speedy commercial oblivion. Our canned industries have made remarkable progress, and have no doubt come to stay, we understand, however, that preserved vegetables in a new form will shortly be appearing on the Canadian market.

The new process of preservation is the result of recent experiments, and is such that the vegetables, though dried, retain all their natural freshness and aroma and require no preparation for the table beyond the usual boiling and seasoning.

A representative of The Grocer was shown numerous samples of carrots, turnips, French beans, cabbage, onions, mint, rhubarb, etc., and tested several of them by stewing. The vegetables turned out remarkably well, with good color and appearance, and it would be difficult in some cases to distinguish between the fresh fruit and the preserved.

The inventors of the process are enthusiastic over the boundless possibilities in store for these vegetables. They are being packed in neat metal boxes and the contents can be used altogether or in portions, as desired, without any risk of loss of whatever may be left for future use.

This style of preserved vegetable will be most welcome amongst those who do not care to use the tinned article. Samples have not yet reached Canada, but readers of The Grocer, who would like to receive samples or make close inquiries, may be put in touch with the packers by addressing the editorial department.

FLOUR MARKET PROSPECTS.

IT is now known for certain that the crops will come well up to early estimates. The danger of a possible disaster overtaking the crop before it could be harvested is now practically over, and a full and abundant harvest is assured.

The immediate effect of this record crop on the market is a decline in values. For some time prices have ranged far too high to encourage export trade, consequently that market has been, to say the least, indifferent.

The recent reduction of freight rates on flour made by the Railway Commission has also been of immense value as an incentive to trade. This concession will often mean just the difference between holding or letting loose the export trade.

Already export trade has commenced to boom. The fall in values is really the only thing which could have happened if trade was to revive. Prices on present basis can command a good run of trade, and millers are confidently expecting almost a record run of business.

Flour can now be placed on the English markets on the basis of say twenty-two to twenty-four shillings per 280 lbs. This price enables the baker to use a large quantity of Canadian in combination with other growths of flour, and makes it possible for bread to be retailed at the popular price of five pence, at which figure the consumption of bread in England shows a material increase. When prices reach the six pence margin bread consumption is immediately retrenched and cheap vegetables take its place.

The moment is opportune for Canadian exporters to push ahead and secure the English market without delay. Flour will in all probability show good grading this season, and with a record supply in reserve the thing to be done is to get first foot on the trade, as it is well known that large users of flour will stick to a grade of flour as long as it can be secured, in order to be certain of uniformity in their manufacture of bread.

A LESSON IN PACKING.

CANADIAN fruit growers can well take a lesson from California packers, to judge from the fine condition in which fruit is arriving this season.

A visit to the Toronto fruit market would prove to be time well spent for those interested in fruit packing.

Among other things seen there, the manner of packing the best grade grapes is worth noting. Not only are they packed regularly and uniformly, but are neatly laid in a covering of fibre netting which folds right over the top. Thus not only are they kept firm and secure without crushing, but the objectionable practice of pilfering whilst in transit is effectually prevented, and at the same time a current of air is allowed to get at them. The samples seen opened up in as good condition as when packed, with bloom on, and certainly added materially to their market value.

B. C. WINTER PREPARATIONS.

ALREADY the rapid movement of freight north to anticipate the close of the season's navigation on the Yukon has got well under way. The water in the Northern River is now very low and freight is pretty well piled up at White Horse. The outgoing steamers from Victoria and Vancouver continue to take all the cargo they can carry, and there are shipments left on the wharf every trip. The steamer Princess Beatrice, leaving here on the 11th, had not a square foot of space left, and there were still a hundred tons of cargo offering.

Of the 500 tons carried north by the Beatrice nearly all consisted of eggs, potatoes, vegetables, fruit and similar perishables. The bulk of the late shipments are of course of this nature, staples having been rushed forward long ago. The White Pass Railway Co. by offering special commodity rates in July and August endeavor to clear the way for these inevitable late shipments, but of course perishables, such as potatoes, apples, eggs and vegetables, are taken in as late as possible. The difficulty of providing food for the next eight months for the entire population of the Yukon presents itself very forcibly to transportation companies and merchants at this season of each year.

The 3,000 tons of cargo at White Horse awaiting transportation down the river would not be a great problem were it not for the fact that the quantity is being added to constantly and the navigation of the river is getting more difficult as the water is falling.

A big export flouring mill is now being erected at Calgary for the purpose of shipping flour to the Orient, most of it to Japan. The very rapid increase in the production of Fall wheat in Alberta, in the districts tributary to Calgary, makes the project not only feasible but very promising. In the Orient large quantities of soft wheat flour are purchased every year from Washington and California flour mills, and this trade is capable of very large increase. The Fall wheat from Alberta would rank with the soft wheat of the Pacific States in producing flour, and thus a most desirable market is awaiting it.

In connection with the development of power by the Vancouver Power Co.'s big waterpower at Lake Beautiful, the company is now in receipt of inquiries from flour millers who wish to secure power for mills to be located at Vancouver, the proposal being to ship the wheat from the Northwest, and manufacture on the coast, where a good market for both flour and by-products of the milling exists.

The Frye-Bruhn Co., large pork packers, of Seattle, are at the present time seeking a site in Vancouver for the erection of a plant with capacity sufficient to take care of a large part of the trade of this Province in the cured meat line. The intention is to bring hogs from the Northwest, and also to encourage local production till there would be a sufficient supply for the proposed packing house. The raising of hogs has not yet advanced in B. C. much beyond what is required for local demand in fresh pork.

Burnaby, one of the fruit growing districts close to the city of New Westminster, keeps up its reputation for second crop strawberries. As in past seasons, a quantity are on the market at $3 to $3.50 per case.

Serve the People Well

You can only do this by handling

"SALADA" CEYLON TEA

The proof of its superiority over all other teas is its large sale.

We prepay the freight

And Guarantee its sale.

Awarded Gold Medal, St. Louis, 1904.

Wholesale terms and samples From "SALADA" Toronto or Montreal.

THE "SUGGESTION" SYSTEM.

HOW to get the benefit of your employes' brains as well as the output of their hands is the problem which has been solved by the National Cash Register Company at its factory in Dayton, Ohio. The means of solving the problem is the "suggestion system," which has been in effect at the Dayton factory since 1894, and which has in recent years been adopted to a greater or less extent in other factories.

The scheme of securing suggestions from employes has been carried out to a very complete extent at the N. C. R. factory, and arrangements have been made by which any suggestion from any member of the organization is easily and quickly brought to the attention of the authorities. The employes have taken hold with marked enthusiasm, and each year thousands of suggestions are received. For handling these and all complaints as well, a department of complaints and suggestions has been organized.

Any employe desiring to make a suggestion for the betterment of the tools, methods or output in his own or another department, writes it out on a slip of paper and drops it into a suggestion box; or, if he prefers, he writes it out on a manifolding autographic register, retaining the original copy and leaving the duplicate copy in the register. In all cases an employe signs his name to a suggestion, and also the name of the department in which he is employed. The suggestion boxes and autographic registers are distributed in all departments, and suggestions are collected from them twice a week by a representative of the Complaint and Suggestion Committee. Upon the receipt of a suggestion it is given a number, entered in a book provided for that purpose. The secretary of the committee then refers it to the head of the department to which the maker of the suggestion belongs, or to the party most directly interested, not disclosing the name of the suggester. It frequently happens that the suggestion concerns more than one department, in which case it is investigated through all of the departments, and its bearing on each considered. The original suggestion is never sent with the correspondence during the investigation, but it is retained in the office of the committee and a copy is made for investigation purposes, or the subject matter is embodied in the correspondence.

If, upon investigation, the suggestion proves practicable, it is put into effect and the originator is notified by letter, which authorizes him to receive one dollar from the cashier in payment for the suggestion. If, on the other hand, the suggestion is rejected, the author is duly notified.

Where possible the reasons for the rejection are given and in either case the suggester is encouraged to try again. At the end of each quarter the best suggestions are selected from those adopted during the three months past, and forty-four quarterly prizes are awarded. The amounts of these prizes vary from time to time. At present the value of the quarterly prizes is $750. Twenty-five prizes aggregating $450 are offered to the employes in the making division. Twelve prizes aggregating $200 are offered to the employes in the office division, and seven prizes aggregating $100 are offered to the members of the selling force. The prizes in both the making division and the office include a first and a second prize for foremen, heads of departments and assistants. They are eligible to compete for these prizes only.

A few examples of the suggestions may prove interesting. In the Indicator Department, where are printed the metal parts of the register which indicate the amount of a transaction recorded, it had been the practice for years to mix certain kinds of ink by stirring them in a bucket, then straining through a cloth. One of the women employes thinking this could be done better and more economically by machine, devised an apparatus, drew the plans and turned them over to the company. As a result the ink is now quickly and cheaply strained by a machine.

In the Typewriting Department the girls are constantly suggesting ways of saving time and labor, and in the office divisions new schemes for counting and recording are constantly being worked out. As one specific instance of how great a saving one suggestion made, it might be well to cite a suggestion recently made by which the expense of supplies for a certain kind of register is reduced nine cents per machine. This means a saving of $1,200 a year at the present time.

The pecuniary value to the company is not the only valuable result of the system. Under its encouragement the employes are taught to think for themselves and become more efficient workers. At the same time the man or woman who has originality is brought to the attention of the management, and in this way is placed in direct line for promotion.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, Sept. 21, 1905.

TRADE during the week among the grocery jobbers is reported as somewhat disappointing. The volume of business is small and when asked for reason for present dull conditions no one is prepared to state anything definite. Certain it is that trade is not as good as the country's reputed prosperity warrants. Farmers, dairymen, fruit growers, all have had a most prosperous year and it would be only logical to assume that orders should be good and plentiful and collections satisfactory.

The contrary appears to be the case and particularly as regards meeting of paper by country dealers there is serious ground for complaint.

It has been hinted that there is too much money withdrawn from legitimate trading channels by dealers and put into ventures and industries of one sort or another that are springing up throughout the country. Speculation also is hinted at, and no doubt with some measure of truth.

Instances are at hand where country merchants and farmers have withdrawn from legitimate business channels which are their mainstay money and investments and launched out into more or less plausibly advertised ventures, thus crippling not only themselves but affecting the general prosperity of the country.

The conditions of stringency reported from the west would indicate that too much money is being placed into land schemes and development ventures, to the detriment of trade generally.

As regards grocery matters the sugar market is giving aches and pains all round, and no one seems to know what to do or look forward to. Conditions are unsatisfactory to all but the consumer, who is approaching the 25 lbs. for a dollar period with apparent satisfaction. What the refiners think of the tobogganing going on is easy to guess. It would seem from latest New York and European reports that prices are going lower and will soon dig a hole in the cellar. For the sake of all, refiner, jobber and retailer, it is to be hoped that bottom may be shortly reached, and trading placed on a more satisfactory basis.

Teas are good stock and the market firm. All lines are strong and advancing. China Ping Sueys are sold almost like "trading jack-knives, unsight and unseen," as the boys have it. Scarcity and bare market are the stimulants. Ceylon greens and blacks are also firmer. Japans are doing good trade and latest reports from Yokohama place lowest obtainable at 15c. China blacks are stronger with fair business doing.

Molasses is steady. Better business is looked forward to shortly and the opinion seems to obtain that prices will advance, shortage of stocks being the argument.

Canned goods steady. Canadian Canners, Limited, prices on corn and tomatoes were given out to the trade last Friday and the prices, 85c and 82½c for corn and 95c and 92½c for tomatoes, were received with approval by the trade. Pack is expected to be up to 100 per cent. deliveries. American prices this year being now 95c to $1 f.o.b. factories will remove any chance of competition from that quarter.

Fish and oysters are improving in demand and good trade and prospects are reported by dealers. Oysters in bulk are coming in more freely and prices eased off 10c per gallon.

Flour, feed and produce are in fairly satisfactory condition.

Butter, cheese and eggs are all firmer and good business is in sight.

In foreign dried fruits an activity prevails in all lines and good business turning over.

Canned Goods—Not much activity is showing. Deliveries are continued of orders taken by the jobbing trade. The feature of this week is the issuance of the new prices on corn and tomatoes, the former being 85c for No. 1 group, and 82½c for No. 2; tomatoes 95c for No. 1 group, and 92½c for No. 2 group. These prices have met with satisfaction on the part of the trade, and despite the rumors that have been current during the past few days of the shortage of pack, jobbers anticipate receiving 100 per cent. deliveries. It is not expected that there will be any competition later on from American pack tomatoes, as was the case last year, as Baltimore and Jersey canners are asking 95c and $1 for standard 3s. Salmon is quoted at firm prices, and the rumor that some cutting had been indulged in lately seems not to have received much credence. The shortage of the pack at the coast would make the cutting of prices appear poor business. We quote:

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz.	0 85	0 82½
Gallon, per doz	5 00	....
Tomatoes—		
3-lb. tins, per doz.	0 95	....
Gallon tins, per doz.	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02½	5 00
Miscellaneous—		
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" gal.	....	2 50
3-lb. squash	....	1 00
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
2's Raspberries, black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

Sugar—The sugar situation is weak. Buying has declined very much all round. Country buyers, as well as the jobbing trade, are looking forward to a still further decline. The New York market is very easy and prices are declining. New Orleans having started cutting a general reduction in prices is looked for. The European market is also very weak, and buyers abroad appear to be holding off on account of the weak position of the beet market. A decline of 10c is noted since our last issue, making granulated basis $4.70. This reduction took place on the 15th after issue of The Grocer.

We quote:

Granulated, bbls.	$4 70
" ½-bbls	4 85
" bags	4 65

Paris lump, boxes and bbls	5 30
" " ½-boxes and ½-bbls	5 40
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 45
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 75
Bright coffee	4 65
" yellow	4 65
No. 3 yellow	4 60
No. 2 "	4 45
No. 1 " bbls	4 20
No. 1 " bags	4 40
Raw Trinidad	3 65 3 68
Trinidad crystals	4 30 4 55

Maple Products — Only a limited amount of business is done in maple products. Both sugar and syrup are in small demand but prices are unchanged. We quote :

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

Syrups and Molasses— The molasses conditions are unchanged. The same amount of business is turning over, and with the approach of the close of navigation not so many weeks off now, communications are that a better demand will spring up. Prices are held firm and holders of stocks, which are light, do not evince any inclination to come down. Corn syrups are showing an improvement in demand, and a good trade is looked for this Fall. These goods have been well received by the trade during the past few years and manufacturers report increased sales. We quote :

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—The market generally shows weakness. New York advices to hand, however, report a firmness in Brazil, with advance in prices. Messrs. Watt, Scott & Goodacre, in their report under date of the 19th, say :

"The largest receipt of coffees at Rio and Santos is in the month of September ; beginning with the month of October a substantial decrease has always been the rule. This is the time for bears to make their onslaught. That they have been able to reduce Rio 7's only 3-16 to ¼c from the top shows the natural strength of the article.

"This week the New York option market has declined about 30 points. Rio 7's have declined 1-16 to ⅛c. Brazilian Exchange has declined ½d. The currency price of coffee in Santos is unchanged.

"The only market where coffees can be bought to advantage at the moment, is in Brazil. The business in milds, which has been fairly good from Europe for some time, is no longer possible."

We quote :

Good Cucutas	0 11½ 0 13
Choice "	0 12 0 13
Jamaica coffee	0 10½ 0 12
Java	0 18 0 24
Mocha	0 17 0 20
Rio	0 10 0 12
Santos	0 10½ 0 12

Tea—The local tea market is in a very much improved condition and considerable trading is being done in all lines. Ceylon greens are much firmer for good quality teas. China blacks and greens (Ping Sueys) are firm, the latter scarce and being taken up readily. The Japan tea market shows a decided firmness and it is reported that nothing under 15c in Japan is obtainable. Locally a few lines of last year's low grades might be picked up at about 13c to 14c, but the quantity is very small and does not constitute a factor in the trade. Japan fannings and siftings very scarce, with very few offering. Cables received from Colombo advise Ceylon blacks firm at last quotations. Greens, only trifling supplies now being received. We quote :

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Foreign Dried Fruits—Currants: As the syndicate is now in working operation, the market seems to have steadied down to its normal basis, which is on a slightly lower plane than speculative figures, which at first obtained. S. S. Jaconxa, the last of the season, is now loading at Patras, and orders are going forward in fair volume.

Valencia Raisins : Without any reasonable cause, the market has experienced a slight decline, and prices this week are from 6d. to 1s. lower than our last report ; whether this will remain or reaction take place is difficult to say, but we should imagine, with the consuming season approaching, the probabilities are rather for an upward movement than otherwise.

Shelled almonds, which have been steadily offered at remarkably reasonable prices for some time past, have commenced to move upwards and quotations this week are probably 2s. higher than last, with a firm market to support this advance.

Shelled walnuts for immediate shipment are in small supply, and very firmly held, while new November shipments are quoted at about 4c. higher than current quotations.

Walnuts : As previously reported are poor crop in every growth and high prices may confidently be looked forward to.

Dates : Str. Umbilo was to have sailed from Bussorah on the 18th inst., probably the earliest sailing on record, and should reach New York about the 15th or 20th of October. Prices as yet have not been put out, but it is expected they will be reasonably low, as the crop is reported both large and fine.

Sultanas : As the crop has come to market in large quantities prices have receded from 2s. to 5s. according to quality, from figures which obtain for earliest shipment.

Figs : Comadras have shown a steady advance from open prices, and notwithstanding the crop of Turkish figs growers are very firm in their demand, and will look to see prices higher in future, rather than lower.

The position of California evaporated fruits continues strong. The enormous shortage in Santa Clara Valley, which will be about 25 to 40 per cent. of an average crop, will make prunes very firm and high. California seedless raisins are also quoted about 3c. higher than ever before and the outlook in California fruits this season is for higher and firm prices.

We quote :

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ¼s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08
Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Fil atras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz boxes	0 06½ 0 07

Rice and Tapioca—There are no changes to report in the situation of the rice market, firmness being the leading characteristic. Tapioca, which during the past month advanced considerably, still maintains its strong position. Business in these lines, however, does not show any surprising activity, but only the usual amount of business is being done. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—The latest report from the New York market shows activity in all lines with increased grinding demand, especially for Cassias of all grades. The undertone is good throughout the list, due no doubt to the generally strong position in regard to supply and demand. The local market is firm and a fair amount of business doing. Fall orders are expected to be satisfactory. We quote :

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Fish—Dealers report that fresh fish continue in great favor, and increased consumption is looked forward to. However, this week's trade shows little of interest. New haddies are still arriving but scarce. Fresh steak cod has gone up one cent owing to scarcity. British Columbia salt salmon is coming in limited quantity only, but price has not been altered as yet. Frozen dore is offered at 8 cents. Bulk oysters are arriving daily in fair quantity. There is a good demand reported for them, and as they

NOTICE TO THE TRADE.

WE beg to notify our customers that Harold F. Ritchie is not in our employ and is not selling any goods for us. Capstan Mfg. Co., Toronto. (38)

ESTABLISHED IN 1842. Our Motto: "FORWARD."

LIGHT CHAMPAGNES de NEUVILLE & CIE., REIMS, FRANCE

100 cases, just received in store.—"Duc de Montlouis"

Carte Blanche, Cuvee Reservee, Carte Noir Cuvee Extra, Carte d'Or, Cuvee Extra,

BOTTLES AND ½ BOTTLES.

NOW IN STORE. Ex. S.S Milwaukee.

First Arrival.—525 boxes Valencia Raisins —**"Trenor" "Riera"**

F.O.S. selected 4 cr. layers.

Ex. S.S. Montreal.

FROM CROSSE & BLACKWELL, London, Eng.

200 Cases and Barrels. Pickles, Sauces, Olives, Jams, and Marmalade.

TO ARRIVE SHORTLY.

From L. A. Price, Bordeaux, France.

——OUR THIRD IMPORTATION——

300 Cases French Table Delicacies—French Peas, Macedoines, Mushrooms, Haricots, Olives, Prunes, Hors d'Oeuvre.—***Glass*** and ***Tins.***

——THE LARGEST SHIPPER IN BORDEAUX——

ITALIAN LUCCA OLIVE OIL.

Received this week. Ex. S.S "Osiris" via Genoa.

The finest quality for Salads and Mayonnaise.

2x5 Gals. Can Extra Lucca.					2x5 Gals. Can Surfine Lucca.				
50x1	"	"	"	"	10x1	"	"	"	"
40x½	"	"	"	"	20x½	"	"	"	"

ALL WITH FAUCETS

WE HAVE THE STOCK ***WE HAVE THE ASSORTMENT***

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF TEAS, WINES AND LIQUORS, MONTREAL

2½'s, White	2.50	2.47½
3's, White	2.70	2.67½
3's, Pie	1.27	1.25
Gal., Pie, not peeled	3.57½	3.55
Gal., Pie, peeled	4.52½	4.50
Pears—		
2's, Flemish Beauty	1.65	1.62½
2½'s, Flemish Beauty	1.97½	1.95
3's, Flemish Beauty	2.12½	2.10
2's, Bartlett	1.80	1.77½
2½'s, Bartlett	2.17½	2.15
3's, Bartlett	2.32½	2.30
3's, Pie	1.27½	1.25
Gal., Pie, peeled	3.80	3.77½
Gal., Pie, not peeled	3.27½	3.25
Pineapple—		
2's, Sliced	2.32½	2.30
2's, Grated	2.57½	2.55
3's, Whole	2.72½	2.70
Plums—		
Plums, Damson—		
2's, Light Syrup	.92½	.90
2's, Heavy Syrup	1.17½	1.15
2½'s, Heavy Syrup	1.47½	1.45
3's, Heavy Syrup	1.77½	1.75
Gal., Standard	2.97½	2.95
Plums, Lombard—		
2's, Light Syrup	.97½	.95
2's, Heavy Syrup	1.22½	1.20
2½'s, Heavy Syrup	1.52½	1.50
3's, Heavy Syrup	1.82½	1.80
Gal., Standard	3.47½	3.45
Plums, Greengage—		
2's, Light Syrup	1.02½	1.00
2's, Heavy Syrup	1.27½	1.25
2½'s, Heavy Syrup	1.52½	1.50
3's, Heavy Syrup	1.82½	1.80
Gal., Standard	3.47½	3.45
Plums, Egg—		
2's, Heavy Syrup	1.55	1.52
2½'s, Heavy Syrup	1.82½	1.80
3's, Heavy Syrup	2.12½	2.10
Beets—		
2's, Sliced, Blood Red	.87½	.85
2's, Whole, Blood Red	.87½	.85
3's, Sliced, Blood Red	.97½	.95
3's, Whole, Blood Red	.97½	.95
Corn—		
2's	.85	.82½
Gal., on cob	4.52½	4.50
Carrots—		
2's	.92½	.90
3's	1.02½	1.00
Cabbage—		
3's	.87½	.85
Cauliflower—		
2's	1.42½	1.40
3's	1.83½	1.80
Parsnips—		
2's	.92½	.90
3's	1.02½	1.00
Pumpkin—		
3's	.80	.77½
Gal	2.52½	2.50
Squash—		
3's	1.02½	1.00
Tomatoes—		
3's	.95	.92½
Gal	3.02½	3.00
Turnips—		
3's	1.02½	1.00
Succotash—		
2's	1.17½	1.15

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal	1 50	1 90

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Chums	0 95	1 00½
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz		1 55
1 lb. " less than 5 cases, "		1 57½
1 lb. Flat, 5 cases and over, "		1 67½
1 lb. " less than 5 cases, "		1 70
½ lb. " 5 cases and over, "		1 00
½ lb. " less than 5 cases, "		1 02½
Low Inlet,		
½ lb. Flat, 5 cases and over, "		95
½ lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s, "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—The domestic trade continues active. A good run of orders is in evidence, but still has the character of hand-to-mouth supply. There is little confidence in the present situation; prices are by no means firm, and a drop appears to be expected without any apparent reason. The world indications are weak, but this is in measure due to the recent severe break in European speculation. Raws on foreign markets are still uncertain, a feature which naturally has influence on refined. No real indications of change are apparent for the immediate future, and previous quotations still rule. We quote :

Paris lumps, in 50-lb. boxes	5 53
" in 100-lb. "	5 43
St. Lawrence granulated, barrels	4 88
Redpath's granulated	4 88
Acadia granulated	4 73
Berlin granulated	4 88
Phoenix	4 88
Bright coffee	4 73
Bright yellow	3 88
No. 3 yellow	4 63
No. 2 "	4 48
No. 1 "	4 38
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—General demand is of little interest, but some active orders have been in evidence for confectioners' lines. Syrups are uninteresting. Prices remain unchanged. We quote :

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The consumption of coffee is fairly satisfactory, and a steady demand is manifest. Prices are unchanged. Foreign advices denote firmer markets. At several primal points stocks are being held against an expected advance. European advices represent an unsteady market, but prices unchanged. We quote :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—Trade on the street has been fairly active, but no great interest is manifest. Some excellent samples have been in evidence, which should have induced greater buying. The English market continues remarkably firm for any teas showing good quality. Poor teas are passed by and have an inclination to weakness. The newer arrivals from primal markets are opening up in better condition than early samples. This is particularly so with Ceylons. Bidding has been active for all attractive grades. We quote :

Congou—half-chests, Kaisow, Moning, caddies, Pakling	0 12	0 60
	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—No new feature of interest has developed since our last report. In most primal markets crops are collected and well forward for despatch. Currants continue firm. The basis is considered too low to allow of any downward movement. Valencia raisins are close on market; sample consignments are in the city and are showing up well. Almonds are firming up. Walnuts remain strong at opening prices. We quote :

Prunes—

Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½ 0 06½
80-90s	0 05½	0 05½	50-60s	0 07 0 07½
70-80s	0 06	0 06½	40-50s	0 08 0 08½
			30-40s	0 09 0 10

Candied Peels—

Per lb.			Per lb.
Lemon	0 09	0 10	Citron 0 15½ 0 17
Orange	0 09½	0 10½	

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

Per lb	
Californian evaporated	0 13

Peaches—

Per lb.	
Californian evaporated	0 15

Pears—

Californian evaporated, per lb	0 13

Currants—

Per lb.			Per lb.
Fine Filiatras	0 35	up	Vostizzas 0 07 0 07½
Patras	0 06	0 06½	

Raisins—

Per lb.	
Sultana	0 05½ 0 10
California, loose muscatels	
3-crown	0 05
4-crown	0 07 0 08

Dates—

Per lb.			Per lb.
Hallowees	0 04½	0 05	Fards new choicest 0 09 0 10½
Sairs	0 04	0 04½	" new choice 0 09½
Domestic evaporated apples			0 07 0 08

Norwegian Smoked Sardines
(In Oil)

are in the market to stay. You may as well stock now, as you will miss orders if you don't.

We have just received 500 cases Stavanger famous **CROSSED FISH** brand, and have 2,000 more cases on the way! Such figures are the strongest proof of the **CROSSED FISH** brand's popularity, and show conclusively there is an active demand for these goods.

OUR PRICES—There are some cheaper kinds of Norwegian Smoked Sardines, but the **CROSSED FISH** brand is the brand to build a trade on—not the kind your customer brings back. You can have

One case 100 ¼ tins for $11.50.
One case 50 ½ tins for $ 9.00.
One case 100 ½ tins for $17.00.

Lots of 5 cases or more, 50c. less per case.
Terms, net 30 days, or 1% off at 10 days.

You run absolutely no risk in ordering a trial case. **CROSSED FISH** Sardines are all carefully selected fish, preserved in finest olive oil; they appeal to the most fastidious, while their price is quite moderate. The highest tribute to their peerless quality is the numberless "Highest Awards" they have won wherever exhibited.

Hudon, Hebert & Cie.
Montreal

The Most Liberally Managed Firm in Canada.

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

Foreign Nuts—Are uninteresting. We quote:

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Rice and Tapioca—A steady demand is in evidence in both these lines, with prices remaining firm at previous quotations. Trade, however, does not show any attractive features. We quote:

Rice and Tapioca—	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 04	0 04½
Rangoon	0 03½	0 03¾			
Patna	0 05	0 05½	" double goat		0 05½
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Spice—Demand for all popular lines continues active. Pepper especially is firm and in good demand. Other prices nominal. We quote:

Spices—	Per lb.			Per lb.	
Peppers, blk	0 16	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar		0 25
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Fresh Fish—Trade continues good, demand is maintained at quite previous consumption, and quotations remain unchanged. Oysters are held in stock and are reported as excellent quality. We quote:

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 17
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80

Dried and Cured Fish—Trade is uninteresting; a small trade continues; stocks held are light and prices merely nominal. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Honey—A fair trade continues. Supplies come to hand fairly well and previous quotations maintain. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08½
" sections, No 1, per doz	1 50 1 90
" " No. 2, "	1 50
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	0 75 1 00

Beans—There is no new feature to remark, trade is uninteresting and previous prices unchanged. We quote:

Beans, handpicked, per bush	1 75
" prime, No. 1	1 70
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Grain, Flour and Feed.

Grain—Business has been slower since our last report. Arrivals have been coming in very slowly and demand only moderate. Prices of wheat have made a further decline. New oats are coming in in good condition, and show a slight advance of values. We quote:

All on track Toronto.		
Manitoba wheat, Northern	No. 1	0 94½ 0 95
" " "	No. 2	0 91½ 0 92
Red and white, per bushel, old		0 80 0 80½
" " "	new	0 77½ 0 78
Barley "		0 50 0 52
Oats, old, "		0 41 0 41½
" new, "		0 33½ 0 34
Peas "	new	0 71 0 72
Buckwheat "	nominal	0 63 0 64
Rye, per bushel, "	new	0 64 0 65

Flour—Business has moved forward with decided activity since last report; export trade, especially, has come in for a good deal of attention. The present basis of price is making a clear opening for foreign markets. A drop of about 10c. all round is noticeable on market quotations. We quote:

Manitoba wheat patents, per bbl. in bags	4 60	5 00
Strong bakers " "	4 40	4 80
Ontario wheat patents " "	4 10	4 30
Straight roller " "	4 00	4 10

Breakfast Food—The season's demand is naturally steady; at the same time sales have been quite up to expectations. Prices continue at previous quotations, but an unsteady influence is apparent. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " in wood	4 50
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The market has settled somewhat to a steadier basis. The unhealthy competition between rival wholesale buyers has met with a check since our last report, having the effect of checking the unwarranted advances so noticeable of late. Prices have, in consequence, for the moment halted, and we are quoting previous prices, firm and steady. It is not at all unlikely that a downward tendency will be manifest at an early date. We quote:

Hides, inspected, No. 1 per lb.	0 12
" " " 2 "	0 11
Country hides, flat, per lb	0 10½ 0 11
Calf skins, No. 1, selected	0 14
" " No. 2	0 12
Lamb skins and pelts, best city slaughter	0 85
Rendered tallow, per lb	0 04 0 04½
Unwashed wool, per lb	0 16½ 0 17
Wool-washed fleece	0 26 0 27
Rejections	0 20 0 22
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 25

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 21st, 1905.)

Groceries.

ACTIVITY marks all departments of the wholesale grocery trade of Winnipeg, and large quantities of goods are being shipped this month. The demand for canned goods has been very strong since the beginning of the harvest season and the movement is still heavy.

Once again interest centres on the sugar market and in view of two ten cent declines last week, the trade are buying in very small quantities in what they believe to be a falling market. New prices have now been announced for almost all of the new season canned fruits and vegetables and they are quoted below under "canned goods." Dried fruits are in good demand and the entire foreign list, with the single exception of Valencia raisins, is very firm with a strong tendency towards further advances.

Sugar—Last week saw two declines, each of 10c., in the sugar market and in view of the pronounced tendency towards lower prices, the trade are well advised in buying only for immediate requirements. We quote:

Montreal granulated, in bbls		5 35
" " in sacks		5 30
" yellow, in bbls		4 85
" " in sacks		4 80
Wallaceburg, in bbls		5 25
" in sacks		5 20
Icing sugar in bbls		5 95
" " in boxes		6 15
" " in small quantities		6 55
Powdered sugar, in bbls		5 75
" " in boxes		5 95
" " in small quantities		6 20
Lump, hard, in bbls		6 05
" " in ½-bbls		6 15
" " in 100-lb cases		6 05

Canned Goods—New prices on tomatoes, announced last week, show a marked decline as compared with the high prices that obtained all last year. New prices have now been announced on all new fruits and vegetables except peaches, pears, plums and pumpkins. We quote:

Apples, gallons, group 1, per doz	2 60
" " " 2 and 3, per doz	2 55
" 3-lb. " 1, "	2 13
" 3-lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 35
" " " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " " 2 & 3	3 48
Strawberries, " " " 1	3 28
" " " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 75
" " " " 2 & 3	2 29
Corn, 2 s, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" Rivers Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4 doz. case	10 25
" " 1-l talls, "	14 50

Lime Juice—We quote:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 8	7 00
Local brands, pints, "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal		0 65

Salad Dressing—We quote:

Durkee's, per 2-doz. case	7 00
Royal small, per doz	2 85
" large "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins'	½ pints, per doz	$3 65
"	pints, "	6 00
" White's	½ pints "	0 90
" Paterson's	½ pints "	0 90
"	pints "	1 75
Essence of anchovies (C. & B.), per doz		3 00
Yorkshire relish (Goodall & Backhouse), per doz		1 90

Macaroni and Vermicelli — Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets is now quoted at 8 1-4c., a slight reduction.

Spices—There is a strong demand for spices at present for pickling purposes. Prices steady. We quote:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 13
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70
Black pepper, per lb	0 13
White " "	0 25
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still advancing and it is now quoted at $4.75 to $5.00 per cwt., according to quantity ordered. The increased price is having some effect in lessening the consumption. We quote:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna "	0 04½
Tapioca, per cwt.	4 50 4 75
Sago, per lb.	0 03½

Pot and Pearl Barley—Quoted as last week at following prices:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses—Quoted at following steady prices:

Syrup "Crown Brand, 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb.		0 04
New Orleans molasses in ½-bbls, per lb.		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal.		0 31
" ½ " "		0 33
" 5 gal. bsts, each		2 25

Coffee—Green Rios show some tendency to advance and some quotations are given higher than our figures below. We quote:

Whole green Rio, per lb	10½
" " roasted, per lb	0 13 0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—Prices are quoted as follows:

Epps ½ lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan's, in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ¼'s, per doz.	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Jam—We quote:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits—There is nothing new in the situation. The entire list, with the exception of Valencia raisins, is very firm with a tendency to advance. We quote:

Valencia raisins, f. o. s. to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers, "	1 85 2 00
California raisins, muscatels, 3 crown, per lb.	0 07
" " " 4 " "	0 07½
" " choice seeded in ¼-lb. packages per package	0 07½ 0 08
" " fancy seeded in ¼-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb.	0 05½
" 80-90 "	0 05¾
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 05¾
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in bags, per lb.	0 03¾ 0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
Orange "	0 09½
Citron "	0 14

Teas—We quote as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—Quoted as follows:

Lake Superior trout	0 10
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 13
Halibut "	0 11
White fish (L. Winnipeg), per lb.	0 06
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnan Haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, per gallon	2 90 3 00

Evaporated Apples—Very firmly held. They are selling at 8 to 9c. per lb.

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz.	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 85
" " " No. 1,	9 50
" " " No. 2,	8 40
" " fibre, per nest of 3	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz.	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Buckwheat Flour—We quote at $1.70 per half sack.

Breakfast Cereals—We quote:

Rolled Oats, 80-lb sacks, per cwt.	2 40
40-lb. " "	2 45
20-lb. " "	2 50
8-lb. " "	2 80
Cornmeal, in sacks, per cwt.	1 85
" in ½ sacks, "	1 90

Maple Products— New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb box.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

RETAINING TEA TRADE.

First prize essay, by Mr. E. G. Lockyear.

TO retain the tea trade in the hands of the grocer in these days of keen competition and combined monopoly requires a practical knowledge and personal study, as it is quite a trade of itself. Why should this important part of the trade be lost to the grocer? The reason is not far to seek. It has been studied too much from a remunerative standpoint, and we are slow to realize that we "must follow the times," and supply this article at a much smaller profit than of yore. Your leading features are to be considered: (1) "Leaf," "style," "liquor," and "flavor"; (2) sample various tea houses to obtain best value, liquor same on arrival; (3) obtain those teas suitable for the water and people of your district; (4) make it your personal study to meet the increased competition; (5) advertise your special blends on bags, parcels, and leading lines; (6) distribute handbills in your district showing price of tea; (7) if no tea ordered, enclose sample in box, parcel, or basket of groceries; (8) endeavor to get a good reputation for your teas; (9) always keep your teas uniform, so that you may be relied upon; (10) avoid cheap teas, they will do harm to your trade. It behooves every grocer in these go-ahead days, and especially this branch of the business, to thoroughly master it, leaving no stone unturned to increase what you have already got, and to do this we must leave behind the old-fashioned methods, and strive to hold our own.

MONTREAL WHOLESALE FAILURE.

Mr. D. H. Rennoldson, wholesale grocery sundries, 92 Youville square, Montreal, has consented to assign on demand of M. Herbert W. Smith. The petitioner, on application of Mr. Henry J. Elliot, his attorney, has been named as provisional guardian of the property. Mr. Rennoldson, it is expected, will be able to make satisfactory settlement and continue the business. Long credits and several serious retail failures which pressed him closely are given as the cause of the assignment.

A consignment of Spanish onions arrived this week for H. P. Eckardt & Co.

SOAP PROFITS

Certain articles of known quality have for a long time been used by dealers to advertise their business and increase their trade. These lines are offered at cut prices to draw custom for other goods.

Baby's Own Soap, the best and most popular Toilet Soap in Canada, has been one of the greatest sufferers in this way, and though the manufacturers have never changed their price, which is the same as that asked thirty years ago, yet the retailing price has gone from 40 cents down to 25 cents a box, at which price it can be bought in many stores in Canada.

While in no way responsible for this, yet the manufacturers have felt rather keenly for the retailers' loss of profit, and one of the ideas of changing the style of the firm and forming it into a limited liability corporation was that it would afford a means to offer the trader a chance to assure a permanent profit on this and the other lines made by this Company. This could be achieved by offering them an opportunity to secure at par shares in the New Company. Nor is this all for their benefit. While the sales of Bay's Own Soap have doubled in the last five years, and show a constant increase, yet it is easily seen that a much larger increase would result if the retailer knew he would share in the profits of the concern. And profits there will surely be.

Similar firms in England and the United States have seen their shares rise from par to two and three times their face value.

Until Oct. 1st we will reserve the entire amount offered for subscription for the trade. After that date subscriptions from the public will be allotted in order of priority of application. We have no agents offering our stock, so if you wish to secure any, kindly communicate with us at once.

Prospectus will be sent on application.

ALBERT SOAPS LIMITED

MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR, ETC., ETC.

THE EBY-BLAIN CO., LIMITED, AT CANADIAN NATIONAL EXHIBITION.

WHOLESALE grocery houses don't as a rule pretend to do more than act as handlers of merchandise for manufacturers and to protect, as far as possible, the best interests of the retail trade by procuring at the minimum cost only pure and wholesome foods. It is therefore a sign of unusual business enterprise when a wholesale grocery house takes the initiative to branch out with independent lines of their own as The Eby-Blain Co., Limited, have done with such signal success. This really up-to-date house now does probably the largest strictly grocery business to-day in Canada and their influence and trade is spreading rapidly from coast to coast.

The very fine line of Eby-Blain specialties put up by this house under their own labels—and only the finest quality of goods are allowed to be so used—is being quickly recognized by the intelligent Canadian public, and the rapid growth of this trade from year to year is evidence enough to them that their efforts are being used in the proper channels.

Last year at the Louisiana Purchase Exposition, where the best products of the different countries of the world were sent to compete with others, The Eby-Blain Co. were given the highest award and gold medal for "Eby-Blain's Wheat-os" and "Eby-Blain's Anchor Brand" canned goods.

This year, as for many years past, the official judges have again recognized the superiority of their high class goods by awarding them the prize.

Most houses would be satisfied with one exhibit at this Exhibition, and so would The Eby-Blain Co., Limited, if they hadn't been able to secure the agency for Canada of "Norka,—the only cooked oat food." After obtaining this valuable agency, however, The Eby-Blain Co. decided to take advantage of the Canadian National Exhibition to inform the public and the trade throughout Canada of this fact, and the popularity of this booth over others in the Manufacturers' building was proof convincing enough to those in charge of the exhibit that "Norka" is all that the manufacturers claim it to be, viz, the most nourishing, economical (as it goes farther than any other breakfast cereal) and thoroughly satisfying food on the market to-day.

Eby-Blain Kolona Tea was also exhibited at this booth as well as the celebrated Eby-Blain Quick Pot for coffee or tea.

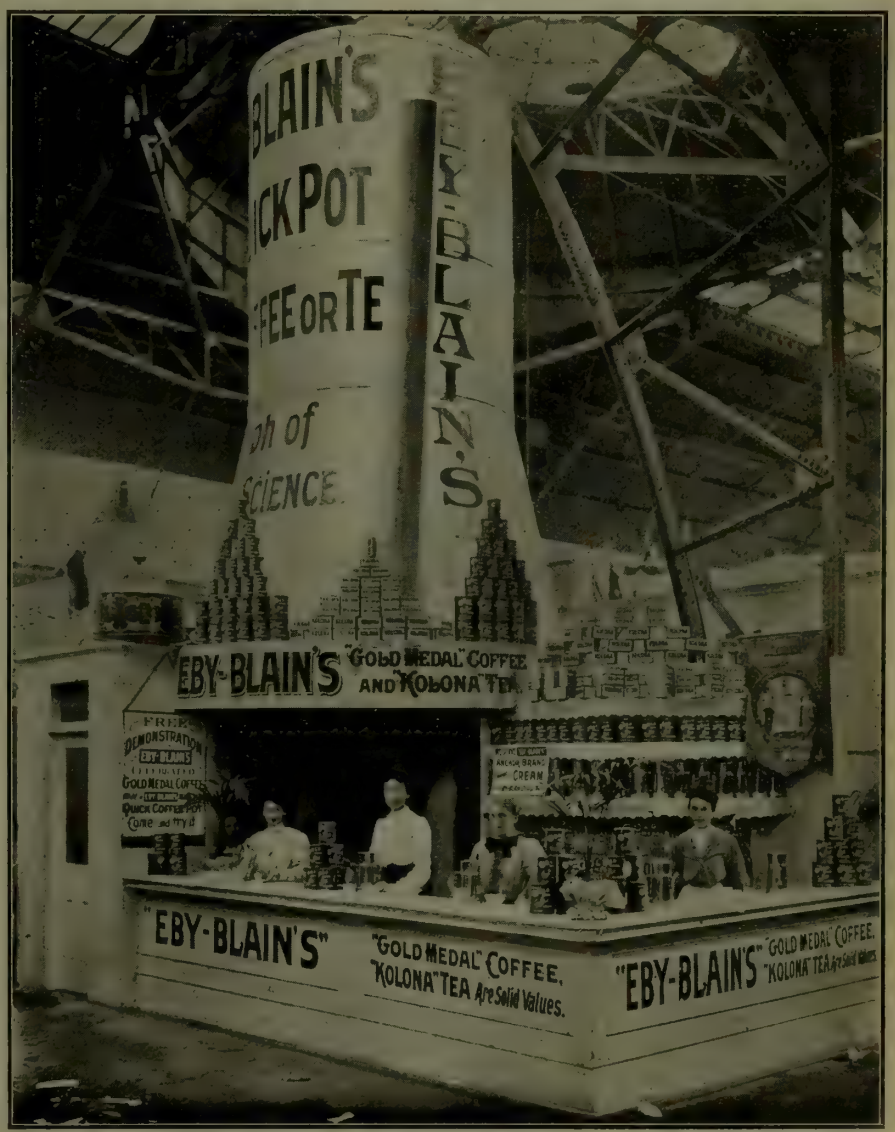
In addition to the above exhibits the Eby-Blain Co were again in evidence at E. D. Smith's fine display of preserved fruits, which was also to be seen in the Manufacturers' building, for which they have been appointed Toronto agents.

JAPAN TEAS.

The following advice has been handed us by Mr. Shaw T. Nishimura, Montreal agent for Japan teas.

"Cablegram just received advises that third crop is again very much short and practically closed, which is much earlier than in any previous season. All suitable teas are eagerly taken up and in consequence prices are again advancing."

It is now evident that those who placed import orders early in the season made good purchases, but those who did not take this chance have at this moment an equal opportunity to make purchases from spot goods which are already in the hands of importers.


BLAIN'S
ICK POT
FEE OR TE
EBY-BLAIN'S
EBY-BLAIN'S "GOLD MEDAL" COFFEE AND KOLONA TEA
"EBY-BLAIN'S" "GOLD MEDAL" COFFEE, "KOLONA" TEA Are Solid Values.
"EBY-BLAIN'S" "GOLD MEDAL" COFFEE, "KOLONA" TEA Are Solid Values.

Canadian National Exhibition—The Eby-Blain Co. Exhibit.

NEW ABATTOIRS FOR TORONTO.

The Toronto Junction Board of Health at a recent sitting, disposed of considerable business, prominent among which were two requests for permits to carry on business in the town. These were from Green Bros. and William Levack, both of whom are erecting abattoirs near the Union Stock Yards. The board recommended council to grant the necessary permission providing the industries do not prove offensive.

PURE FOOD CAMPAIGN.

The Minister of Inland Revenue, the Hon. L. P. Brodeur, has expressed his intention to put down the adulteration carried on by a number of manufacturers. He will, if found necessary, enter upon a rigorous campaign of prosecution of those persons reported as adulterating such products as jams, jellies, pepper, maple sugar, etc.

This movement is certainly one in the right direction. The Grocer has always been foremost in its advocation of a "pure" food campaign, and is only echoing the voice of every progressive and intelligent storekeeper in wishing the eventual success of the determination to enforce the pure food laws.

N. B. Markets.

St. John, N.B., Sept. 21, 1905.

THERE is a great improvement in business, what is termed the Fall trade is now geing done. The Fall more than any other time is the busy season for the grocer, at no other time ars such large stocks of goods received, as canned goods and dried fruits for a full year stock are now bought. This is somewhat less the case than formerly, particularly in dried fruits.

The wholesale houses are not buying as large stocks as a few years ago, besides this, to make business, there is the holiday trade, and the closing of navigation to look forward to. Markets seem in better shape.

While sugar is off again, both in this line and flour it is thought they are getting down to firmer values, and so dealers are inclined to buy at least some stock, which for the last few weeks they have not been doing, except for actual need. Some lines are very firm, such as cheese, dried fruit and fish.

Canadian National Exhibition—The Eby-Blain Co., Limited, Exhibit.

Spices—Are always of interest at this season. While prices continue quite low the tendency is upward.

Hops—Are very firm and higher prices expected.

Rice—Though not selling very freely at this season, is rather firmer.

Oil—In burning oil the extreme low prices still rule. There is improved business but it is yet early for the larger shipments to be made. The business is, however, booked. In lubricating oil, sales are light. Linseed oil is still low. Turpentine, while high, is rather easier.

Salt—In Liverpool coarse salt a small cargo arrived this week. This is the last direct shipment for some time. Rather higher prices are expected, as importations will likely have to be made via Boston. Fair stocks are held. Demand has been particularly good this season the nearby Maine ports having been supplied from St. John more largely than usual. In fine salt, demand is light. Chiefly Canadian sold.

Canned Goods—New corn and tomatoes are on the market much earlier than usual. Local prices are therefore lower than have ruled for some time. There is no particular interest in any line. Teas are still extremely low. Some few fruits, such as peaches and pears, not yet quoted. In blueberries, local packers supply the trade. This line is rather dull. Gallon apples are low. Salmon prices since new spring fish arrived some little time ago, are about 50c. a case lower than last season. Meats are rather lower. Sale this season has been rather dull.

Dried Fruits—The quantity of California evaporated apricots and peaches, also prunes, bought this season is rather less than usual, except perhaps apricots. These opened low, but have advanced quickly. Peaches also showed a large advance. Prunes opened higher than last year and have also advanced quickly Raisins, Valencias, have been bought freely at low prices. As Californias are expected to cast high, Malaga loose have found a fair demand. There is much dissatisfaction that California prices are not named earlier. Currants hold firm at prices well above last year. In all lines spot goods very scarce. Evaporated apples, while firmly held at higher prices, have little sale. Onions have attention, while quite a range of prices is quoted on Canadian stock. Market is firm.

Sugar—While prices are again off 10c., dealers seem to have more confidence, believing market is getting on a better basis, and though not buying freely, are inclined to carry rather better stocks.

Molasses—In Porto Rico there is quite a large stock held. Prices are quite low. It is said there is considerable range in quality. Barbadoes is held firm.

Fish—There is just a fair quantity of fresh fish offering and variety is small. Dry fish, particularly cod, high prices rule and market is firm. In pickled herrings there are fair receipts, but prices keep high. Some finnan haddie are now being shipped west. Prices are quite high. In our last week's report it was said new smoked herring had been received. This was a mistake. They will however be to hand shortly. Prices low, but firm.

Flour, Feed and Meal—In flour it is thought prices are about down to a fair basis, and dealers are inclined to buy in a small way. Manitobas showed a small advance this week, but Ontarios are again rather lower. Oatmeal is unchanged, but not so firmly held. Oats are lower. Cornmeal unchanged. In beans a variety of prices quoted. For later shipment, several cars have been bought low compared with the price ruling for some time.

CEYLON TEA FOR RUSSIA.

A great deal of tea has been despatched this month from Ceylon to Russia, to the Black Sea as well as to the Baltic ports. During the month of June altogether 938,875 lbs. of tea were sent to St. Petersburg, Riga, and to Odessa. Since then there have been several large shipments. The Spitshead, took away some 325,000 lbs. to the Black Sea ports. She was followed by the City of Corinth, with 148,566 lbs. for St. Petersburg, ond the Siam for the same port with 305,694 lbs. The total despatches of Ceylon tea to Russia, to the 24th Aug. aggregate some 6,295,700 lbs., which is just two million lbs. less than last year for the same period.

AN IDEAL MILK-CAN.

A new milk-can has been invented in Montreal by James Frederick Edward Rose. It is to be used for the transportation of milk either by rail or otherwise, which the inventor claims will enable milkmen to keep their milk at the necessary cool temperature in the hottest weather.

QUEBEC AGENCY APPOINTMENT.

Mr. J. H. Maiden has been appointed agent in the Province of Quebec for the Anglo-Canadian Supply Co., of Toronto, manufacturers of York Metal Polish and Gri-mo. Gri-mo is something new in the toilet line and used extensively by office men, automobilists, painters and machinists for cleansing the hands, and is said to be "miles ahead of soap." Mr. Maiden has just received a full supply of all sizes of these two lines, and will shortly call on the Quebec trade with his samples.

The Western Ontario Exhibition, London

AMONG the thirty-eight Fairs that have been held in London since the institution of the Western Fair it may safely be said that none has been attended with a greater degree of success than the one that came to an end on September 16.

Much of that success must, of course, be attributed to the beautiful weather that prevailed without a break until the Friday evening when Jupiter Pluvius gave vent to his pent-up energy and made those once thronged Fair grounds a drooping and a dripping wilderness devoid of human life save for the occasional figure of a stout lady making record time for the pavilion.

Who cared, however? The Fair was practically over, for Saturday was the day for exhibitors to pack up and look pleasant. Wednesday and Thursday were the big days on which the success of the Fair depended and on those mornings anxious-visaged directors could be observed scanning the heavens with as much interest as Galileo ever displayed, though of a different kind. Joy succeeded anxiety, however, and the number that attended the Fair on those days was greatly in excess of the corresponding figures of any previous year.

In the Main Building there seemed to be a slight falling off in the number of exhibits but from the aesthetic point of view they perhaps reached a higher standard than last year.

The piano industry had as usual the largest number of representatives. The furniture industry was also well represented. Two soap and two chocolate firms had displays. It seems a pity that London manufacturers do not display a greater interest in the Western Fair. Surely it is good advertising for the Western Ontario field and it would certainly help London. Yet several prominent industries were totally unrepresented.

The Stove Building was the scene of some excellent exhibits, six stove companies being represented there. The Machinery Building had its usual complement of farm implements and machinery very similar to last year, and the same can be said of the Carriage Building. The Agricultural and Horticultural Buildings contained an admirable display of farm produce, fruit and flowers. This was really one of the best feaeures of the Fair. As to the exhibition of paintings,

"I would that tongue could utter
The thoughts that arose in one,"

but we must leave that section to the art critics. A good deal of the life and fun of the Midway was lacking this year. The determination of the directors to admit no shows of questionable character or in the nature of fakes necessarily caused a good deal of cutting out. The vaudeville show included some new and thrilling acts and the fireworks were excellent and went off without a hitch.

Tobler's Swiss Milk Chocolates.

Prominent among the booths in the Main Building was the display of Tobler's chocolates by Maclure & Langley. The booth was in charge of J. L. Uttenweiler, of Toronto.

Blue and pink were the prevailing colors in the decorations. The front of the booth was tastefully draped with a prettily designed fancy fabric. A series of pictures representing different countries where Tobler's famous Swiss milk chocolates are consumed decorated the upper framework of the booth.

The popularity of Tobler's Swiss milk chocolates is not difficult to understand when one learns the conditions under which the chocolate is made. Tobler & Co. have their own herd of cows at Berne, Switzerland, where their great factory is situated. The milk from these cows is of a very superior quality, as in Switzerland they have green grass all the year round. Then again the chocolate is ground by electricity for nine days and nights so as to remove all "grit." These facts explain why Tobler's Swiss milk chocolate possesses such a delicious flavor. It is notable also for it nourishing and sustaining qualities. The latter fact has been recognized by the Swiss Government, for this chocolate forms part of the daily rations of the Swiss army.

Tobler's Chocolate Exhibit.

AMERICAN TOMATOES.

Mr. C. Fairall Fisher, of 22 St. John street, Montreal, who returned from a business trip to Baltimore, Md., on Saturday last reports a very strong market in the States for tomatoes. The price has risen steadily for standard No. 3 tins, from 60c. to the present price of 85c. per doz., and Mr. Fisher met several large packers who refused to sell under 90c. The general impression of the American dealers is that they will see $1.00 tomatoes before the 1st of January. This would mean that to bring the goods into Canada would make the price almost prohibitive, and should tend to make Canadian prices still firmer.

NEW FIRM STARTTD.

McDonnel & Dingwall have now opened their store at 63 Colborne street, Toronto, and are carrving a full line of cheese, butter, eggs, lard, poultry, etc. We wish them every success.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

EAGLE BAKING POWDER

Ask your Wholesaler for It.

J. H. MAIDEN,
MONTREAL

POULTRY, FISH

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

N. S. Markets.

Halifax, N.S., Sept. 21, 1905.

IN nearly all lines of groceries jobbers report business good. In fact, during the past week trade may be said have been brisk all round. Good orders from outside points are coming in and the local trade keeps up to the standard. Prices generally remain pretty steady.

Butter—The condition of the butter market is causing considerable attention just at the present time, owing to the heavy falling off in receipts. It was thought after the farmers had finished hay making that butter would come to the market more freely, but such has not been the case. In fact, this article may be said to be scarce on this market at present, and dealers find some difficulty in obtaining supplies. Choice dairy butter is the scarcest. Those few who have a quantity in stock are getting from 20c. to 21c. for it, and they are holding it firmly at these prices. The factories are now quoting 22c. for creamery solids, and are jobbing here at 23c. to 24c. Creamery prints are quoted at 24c.

Cheese—The cheese markets in the Maritime Provinces are unsteady, and prices are advancing. The factories are now asking 12c. for large, and 12 1-4c. to 12 1-2c. for twins. Prices here are now about on a par with factory prices, as yet, however, business all around is pretty good. A prominent dairy concern from New Brunswick have recently opened up here, and they are reported to be cutting prices to some extent, so as to capture the local trade.

Fruit—The market is well supplied with fruits. Plums are in abundance and the price is reasonable. Pears are also very plentiful, but the quality is only fair. $2.25 per half barrel is about the general price quoted by jobbers. There has been a drop in the price of oranges. Some good Jamacias are now on the market and they are quoted at $6.00.

Nova Scotia apples coming to the market are only of fair quality and in consequence of this sales are not very rapid.

Eggs—Are firm and the price unchanged. With the falling off in receipts, however, an early advance is looked for.

Fish— Sixty-eight vessels of the Lunenburg Bank fleet have reported catches aggregating 49,995 quintals. The catch is valued at $287,471. The fish markets are becoming very brisk, and buyers are active at most of the centres. A big fleet of bankers was at Canso last week seeking bait and they reported catches from 200 to 1,200 quintals. Should the bait supply keep up, good catches will result, as fish are becoming more plentiful. Some dealers here say that the Labrador fishery has been much better than usual. Already some large sales are reported among the different Halifax dealers, and it would not be surprising if as many as 50,000 quintals of these fish came here this season, which would place the dealers in a more favorable position than last year. The last sales of Nova Scotia bank fish

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

MANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies and kindred lines, highest references. Box 273, CANADIAN GROCER, Toronto. [38]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

SIDE LINES WANTED.

YOUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address, "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [37]

SITUATIONS VACANT.

GOOD reliable persons are required to solicit orders for nursery stock; good outfits furnished free and every assistance given to make business profitable to the right class of people. Apply to E. D. Smith, Winona, Ont. [f]

BAKER, second hand, wanted at once; telegraph. A. E. Lake, North Bay. [f]

BAKER, good on bread and cakes; sober; $10 per week. Box 483, Deseronto. [f]

BAKER wanted; bread and cake baker at once; day work; steady job; sober; state wages. Tucker Bros., Norwood, Ont. [f]

WANTED at once, salesman for general store; experience; permanent position to right man; state age, salary expected and other particulars. D. C. Russell, Erin, Ont. [f]

WANTED, partner for grocery business; must be capable of taking entire charge; about $3,000 required. Particulars, P.O. Box 354, Fort William. [f]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

were at $5.75 ex vessel. The export markets, while a little quiet, are on the whole, satisfactory for dry fish. The consumption in Oporto is unusually large. Fish suitable for that market are in good demand and selling at high prices.

Flour—Shows a downward tendency on this market. The demand here is fair at present, but the stocks on hand are not very heavy. Quotations in a jobbing way locally are now about $5.75 to $5.90 for Manitoba patents. Ontarios are: 90 per cent. patents, $4.70 to $4.80; 80 per cent. patents, $4.80 to $4.90; 70 per cent. patents, $4.90 to $6.00. These are local jobbing prices and quotations in carload lots would be scaled down somewhat.

HERRING REGULATIONS.

The Vancouver Island companies engaged in herring fishing are anxious to have some of the regulations framed lately by the Dominion authorities altered, as it it claimed they injuriously affect their interests. Before Mr. Ralph Smith, M.P., left for Ottawa he and the Fisheries Inspector, Mr. Taylor, met representatives of the companies and discussed the matter. One regulation setting the fishing time for night, they want changed to allow of fishing at any time in the twenty-four hours. The desire was also expressed to have a boat license instead of a net license as at present, so that one boat might carry three or four nets if desired, not however to exceed in the aggregate 200 fathoms, and a seine net not to exceed 100 fathoms. At present the export of fresh herring is prohibited and the desire of those interested in the industry is to have the regulations permit of the export of fresh herring for food purposes.

WHY THIS DECLINE?

From the following report of the Dominion trade returns it would appear that within the period mentioned something like 3,674,072 lbs. less of Ceylon green tea was imported this year than last, while Japans despite the extreme shortage show only a decrease of 392,462 lbs. A shortage of 5,045,772 lbs. in all kinds of tea is noted. Without endeavoring to explain this heavy decrease in importation of teas into Canada it is interesting for the trade to ponder on the subject. Are people drinking more coffee, cocoa, cereal coffees or substitutes?

Importations to June 30, 1905, from same date 1904, Dominion trade returns:

	1905	1904
Indian, black	7,019,457	7,216,343
Indian, green	952,376	1,022,045
Ceylon, black	8,598,925	8,334,427
Ceylon, green	1,741,638	5,415,710
China, black	897,898	931,280
China, green	707,835	1,664,492
Japan	6,379,931	6,772,393
Other countries, bk	7,798	3,284
Other countries, gr	8,384	40
	26,314,242	31,360,014

A NEW ADVERTISING AGENCY.

Mr. Geo. Simpson, an English journalist who attracted some notice a few months ago by a series of articles on "The Young Englishman in Canada," published in the Montreal Daily Star under the nom de plume of "George Onward," has opened an advertising agency in the Temple Building, Montreal, known as the "Onward Advertising Agency." Mr. Simpson has already secured charge of the publicity of some of Montreal's prominent business firms. He makes a specialty of advertisement writing and general publicity.

A NEW WHOLESALE GROCERY.

Mr. P. Bruneau, the well known treasurer of the Montreal Retail Grocers' Association, has sold his store on St. Lawrence street to Messrs. Plourde & Sirois, and has gone in the wholesale grocery business in partnership with Messrs. Jodoin, Maloney & Laurence, St. Paul street.

Mr. I. M. Cutler, secretary of the Acadia Sugar Refinery, is a visitor in Toronto at moment of going to press, visiting the company's numerous clientage and consulting with the company's representative, Mr. Wallace Anderson, on things pertaining to the business.

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

MFD BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

It will pay you to sell

SHIRRIFF'S FLAVORING ESSENCES

Satisfaction guaranteed in every bottle.

The standard for more than twenty years.

IMPERIAL EXTRACT CO., - TORONTO

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

CHEESE AND BUTTER BULLETIN

THERE is not much change to report on the cheese market for the past week, recent country markets were unexpectedly firm in tone and prices in most cases showed a slightly advancing tendency, but meanwhile, at least, there seems to be no general support to the market.

Goods now arriving are the most popular of the whole season, viz, September make. Recent frosts have had the effect of causing a marked reduction in the flow of milk and consequently a great shrinkage in the production of cheese. this has no doubt stimulated a few operators to buy more freely in country markets, and the result of this is that. no matter how much the majority of the trade may desire lower prices, values are kept up and prices remain very firm.

All this is no doubt due in a measure to large holdings of one of the principal speculative houses in England. Their interests are so large that they must keep on taking more goods through their agents and correspondents in the Dominion to prevent a sharp decline in prices. In this they are to a very large extent supported by good, sound "bull arguments," the general demand from the U. K. is not brisk, but stocks on either side of the Atlantic are not heavy and the fall make of cheese will undoubtedly be comparatively light, and statistically speaking, prices might be advanced considerably, and the "bull element" would reap good profits before the opening of the new season.

Shipments have fallen off lately so that we are now only a few thousand boxes ahead of last year's shipments, but the higher prices ruling this year have probably reduced the consumption in Great Britain sufficiently to off-set the lighter make and perhaps the available supplies may in the end prove sufficient for the consumptive demand, even if these available supplies are below the general average of former years. The British consumer has been getting his cheese for five pence and six pence per pound for years, and if he is now charged seven pence or eight pence per pound, he hesitates to pay the advance and the natural consequence is a falling off in the consumption. This is the danger of high prices at this season of the year, If the consumption were good now, the prices would be bound to advance considerably during the winter months, but, if goods must now be carried along to feed a slow consumption, there is not much profit ahead at present prices.

Butter has recently shown a slight advance in price, the quality is now very fine and under present conditions it can hardly be said that prices are too dear. from now on we are less dependent on the export demand. British markets will draw their supplies from Australia, etc., and our production is decreasing so that we will very soon require all we can make for our home consumption. The export demand is not brisk, our supplies of butter on the British markets are only a very small item as compared with other countries, and as our prices are now about as high as British importers are willing to pay. There is but little prospect of an advance, unless we find that we are running short in supplies for our own home consumption, and of this there is at present no sign.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

IN the produce letter of The Grocer of August 25, the third paragraph, it should be undestood, was in reference to Canadian dairies. Other grades of butter have been found of fairly uniform character, and are quite up to expectation.

The past week has been one of great disappointment, for it has been signalized by a lamentable absence of business, although it was universally hoped that September would see a revival and that from now onward the briskness of trade would make up for past slowness. As things are, it is quite impossible to say when conditions will brighten, for retailers are acting with the greatest caution on account of the high prices ruling for butter, and are unwilling to buy more than they actually require to carry them over to the next week. The consequence, of course, is that there are large quantities of Canadian butter in storage, waiting for a more lively demand. "Choicest" quality of unsalted Canadian has been sought after, and prices rule at 112s. for eastern saltless. This price is 12s. per cwt. dearer than at this period last year.

Something like four thousand boxes of Australian butter have come to hand during the past few days and are meeting with good demand at high prices.

Butter from the Western Provinces of Canada has come in for some very sharp criticism this week, and deservedly so. The stuff in question is saltless, and comes from a factory of well known standing and of good repute. Had this particular concern sent over just one shipment of unsatisfactory butter, the matter might have been passed over in silence, but the saltless which it has been shipping has proved mouldy right through the season, thus giving great disappointment to those who bought c.i.f., and it must be added heavy claims have resulted therefrom. This is a matter which should be looked into and remedied by those in Canada who have it in their power to put matters right, both for the sake of the creameries themselves and for the sake of the agents. The quality of some of these western creameries' output has not been up to standard, although it would be possible to mention creameries who can claim as high a reputation as any eastern saltless factory.

In the Montreal Bulletin of Aug. 25. some anxiety was expressed that the reputation of Canadian butter might suffer from the deterioration resulting from long storage on this side on account of speculation amongst British importers. Inquiries made, however, seem to show that there is no real cause for anxiety in this direction. Whenever British importers lodge complaints as to the bad quality of Canadian butter, they always refer to butter which has just come from off the boat and but lately under examination, nor do they endeavor to pass off as newly landed butter, that which they have had in store for a considerable time. Canadian butter as a rule sold on its merits and after due examination by the purchaser, who can tell at once whether it has been kept in store for any length of time or not. Whether the importer is selling to a retailer who has come into town to test the butter for himself, or whether he is despatching it by rail on receipt of written instructions, it would not be to his own interests to push forward as best Canadian (if that were asked for) a butter which had deteriorated by long storage. He would lose the account. To put the matter as briefly as possible, the average British retailer can tell at once, upon inspection, whether the butter is fresh or stale, and knows from constant study the real cause of the staleness, if there be any. He emphatically does not want inferior goods in the place of superior, and if an importer endeavors to play bluff he soon finds that he is at a losing game, since the customer goes to a competitor who has the butter which is right. The result is that the importer prefers to deal fairly and squarely with his retail customers, and the form of business immorality to which reference is made has

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

CHEESE

Buy September cheese for quality and for winter use. This year quality is good, prices are high, but demand from foreign market appears to warrant it. We have a good Stock of Large, Twins, and Stiltons and shall be pleased to quote your prices.

F. W. FEARMAN CO., LIMITED

HAMILTON

GILLETT'S

PURE POWDERED

LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

no part in business circles here. This is the rule. That there are occasional exceptions no one will deny.

The demand for cheese is somewhat dull, as retailers are not liking present prices very much. Canadians are quoted at 56s., as against 45s. this time last year, and this fact speaks for itself. An advance in Canadian quotations is expected, however, and will be responded to. From Jan. 1 to Aug. 30 Canada has sent to Britain 1,010,518 cwts. of cheese, of which 299,263 cwts. came along during July, and 275,625 during August.

PROVISION AND DAIRY MARKETS.

TORONTO.

THE market in provisions has shown somewhta of a lull, as regards activity since our last report. Arrivals have been coming in more freely, with the result that stocks are in better form. Lard has firmed up, and is strong at quotations.

Beef and mutton has weakened, owing to a large extent to the fall in demand. Local trade reported as slow since closing of the National Exhibition.

We quote:

Long clear bacon, per lb	$0	11¼
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb		0 14
Medium hams, per lb		0 14
Large hams per lb		0 13½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters		8 25
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton		0 08
Spring lamb	0 09	0 09½
Veal	0 07	0 09½
Hogs, street lots	8 50	9 00

Butter—The butter market continues active, arrivals are plentiful, and demand brisk, with quality showing improvement. Previous quotations remain unchanged. We quote:

	Per lb.	
Creamery prints		0 24
" solids, fresh		0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—The market in eggs continues firm, with better supplies, and quality good, demand continues to improve, but is not considered up to normal conditions. We quote:

New laid eggs, per doz	0 18	0 19

Cheese—There is no feature of interest to report, local demand is slow, and export trade practically nil. Fair stocks are held, and attempts to move them have proved futile. There is little perceptible change in price, although a downward tendency is apparent. We quote:

	Per lb.	
Cheese, large		0 11½
" twins		0 12

Cheese Board Report.

(For week ending Sept. 21.)

Board.	Boxes.		Price.
London	2,364	0 11	0 11½
Woodstock	2,112*	0 11	0 11⅛
Listowel	2,737		0 11
Picton	1,290		0 11
Belleville	3,240		0 11⅜
Napanee	1,546*		0 11
Brockville	5,000		0 11 3-16
Cornwall	1,144		0 11 3-16
Iroquois	1,028		0 11⅛
Perth	200		0 11 3-16
Vankleek Hill	1,284*		0 11 3-16
Alexandria	1,125		0 11 3-16
Kemptville	865*		0 11 1-16
Stirling	1,175		0 11
Huntingdon, Que.	275*	0 10½	0 11
Cowansville, Que.	946		
Farnham	231		0 10 13-16

*White and colored.

MONTREAL.

Provision market continues fairly steady. Demand for fresh killed abattoir is quiet, prices steady at about

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A., Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants.

TORONTO.

WILSON'S FLY PADS

General Storekeepers sell from three to five boxes each season.

Are you getting your share of this Profitable Business?

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

$9.50 per 100 lbs. Smoked meats are in good demand, lard also obtains good business. Supplies of live hogs sufficient for packer's demands. We quote.

Lard, pure tierces	0 10½
" 5-lb. tubs	0 10¾
" 20-lb. pails, wood (10½)	2 10
" cases, 10-lb. tins, 60 lbs. in case	0 10¾
" " 5-lb. "	0 11¼
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb.	0 06¾
" " ½-tierces, per lb.	0 07¼
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb.	0 07¼
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07¾
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 13½ 0 14½
Extra plate beef, per bbl.	11 50 12 00

Butter—Market is steady. No change in the situation since last report. The firm tone noted then continues. Cable Inquiries are not frequent or tend towards active business. Holders seem to be playing a waiting game. Fancy Eastern Townships is quoted at 21 1-2c. to 21 3-4c. with slightly higher prices asked by some dealers. Choice creamery 21 1-4c. to 21 1-2c., and good to fine, 20 3-4c. to 21 1-4c. Dairy is scarce and steady at 18 1-2c. to 19c. We quote:

Finest creamery	0 21
Fine	0 20½
Medium	0 20
Fresh dairy tubs	0 18½ 0 19

Cheese—A better feeling obtains in cheese this week, and although prices are easier on country boards, local quotations are firm and no holder anxious to dispose at a loss if present figures were to be shaded. Little trading has been done abroad, though inquiries are arriving more freely. Finest Ontario is firm at 11 1-2c. Finest Townships, 11 1-4c. to 11 3-4c., and Quebecs at 11 1-8c. to 11 1-4c.

Eggs—Eggs are eggs. Market shows great strength and advance. Country producers are asking 17 3-4c. to 18 1-2c. Local demand is steady but dealers, retail, are not stocking up, considering prices too high. Straight gathered quoted at 19c., selects 22c. to 23c. Candled and cracked 18c.

WINNIPEG.

Creamery Butter—Prices are still stiffening. We quote selling prices to the retail trade as follows:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks	0 24

Dairy Butter—Produce houses are paying 15 1-2c. to 16c. per lb. for No. 1 dairy delivered in Winnipeg.

Cheese—Quoted as follows:

Finest Ontario, large	0 13¼
" Manitoba, large	0 13
" " twins	0 13¼
" " small	0 13½

Lard—Firmly held. We quote:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Eggs—Produce houses are paying 20c. to 21c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions—Barrel pork is perhaps a little easier. There is a rather better demand. At this season there is always some sale to the lumbermen. Beef is still quite high with stock light and sales small. Lard is still very high and firmly held. Refined is quoted well below pure. Fresh beef is dull, domestic is low and western is but little higher. There is little being done in smoked meat. Lamb has a good sale; it is scarce and is quoted about the same as western beef. Mutton very dull. Veal a fair price, but little seen. Pork is rather more freely offered and price is quite high. We quote:

Mess pork, per bbl	$17 00 $18 50
Clear pork, "	18 00 20 00
Plate beef, "	14 00 15 00
Domestic beef, per lb.	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 04 0 05
Veal "	0 06 0 08
Lamb, each	9 00 10 00
Pork, per lb.	0 07 0 08
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb.	0 10½ 0 10¾
" " pails, "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Stocks are light and for best grades higher prices are asked. There is good demand. We quote:

Creamery butter	0 22 0 25
Best dairy butter	0 18 0 20
Good dairy tubs	0 17 0 18
Fair "	0 16 0 17

Eggs—Prices are higher. Receipts are light, a fair sale, the tendency is upward. We quote:

Eggs, hennery	0 25 0 27
" case stock	0 19 0 20

Cheese—Stocks are light. The output in these Provinces small. Twins are wanted for local demand. Prices firmer. We quote:

Cheese, per lb.	0 12 0 12½

A FRENCH AGENCY APPOINTMENT

C. T. Kyle, Front street, Toronto, has secured the agency of the celebrated firm of Dandicolle & Gaudin, Bordeaux, France. This firm are the makers of a full line of French goods, such as peas, sardines, anchovies, and table delicacies.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

SPECIAL

Fall Fairs

We are prepared to take charge of all orders entrusted to us for such Fruits, etc, as you may require during your Fall Fair.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Peaches
Pears
Plums
Grapes

37 Front East MIND Phone Main 5665

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

Your . .
Attention
Please . .

W O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform,

Peaches
and
Grapes

AUBURN ORCHARDS,
Queenston,
Ontario.

GREEN FRUITS
AND VEGETABLES

THE FRUIT CROP.

SHORT, but plentiful," is the accepted opinion of competent judges of the peach crop. All through the Niagara Peninsula the fruit is showing to its best, and has been pronounced superior to any for ten years. It is just the opportune moment to lay in preserving stocks. Two weeks are quoted as the limit to present abundant supplies. Prices are kept firm on account of the excellent quality, but are considered very moderate.

* * *

It is instructive as well as interesting to take a look into the reasons given for the very excellent crop. It is stated on every hand that the San Jose scale — the pest which has worked such havoc in past years—has been completely overcome. The remedy is "spraying"—simply spraying—persistently and with individual care and attention, and the results are said to be marvellous. Never before was there so much orchard under cultivation and never before has there been such good, healthy fruit, clean and comparatively free from blight or any other drawback.

* * *

An exceptionally plentiful crop of plums has been in evidence this year and still continues. Prices have fallen right away down but are still considered remunerative to the growers. The great scarcity of good apples is being fully compensated by the excellency of the plum crop, both in regard to quality and quantity. The absence of damage from blight or other causes is as marked a feature with the plum as with the peach

* * *

The apple crop is now sufficiently advanced that a very fair estimate can be arrived at.

Southern Ontario.—The Lake Erie district will give a light crop of Winter apples. Quite three-fourths of the orchards report failure.

* * *

Lake Huron apple district and neighboring counties report a good medium crop, in excess of local requirements, thus providing a quantity for export purposes.

* * *

The Lake Ontario apple districts are anticipating a medium crop of really good fruit, and in some sheltered districts a full crop.

* * *

The British Columbia apple crop is expected to give a good showing, and will in all probability come to the rescue for Manitoba and Northwest supplies

* * *

The Annapolis Valley and Nova Scotia apple districts are reported in better condition and will probably give an ordinary full crop, the surplus of which will be utilized for export to England.

* * *

Pears are reported as only a small crop in every district, excepting British Columbia, where fruit generally is prosperous.

* * *

An interesting feature in the present situation is the excellent price which has been obtained, particularly for this year's apple crop, and which has been commented on by the Agricultural Department of Ontario.

* * *

Where co-operative associations have been established for the purpose of handling fruit crops, and particularly at Chatham, Forest and Walkerton, excellent prices have been obtained for this year's apple crop. The societies have had their agents go through Manitoba and the west and have sold the crop direct to wholesalers for cash. The fact that the associations have been able to ship specified quantities, in car lots, has greatly aided in the disposal of the crops.

SMYRNA FIG SEASON.

Cables received from Smyrna report the shipment of first cargo of figs for American markets, of some 300 cases, with prices billed 30 to 36 shillings. These will probably reach New York towards the end of the present month.

Forward sales are reported as unusually light, owing, it is attributed, to the unsatisfactory experiences of last season's declining markets.

Dealers are offering October shipments at New York markets 7¾c to 11¾c, according to qualities.

ONTARIO MARKETS.

Green Fruits.

Toronto, Sept. 21, 1905.

The local market exhibits great animation at the present time, owing to abundant arrivals of domestic fruits. The condition is, generally speaking, good, some specially packed peaches arriving from Niagara Peninsula from Armstrong & Son were particularly remarked as showing excellent, not only in quality but in style of packing and selection.

Some new shipments of lemons have arrived from Italy and are excellent fruit. Prices have eased slightly. Bananas are low owing to preference given to domestic fruit. Prices are revised to latest moment of going to press.

We quote :

Oranges, late Valencias, per box	5 00	6 00
Oranges, Jamaica, per barrel	5 00	5 50
Lemons, Verdilli	5 50	6 50
Bananas, large bunches, crated	1 60	1 80
Bananas, 8's, per bunch, crated	1 00	1 15
Bananas, 7-hand bunches, off track	0 65	0 80
Bananas, red, per bunch	2 25	3 50
Peaches, California per crate		0 90
" domestic, per basket	0 30	0 90
Plums, domestic, per basket		0 50
Tokay grapes	2 00	2 50
Cantaloupes, Rockafords, per crate		0 45
" Canadian, baskets, 25 crates		0 60
Apples, new, per basket		0 30
" barrels	2 00	2 50
Lawton berries	0 08	0 09

Vegetables.

A revival in trade has been noticeable since our last report, quite a brisk demand for vegetables suitable for canning, and as these have been coming in in fair quantities, prices have adjusted

themselves, making it profitable to buy. Tomatoes have eased off some 5 cents. Egg plants, parsnips, and squash have made a similar drop.

We quote :

Jersey sweet potatoes	3 50	3 75
New potatoes, per bush	0 50	0 60
Onions, per doz. bunches	0 10	0 15
Onions, per bushel	....	0 60
Spanish onions, per small crate	....	1 00
" large cases	....	2 50
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 15	0 20
Beets, per doz. bunches	....	0 20
New radishes, per doz. bunches	....	0 20
Carrots, per doz. bunches	....	0 15
Cucumbers, per basket	....	0 25
Outdoor lettuce, per doz. bunches	....	0 20
Waxed beans, per basket	....	0 25
Water Cress, per doz.	....	0 25
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 25	0 30
Vegetable marrows, per dozen	....	0 50
Green corn, per doz	....	0 08
Parsnips, doz. bunches	0 25	0 35
Squash, " doz	0 50	0 75
Leeks " bunch	....	0 25
Kohl-Rabi, per doz	....	0 50

QUEBEC MARKETS.

Green Fruits.

Montreal, Sept. 21, 1905.

The fruit market continues active and prices are generally lower than last week. There is a good demand for all fruits.

Bananas, however, are firm at $1.25 to $1.75. There have been fair receipts this week, fifteen cars arriving.

California fruits have seen another decline, stocks being good and receipts larger. One car of peaches was sold on Monday at auction, prices ranging from 85c to $1.10.

Pears are easier on account of the fruit held in stock tending to soften, dealers offering them at lower figures.

Lemons are sold at $5 to $5.25 per box. There are also a few barrels of Jamaica oranges at $5.50 per barrel.

Grapes are getting more plentiful, and selling in 10 lb. baskets at 25c and 30c. In crates, prices range from $4.25 to $6.

There is a large quantity of Fall apples on the market, which appear to meet with favor. The grades are the Alexanders, Colverts, Jenetings, Wealthies and St. Lawrence. Prices for the first three mentioned, $2.25 to $2.50, and for the others $2.50 to $3.

A little more activity has been noticed in pineapples, but this fruit is scarce and generally moving slowly. Prices are revised to date. We quote :

Finest Almeria grapes	4 25	6 00
Plums, in baskets	0 30	0 50
Peaches "	....	0 60
Pears "	0 40	0 60
Pears, boxes	....	3 50
Plums, crate	....	1 65
Peaches, box	....	1 40
Apricots, crate	1 25	1 40
Dates, per lb	....	0 04½
California cherries, box	....	3 00
Bananas	1 25	1 75
Cocoanuts, per bag of 100	....	3 25
Pineapples	4 00	4 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	....	5 00
Apples	2 25	3 00
Sweet potatoes, per bbl.	2 25	3 35
Canteloupes, per crate	....	6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size	....	6 25
" " " 175 to 300 size	....	6 00
Lemons, per box	5 00	5 25
Jamaica oranges, per bbl	....	5 50
Grapes, 10-lb. basket	0 25	0 30

Vegetables.

Steadiness rules in vegetables ; stocks are large particularly those of cabbages and tomatoes. Farmers have brought into Montreal a great quantity of cabbages so that the market has been flooded with them and although large lots were sold last Friday at very low prices

SWEET POTATOES

Gold Medal Brand. Our Potato business is being doubled with this excellent brand.

2 sizes bbls. : CLOTH TOPS, 2½ bush.; DOUBLE HEADS, 3 bush.

Cranberries.

FIRST ARRIVAL OF SEASON—FIRM, DARK BERRIES.

VERDILLI LEMONS. JAMAICA ORANGES.

WE AIM TO PLEASE. OUR GOODS ARE THE BEST.

WHITE & CO., LIMITED

Wholesale Fruit Importers

HAMILTON
34 YORK ST.
Phone 1115

TORONTO
64 FRONT E.
Phone Main 4106

"St. Nicholas"

Fancy Lemons. Equal pack from top to bottom. They're better than the rest. Ask your dealer for them.

GET GOOD MEASURE---OYSTERS.

We have the best Oysters and will give you the best measure and the best service. Send in your order. Also see us about FISH or FRUIT.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

CRAWFORD PEACHES

NOW IS THE TIME TO SUPPLY YOUR CUSTOMERS. WE HAVE THEM AT RIGHT PRICES

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto ; S. M. Culp, Beamsville ; C. P. Carpenter & Son, Winona ; Griffith & Woolverton, Grimsby ; Titterington Bros., St. Catharines ; Thos. Oliphant, Clarkson ; C. Lowrey, Queenston.

Peaches Grapes

Crawford Peaches

THE FAVORITE FRUIT

Grocers who keep the **E.D.S. Brand** of **Jams, Jellies,** etc., keep their customers and add to their bank account. You will have to travel far to find better goods. Commence an **"E.D.S."** trade and you are safe. The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess Street, Winnipeg, agents for Winnipeg and the Northwest.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co.
St. John—J. Hunter White

TH. J. PSIMENOS

4 Cullum St. E.C.
LONDON, Eng.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

SAMPLE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

there are still large stocks on hand. They are offered at 10c per dozen.

Tomatoes are also very plentiful. This is not only due to heavy receipts from farmers but to the fact that the whole stock of the Ste. Therese Cannery, which was burned two weeks ago, was sent to Montreal to be marketed.

More celery is offered this week than for two or three weeks past. Potatoes, however, are only in sufficient supply to meet requirements. iOther products are in fair demand, but the trade lacks in briskness and new features. We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 20
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Cucumbers, doz		0 15
Home grown cabbage, per doz		0 40
Tomatoes, box		10 20
Spanish Onions, cases		2 00
Red onions, brl	2 25	2 50
Turnips, bag		0 75

MANITOBA.

Green Fruits.

Winnipeg, Sept. 21, 1905.

Preserving fruits are now at their lowest price. We quote:

Washington peaches (Freestone), per case		1 25
California " (Solways), "		1 35
Washington plums (blue), "		1 25
Hungarian " (red), "		1 50
Washington pears, per case		2 50
Ontario pears, baskets, No. 1		1 00
" " No. 2		0 75
Ontario apples, per bbl		4 50
Montana crabapples (due Sept. 15), per case		2 00
Fan y Limon bananas, per bunch	3 00	3 50
Washington cantaloupes, per case		3 00
American grapes, per basket		0 50

Oranges and Lemons.

Late Valencia oranges, 126's	5 25
" " " 150's	6 00
" " " 176's to 200's	6 50
Fancy California lemons, 300's and 360's	10 00

(10c. off for 5-case lots.)

Vegetables.

We quote:

Spanise onions, per case	1 80
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	11 00
Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb.	0 02

ST. JOHN.

Green Fruit.

In apples domestic stock is improving. For Fall the Nova Scotia Gravenstein is the best apple. It is said quality this year will not be as good as usual.

Bananas are not selling freely.

Oranges still high. Some late Californias and new Jamaicas offered.

Lemons are also very high.

Pears, quite a quantity is being received from Nova Scotia. Prices easier.

Plums are rather lower. Nova Scotia stock is offered.

Grapes are somewhat lower.

Peaches quite high..

Notice to the Trade in the Province of Quebec

MR. L. L. BERNARD will represent us in the Province. Thanking the trade for past favors, and trusting **MR. BERNARD** will continue to merit your confidence, we remain Yours truly,

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Why not handle the **Best Goods**,
That give you the **Best Profit**,
And that are the **Best Sellers**?
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

THE AUER GAS LAMP

Delightful to read by.

Gives the light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

WHEN YOU BUY TEA DON'T BUY A SHELF-TOMBSTONE

YOUR TRADE DEMANDS THE BEST TEA YOU CAN BUY, A TEA THAT IS BLENDED TO EXACTLY SUIT THE ALKALINE WATERS OF WESTERN CANADA.

RETURNED
OCT 17 1905
To Winnipeg
Cust Book 41
page 79

GOLD STANDARD TEAS
"GUARANTEED THE BEST"

ARE EXPERTLY BLENDED TO FILL ALL REQUIREMENTS OF OUR PECULIAR WESTERN ALKALI WATERS. FOR A QUARTER-CENTURY WE HAVE SUCCESSFULLY CATERED TO WESTERN TRADE EXCLUSIVELY, AND GOLD STANDARD TEA EMBODIES ALL OUR EXPERIENCE AND KNOWLEDGE OF THE TEA BUSINESS. WE GUARANTEE IT NOT FOR A DAY, BUT FOR ALL TIME. EVERY POUND OF GOLD STANDARD YOU SELL BRINGS YOU A REGULAR TEA CUSTOMER.

Packed in 1 lb. and 1-2 lb. Lead Pkts., 3-lb. and 5-lb. Tins, in Cases of 60 lbs. each, Assorted if Desired.

Packed By **CODVILLE & CO., Winnipeg and Brandon.**
Also Sold By **CODVILLE-SMITH & CO., Calgary, Alberta.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Go With The Crowd

in the biscuit procession—in the front ranks with

All wise Grocers are there. None stand aloof, but those who frown on opportunity

—PERFECTION— CREAM —SODAS

are made in Canada from the best flour by the Mooney process—the best process. Never a waver from the battle cry, "Packed Piping Hot in Moisture-Proof Paper!" Continuous pleasers; Continuous sellers.

3-lb. Cards or Tins. Order NOW

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

A CANNED SALMON NOTE.

THE booking of orders by the canning companies for this season's pack of canned salmon is about completed, although some heavy stocks were carried over they moved out during the hot weather, and on account of the low prices of this year's pack large orders are booked. When the best brands can be sold for 15c. per tin retail, it would seem as though a good many grocers may find themselves short of the first-class brands when Spring trade opens, and will have to pay a higher price.

One of the pleasant features of this year's salmon situation is the fact that the Pacific Selling Co. have arrived at an agreement with the "Grocers' Guild" by which their justly celebrated "Clover Leaf" brand of salmon has been listed.

Mr. C. E. Kyle, their agent here, says that on his territory the wholesale grocers have very generally responded to the spirit of the agreement, especially in Toronto and looks for the trade generally to take hold of this well-known and reliable brand and give it the position in their sales which its excellent quality deserves.

NEW COMPANIES.

The Victoria Wine & Spirit Co., Limited, Victoria, B.C., has been incorporated with a capacity of $50,000 divided into 50,000 shares of $1 each.

* * *

Articles of incorporation have been filed in Riverside county, Cal., by the American Beet Sugar Company, capitalized at $20,000,000. This is supposed to be the forerunner of a big sugar manufactory enterprise in that county.

* * *

A company under the title of the Pacific Lobster, Fish & Shellfish Hatcheries has been organized on Puget Sound with a capital of $40,000. The company will hatch lobsters, oysters, cod, salmon and other fish.

* * *

Provincial charter has been granted to Darch & Hunter Seed Company, Limited, the share capital of the company to be forty thousand dollars divided into four thousand shares of ten dollars each, the head office of the company to be at the city of London, Ont., and the provisional directors of the company to be Frederick James Darch, John Wood Hunter, George Arthur Young and John Obediah Richards.

* * *

A license has been granted to Huyler's to manufacture and sell confectionery, chocolate, coffee, carbonated beverages, and metal, wooden or paper boxes, and to do any other matter or thing pertaining to such business. The company has appointed Hugh Edward Rose of the city of Toronto, in the county of York, and province of Ontario, solicitor, to be its attorney.

BUSINESS CHANGES.

Bradley & Son, grocers, St. Catharines, Ont., are opening up a branch establishment in Niagara Falls.

* * *

J. E. McColl, Gooderham, Ont., has sold out his store to Peter Barr, who intends amalgamating his own business with it. Mr. McColl has gone west to Red Deer.

* * *

Joseph Walkers, Coulson, Ont., has sold out to James Johnston, who has gone to Orillia and intends opening up an agency in the implement business.

* * *

S. Suddaby & Sons, Burnt River, Ont., have bought out M. A. Robertson, of that place, and are now running both stores. Mr. Robertson has gone to Manitoba.

* * *

John Hickman has returned to his old store on College street, Toronto, having bought out R. M. Ferguson, who has gone to the Northwest.

* * *

J. P. Robins, Cherrywood, Ont., has sold his store to T. Law.

* * *

W. Roy Columbus has resigned his position with J. A. Younge & Sons, Glencoe, and has bought the store, dwelling and grocery business from W. H. Snider & Son, of Oil Springs.

* * *

J. L. Olivier, grocer, Montreal, has assigned for the benefit of his creditors. The total liabilities amount to nearly $5,000. Mr. Merizzi, at whose request assignment is made, claims $216. Olivier's assets consist of a stock of liquors, store fixtures, and rolling stock.

STEWART'S

DELICIOUS

Chocolates and Bon-Bons

PURE and WHOLESOME

SPECIALTIES:

FINE CHOCOLATES **BON-BONS**
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

90c.

Per Gross is Our Price for all Our Range of One Cent Goods. Less 3% Cash.

If you send us your order for an assorted lot we'll give you the good big kind—good sellers and quality. Guaranteed or send 'em back at our expense. Also don't fail to get our price on pail goods before you buy.

IMPERIAL BISCUIT CO.
LIMITED
GUELPH, ONT.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

MOTT'S MEANS MONEY

"Diamond"
and
"Elite"
CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Man Wants

But little more
for Breakfast than

ORANGE MEAT

Grocers Want

But little more
for Business than

ORANGE MEAT

In the first case, **Orange Meat** satisfies because it **suits.** In the second case, because it **sells.** Happy combination! To be able to please; to be able to make it known. In that **Orange Meat** "combination" you can read its success, realize the "short cut" you get to sales and understand why such sales are **renewed.** There are many advantages to be gained by stocking up **Orange Meat.**

You are shrewd enough to know that.

To be wise is to act—**to order.**

The Frontenac Cereal Co., Limited
KINGSTON, ONT.

Flour and Cereal Foods

A NEW VEGETABLE FOOD.

IT is an admitted fact that all legumes (dried peas, dried beans, lentils, etc.) are very indigestible in their natural condition, or when simply reduced to meal. This is unfortunate, as they are cheap materials, whose ingredients are of alimentary value.

* * *

It is claimed that systematic and long continued experiments have resulted in the discovery of a process by means of which all disadvantages are obviated and a new food product obtained which is both appetizing and highly nutritious.

* * *

By means of chemical treatment, it is asserted, the protein and carbohydrates of the legumes are made soluble and entirely digestible. The leguminous meal produced by this process is a concentrated food suitable for infants and invalids, as well as for the every day use of adults.

* * *

The product, as analyzed by Drs. Popp and Becker, of the Chemical, Technical and Hygienic Institute at Frankfort, Germany, contains moisture, 7.86 per cent.; fat, 2.29 per cent.; soluble carbohydrates, 40.42 per cent.; albumen, 21.70 per cent.; other soluble nitrogenous matter, 22.65 per cent.; mineral matter, 2.86 per cent.; fibrous matter, 2.22 per cent.

* * *

The meal, a fine yellowish powder with a slightly sweetish leguminous taste and perfume, is notably rich in albumen. Moreover, its carbohydrates are of a form which makes them easily digestible. The mineral ingredients of chief value are potash and phosphoric acid, the latter being of use in the formation of bone.

* * *

According to Playfair and Liebig, a normal man needs daily, when actively employed, 155.92 grams (2,406 grains) of albumen, 70.87 grams (1,093.6 grains) of fat, and 567.50 grams (8,757.7 grains) of starch and sugar total, 12,357.3 grains, 1.75 pounds avoirdupois. As at all meals the body receives fat in various forms, the above analyses show in this specially prepared meal the correct relation between its albumen and carbohydrates.

* * *

The amount of nutrition contained in ordinary vegetable food which is utilized in the human digestive apparatus is much less than is that of meat. Of the albumen in ordinary legumes 17 per cent. remains undigested, in wheat bread 9 per cent., in black bread and potatoes sometimes as much as 30 per cent.

In order to obtain from ordinary vegetables the requisite quantities of carbohydrates and albumen, it is necessary to consume a larger amount than the appetite demands. It is claimed that this, and other disadvantages are obviated by the use of leguminous meal of the imported sort, either alone, as a vegetable, or in soups and sauces, or mixed with vegetables and meats.

* * *

Mixed in equal quantities with cocoa it makes a pleasant and nutritious drink, with the following percentages of alimentary value: Soluble albumen, 22.19; carbohydrates, 53.88; fat, 12.69; mineral matter, 4.15; phosphoric acid, 1.46.

THE RICE CROP.

Conditions in the Texas rice fields just now are better than for many years, according to the reports, and while this is true the yield bids fair to prove considerably less than was the case last year. This is the outcome of two causes. In the first place the extremely low price of last year induced many to curtail their acreage and in the second place red rice had taken hold in the fields and in order to rid them of it the land was permitted to lie idle in great lots this year. By this means the red rice can be cleared out and fresh seed of the proper sort planted.

A careful compilation of the acreage in rice for the present year shows a reduction of, some say, as much as 40 per cent., while others think 25 per cent. will cover the reduction. Of course, this is going to insure a much smaller crop than heretofore.

Another encouraging feature of the situation is that prices are about 30 to 40 per cent. better than last year, and the belief among mill men, growers and brokers is that even better figures will prevail before the season is over. Harvesting will not begin for some weeks yet

* * *

The Japan rice crop this season is reported a failure, owing to the very heavy rains. On this account it is expected that the demand from Japan for flour will be considerably in advance of previous years. Canadian winter wheat flour is particularly suitable for that market.

During the month of June British North America imported from the United States 357,093 bushels of corn, valued at $190,294, as compared with 811,936 bushels, valued at $448,248, during the preceding June. For the year ending June the total imports of corn amounted to 8,513,813 bushels, valued at $4,572,944, as compared with 5,456,746 bushels, valued at $2,832,729, for the year ending with the preceding June.

"GOLD CROWN"
FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W. P. DOWNEY, 26 St. Peter St. MONTREAL

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar makes delicious pickles and delightful salads.

Purnell's Sauces and Pickles are on top for quality.

PURNELL, WEBB & CO., Limited, - Bristol, England.
Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S. Side Queen Square
St. John, N.B.—Robert Jardine.
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block
Halifax, N.S.—E. St. G. Tucker, 1 Bedford Row
Toronto, Ont.—J. Westren, 630 Ontario Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.
Hamilton, Ont.—Bickle & Greening

Money Back

If you cannot sell your order of ***Pebble*** and ***Pharaoh*** Cigars at the end of three months you get your money back. Few Grocers come after the money. They sell the ***Pebble*** and ***Pharaoh*** Cigars long before the three months are up. Try an order.

J. BRUCE PAYNE, Limited, Mnfrs.,
GRANBY, - QUE.

MADE RIGHT. SELLS RIGHT.

T. & B.

is made right. ***T. & B.*** sells right. Its long successful history proves this. ***T. & B.*** is the grocer's best seller. ***T. & B.*** is the smoker's best friend.

Stick to T. & B.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

IRISH GROWN TOBACCO.

THE great bulk of the tobacco crop grown by Colonel Evarard in the county Meath, Ireland, was purchased by Messrs. Murray, Sons & Co. of Dublin and Belfast. A quantity of it was blended with American grown tobacco and in that form gave excellent satisfaction. Some of the better kind has been manufactured by itself under the style of "Irish Brown Cut Cavendish" and sold in packet form with good results.

The pungent and pleasing aroma of the tobacco is noticeable immediately the packet is opened. The tobacco itself is light, dry and flaky in texture, and its brown is of a rich, golden color throughout. When smoked it burns freely, but not rapidly, to a fine white ash without waste. It is mild and cool, and has a peculiarly rich flavor and fragrance.

While it is not a very strong tobacco, there is a good body in it, and the taste is undoubtedly agreeable and attractive. In fact it can take its place beside some of the most popular of the American mixtures as a medium tobacco with a distinctive flavor.

It will surprise many people to discover on the market a pure Irish grown and Irish manufactured leaf so highly perfected in every respect. The quality of the leaf is undoubtedly excellent, the manufacturing part of the work has been well done, and the result is most encouraging as showing the great progress already made in what may yet become, in its threefold aspect of cultivation, manufacture, and sale, an important Irish industry.

TOBACCO GROWING EXPERIMENT.

A NUMBER of experiments have been carried on at the United States Agricultural Experimental Station, in Virginia, with the object of showing that more and better tobacco can be raised on the same land with the same cultivation by using a better grade of fertilizer and larger quantity per acre.

The land selected was considered poor for an ordinary crop of tobacco, and was divided into three lots.

The old method is to plant the best lands in tobacco, 4,500 hills, and use 400 pounds of fertilizer at a cost of about $5 per acre.

At the station one acre was planted, upon which was put about 4,500 hills of tobacco. On this was used 400 pounds of fertilizer that cost $5. On two acres was planted 5,000 hills and there was used $15 worth of fertilizer specially prepared, and on two acres there was planted 6,000 hills and used $30 worth of specially prepared fertilizer per acre.

The difference in the tobacco on each different lot was very perceptible. The opinion of all was that the 4,500 hills would yield about 850 to 900 pounds, the 5,000 hills would yield 1,250 to 1,300 pounds and the 6,000 hills would yield about 1,800 to 2,000 pounds per acre. All pronounced it the prettiest crop of tobacco ever seen, being so regular and well developed and great praise was expressed for the skill and management shown.

REVENUE FROM TOBACCO.

Tobacco has a great deal to do with the governmental affairs of the world. The French Treasury report of the tobacco monopoly for 1904 shows a clear profit of $71,000,000. The Government receipts from tobacco tax in Great Britain last year were $60,000,000. In the United States the Government collects $45,000,000 from tobacco in internal revenue taxes. In Italy tobacco selling is a Government monopoly, and will yield a net profit this year of $45,000,000, and Austria-Hungary expects to collect about the same amount.

* * *

The following Inland Revenue returns for the month of August have come to hand :

Ottawa.—Spirits, $27,568.19 ; malt, $1,138.50 ; manufactured tobacco at 25 cents, $3,913.25 ; cigars at $6, $120.00 ; vinegar, $43.77 ; officers' supervision of bonded lading, $25 ; methylated spirits, $15 ; fines, seizures, etc., $25 ; showing a total of $32,848.71.

Charlottetown.—Foreign tobacco ex. factory, $3,622.75 ; foreign tobacco, warehouse, $287.25 ; raw leaf, warehouse $1,913.76 ; native leaf, factory, $42.50 ; raw leaf licenses, 4, $50 ; showing a total of $5,916.26.

Winnipeg.—Foreign leaf cigars, ex. factory, $2,549.85 ; cigars, ex. warehouse, $2,124.90 ; manufactured tobacco, ex. warehouse, $25,472.75 ; raw leaf tobacco for use, $1,601.50 ; showing a total of $31,749.00.

Malt and spirits—Malt, $6,664.14 ; spirits, ex. warehouse, $46,682.59 ; showing a total of $53,346.73.

* * *

At the request of his wife, Albina Perrault, who claims $2,000 by marriage contract, Mr. F. X. Depatie, cigar merchant, St. Catherine street, Montreal, has assigned with total liabilities amounting to $11,068.99. The chief creditor is Lumina Paquin, who claims one sum of $6,000 and another of $654. Depatie's assets are estimated at only $3,185.

* * *

The following appointments under the provisions of the Liquor License Act, have been made:

Samuel J. Halbert, Esq., of the Village of Markdale, to be inspector of licenses for the license district of Centre Grey, in the room and stead of John Pickett.

John B. Gough, Esq., of the Village of Napier, to be inspector of licenses for the license district of West Middlesex, in the room and stead of James Cox.

James Davidson, of the Town of Fort William, to be Inspector of licenses for the license district of Fort William, in the room and stead of John Hadden.

* * *

The Philadelphia Ledger presents this "little one" : The average man out of work always insists that he'd have been all right if he'd only had a "good show in the last place." Unless he happens to be an actor ; then it's "If I'd only had a good place in the last show."

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FROM LONDON, (ENG.) GROCER.

AN extract given herewith from the Grocer, London, Eng., August, 1905, is of interest to Canadians as showing the manner in which all eyes are directed to the progress and development of the Dominion of all Dominions.

The grocer of Canada has possibly the greatest scope for distinguishing himself and that a prominent figure in their midst should be selected for world-wide comment, is a source of congratulation to all members of the trade, as well as a nealthy stimulus to all young grocers.

"In coming through Toronto we tarried long enough to visit the home of Salada Tea, owned and conducted by P. C. Larkin, the 'Tea King of America.' It is a six-story establishment, wholly devoted to the blending and packing of British-grown tea. The great iron cylinder or tea-mixer has a capacity for 5,000 lbs. of tea. As the tea is dumped into the machine, the dust is automatically removed or drawn off by an air suction, and at every place where the tea is removed from one machine to another it is subjected to the air suction or blast. The tea is automatically weighed in a scale enclosed in glass and fitted with round, shallow brass pans, into which the desired quantity of tea falls, and then tips over, discharging the tea into the packet, passing along as another scale pan follows. This may be no novelty to your readers, but to Americans, who use an average of one pound of tea per capita, such an establishment as Larkin's is a source of wonder. The ingenious adaptation of machinery to the cleaning, weighing, packing and labeling of tea awakens great interest, and shows the observer how it comes about that he can purchase packet tea at a low price.

"Mr. Larkin holds life insurance to the amount of £23,200, and alluding to this an insurance journal says: 'Mr. Larkin is still a young man. He was born in the city of Montreal, May 13th, 1865, the son of Canadian parents. Embarking in the wholesale grocery business, he soon gave proof of business ability, which ultimately raised him to a high position in the commercial world. Like many other leaders in commerce, he recognized that there was a place for the specialist in the business world as well as in the professional sphere. He commenced about twenty years ago to make a specialty of tea, and he is now the acknowledged head of the tea trade on this continent, and familiarly known as the Tea King of America.'"

AGENCIES FOR JAPAN.

Mr. Reginald O. Simmons, of London, England, and latterly of Montreal, has decided to locate in Yokohama, Japan. He wishes to secure some reliable agencies for manufacturers who are anxious to promote trade in the Far East. Mr. Simmons has excellent social and financial standing and would urge parties interested to apply promptly as it is his intention to sail for Yokohama early in October. Further information might be obtained by communicating with the offices of The MacLean Publishing Co., Montreal.

NIAGARA DRAWS CROWDS.

THE season just closed shows no abatement in the tide of travel toward Niagara Falls. The great cataract still holds its own as the greatest natural wonder on the continent. More pilgroms have gazed upon the beauties of the picturesque Niagara region this year than ever before in its history. Whether this is due to newspaper talk about the possible destruction of the falls in the near future or to the normal desire of the people to perform a patriotic duty is of little consequence; the interesting fact is, every summer brings an increased tide of travel toward the Niagara region.

Instead of detracting from its beauty and grandeur, the harnessing of the cataract to many industries has added greatly to the popular interest in it. The "show place" among these industries is the beautiful "conservatory" in which Shredded Wheat is made. Not only the industry itself, but the noble building in which it is housed is singularly fascinating to the popular mind. Its location in the heart of the choicest residence district in Niagara Falls is the result of a search for cleanliness and beauty. There are wheat foods and wheat foods, but only one Shredded Whole Wheat Food, and the thousands who visit the Falls never seem to tire of going through this "castle of light" and noting the extraordinary provisions made for the welfare of the employes and witnessing the process of shredding wheat.

Here are made every day in the year a million and a quarter Shredded Wheat Biscuits—and, of course, the company would not make them if the people did not eat them. It is not known how many people have passed through "the home of Shredded Wheat" this year, but so great have been the crowds that it has come to be an interesting question as to which is the greater attraction at Niagara Falls, the cataract itself or the conservatory into which pours every day a constant stream of golden grain which emerges in the form of Shredded Wheat. No pilgrim to the Falls should consider his trip complete without a visit through this unique establishment.

CHANGE OF PROPRIETORSHIP.

The business of John Neilson Cuthbertson, chemical and produce broker, 29 Bath street, Glasgow, was transferred to Thomas Henderson, formerly manager to the late Sir John Neilson Cuthbertson, and is now being carried on by him in his own name and for his own behoof at the same address.

Mr. Henderson will pay all outstanding accounts due by or in connection with, and shall receive all outstanding accounts due to the said business.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

OUR FRIENDS SAY

"You're foolish to put so much stock in **'Hogen Mogen'** for a 5-cent cigar. It's as good as a 10-center, and your **'Royal Sports'** 10-center beats any 15-cent cigar in the country. Where do you come in?"

Never mind, Mr. Grocer, you've heard of a big turnover at small profits. Our cigars are safe in every sense of the word and we help you sell them. They win you steady customers.

Full particulars upon request

THE SHERBROOKE CIGAR CO.,

SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Sept. 21, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
¼ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2½lb.	10 50
4 doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1/16 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 2 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

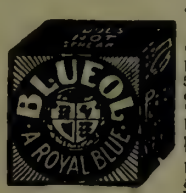
"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 15 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per do
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 60
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

	per lb.
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Whole Fruit Strawberry Jam

You can sell a great many bottles of **Good Strawberry Jam** during the coming winter. But it must be good and must sell at a reasonable price. **BATGER'S** is put up in a very attractive jar and is always "asked for again." Try a four-dozen case. It's bound to give everybody satisfaction.

BATGER'S

AGENTS

ROSE & LAFLAMME

MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. P. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½	doz. to case				per doz.,	$ .90
1 " "	4	"	"	....	"		2.40
½ " "	2	"	"	....	"		4.75
1 " "	1	"	"	....	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	36c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

To make a big profit **ONCE** on a line of goods is sometimes good business, but to make a good and steady profit **YEAR** after **YEAR** on such well-known and established lines as

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared" Corn

is the best business you can do.

For Sale by Every Canadian Jobber

Manufactured by

These goods are prepared from the best selected Corn, made under most perfect hygienic conditions, and are always guaranteed superior to all others. Pin your faith to them.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 cas lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

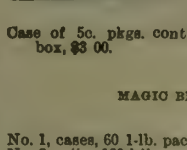
Cement stoppers (pints) per doz.	$2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	$3 00
" 10 oz., cases, 96 pkgs.	per case.
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case	$2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Bee " brand starch—	
laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

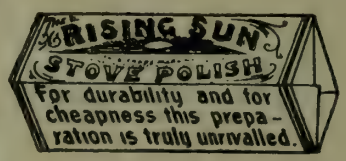
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

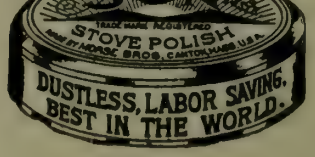
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 oz. 4, bxs., ea. 3 dz.	
Enameline No. 0 6 oz. 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

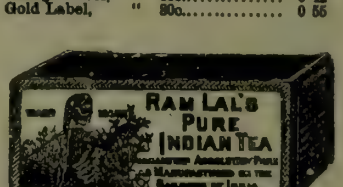
Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 32	0 40
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	



Cases, each 60 1-lb	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19½
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 59 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

IF YOU BUT KNEW

the value of carrying a worthy line of vinegar you would not bother with cheap grades but would get

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

the purest vinegar extant. Physicians pronounce against commercial acid vinegars, but they pronounce in favor of pure fruit vinegars—**Golden Russet Vinegar.** Isn't there some argument in this? Be wise and get prices.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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For Retailing

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Tea from Leaf to Cup.
The Tea Marts of the Orient.

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For Dining Room or Den

One of the lines in Demand now

Best sellers are 50c.; 55c., 67c., $1.75, $2.00, $2.25 and $2.50 each. Sizes from 8" to 14" high. Larger sizes for more money.

Write for two or three samples, naming price you want to pay.

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"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wetheys's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

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Insist on our Peels for your Christmas trade. Your customers want them.

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Features—Ottawa Exhibition and Manufacturers at Quebec

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, SEPTEMBER 29, 1905. NO. 39.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S MOTOR BISCUIT

Is a popular hard sweet biscuit, at a moderate price.

Try a tin with your next order, it is a money maker.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

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but the *Wise Grocer* discovered long ago that to increase his jelly trade there was only one brand that would do it. Ask him the name and he will say

"KKOVAH"

SUTCLIFFE & BINGHAM, Limited
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Works : Manchester, England.

Peacock Brand
Bulk
Mince Meat

Wait no longer! Get in ***your order*** for ***Peacock Brand Bulk Mince Meat*** to-day. Your customers' interests demand your getting the best article. We don't put our name on inferior goods.

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Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request

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We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,
Limited
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Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

Cox's Gelatine

Made and sold on honor. Made from the finest materials that money and experience can buy. Made to wholly satisfy the most particular cooks. The oldest and most reliable Gelatine on the market. In both powdered and shredded form. As unvarying in quality as the rise and set of the sun.

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8 Place Royale, Montreal;
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We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

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The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

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Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

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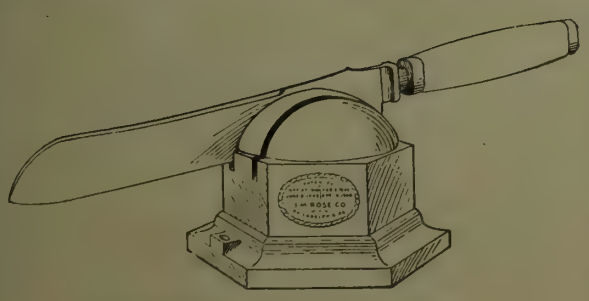

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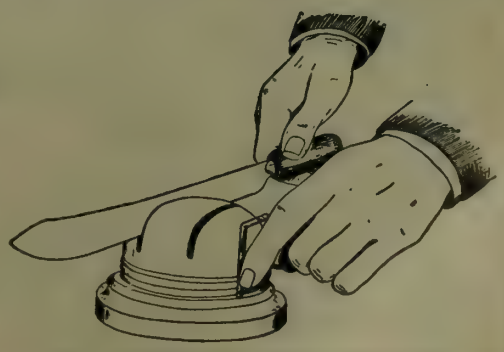

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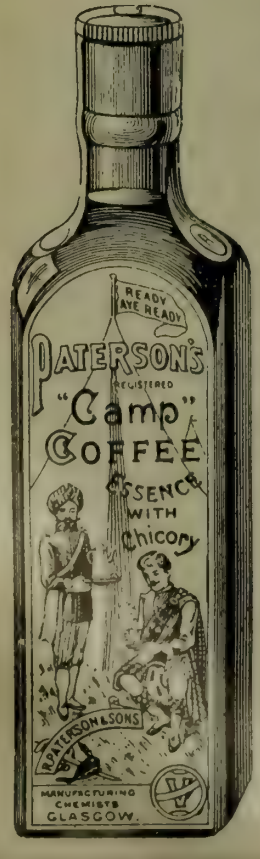
The safest investment in the Tea line is to stock up with

JAPAN TEAS

—Your customers who have not tasted the delicious, fragrant, healthful teas of Japan will appreciate you calling their attention to same.

Absolutely and always the purest teas grown and prepared for consumption under the most hygienic principles.

Stick to JAPAN TEAS



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PATERSON'S CAMP COFFEE ESSENCE

before ordering more, but it is mighty unprofitable—may have a call for it any time. **THE COFFEE PROBLEM** is solved when you decide to keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

Sells well. Good Profit in it.

ROSE & LAFLAMME,
Agents, Montreal.

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

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Advice regarding processes of manufacture and technical applications of chemistry.

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will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

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C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

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LIPTON'S JAMS

THEY WANT THE QUALITY

There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

Mr. Druggist—Don't clog your shelves with imitations which no amount of talking and price-cutting will clear off your shelves.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

is a real Cough CURE, and has never been known to prove a "frost." We bring customers to you by our advertising.

Offer your customers Mathieu's Nervine Powders for headache, and make real friends of them.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

NORTH

At
Every
Point

Unbounded
Tea
Wealth

A Vaster Trade Than Has Been!

CEYLON
TEAS

A Mightier Name Than Ever!

WEST

EAST

The
World's
Greatest
Supply

At
Every
Point

SOUTH

You'll Have to Hurry!

NEARLY ALL SOLD!

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

Hot or Cold?

A COLD WATER STARCH

Ivorine Starch

is better far than starch requiring boiling.

IVORINE is peerless among starches. Pays the Grocer 60 per cent. Sells fast. Sells again.

$2.50 per case (40 pkgs.)

GIVE AN ORDER FOR ONE CASE

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

A SURE SUCCESS

IT COULD NOT BE OTHERWISE

HOLBROOK'S

GENUINE IMPORTED WORCESTERSHIRE

SAUCE

PAYS 40% AND

is the Premier of the World

25c. Per Bottle

25c. Per Bottle.

RETURNED OCT. 17 1905 Acknowledged

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

– AND –

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer an afford it.

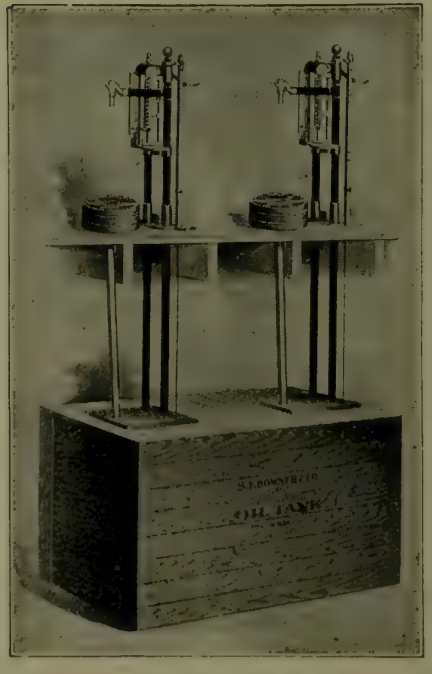
No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

DON'T DECIDE



DOUBLE CELLAR OUTFIT

NOT TO BUY NOW UNTIL YOU HAVE FULLY INVESTIGATED

The Bowser

Self-Measuring

Oil Outfit

is greatly improved and the best we have ever made It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write to-day for full information. It's free. Ask for Catalogue "B." :: :: :: ::

S. F. Bowser & Co., 530 Front St. W., TORONTO

The Story of Our New Publication

The BUSINESS MAGAZINE

We have decided to start almost immediately the publication of a new monthly magazine for busy men and women, in which we will reproduce the very best articles contained in the magazines of the world—not dry statistical articles, but bright, clever, readable matter of special interest to business men.

Readers of The Canadian Grocer know that every month a great many articles and sketches appear in the magazines, which they would like to read. They are prevented from doing so by the great number of the magazines and by the expense of securing them. Just think what an opportunity the Business Magazine affords them of getting the very best of these publications at a ridiculously small cost!

All the magazines of the world will be received month by month at our office. They will be distributed among the members of our editorial staff, who will make selections from them. These will be submitted to the managing editor of the magazine, who will cull out the unsuitable matter. Finally, before being sent to the printers, a council of the managing editors of the MacLean Trade Newspapers will be called to pronounce a final verdict on them.

The result will be a magazine without a dull page—a magazine that you can read with pleasure any time—a magazine that is the gateway to the best current literature in the world.

In addition to the articles which will be reproduced, those other articles which we are unable to print will be listed, so that every month readers will obtain a key to every article on a commercial subject that has appeared.

The Business Magazine will contain 150 to 160 pages and will be published about the first of every month. Its subscription price will be $2.00 per annum.

The MacLEAN PUBLISHING CO., Limited

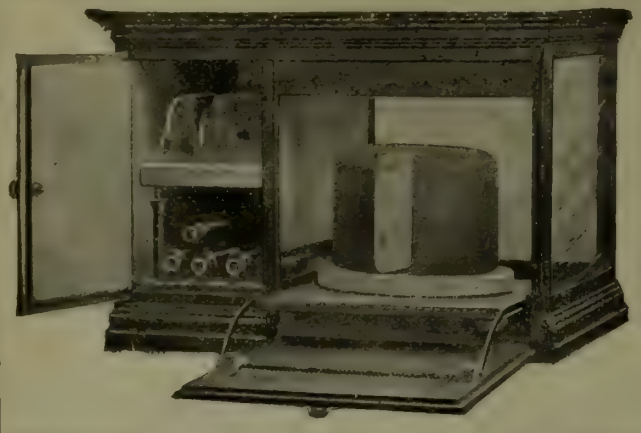
Toronto **Montreal** **Winnipeg**

Subscription Form

THE MacLEAN PUBLISHING CO., Limited
TORONTO

Please put me down as a subscriber to the Business Magazine, for which I agree to pay $2.00 per annum.

_____



SINGLE REFRIGERATOR CABINET

—FOR—

Cheese, Cooked Meats, Delicatessen, Etc.

A handsome cabinet, fitted with either disc or square cutting board, that can be used to advantage in every

GROCERY, MEAT and PROVISION STORE

Write for "AUTOMATIC CHEESE CABINET" FOLDER

THE WALKER PIVOTED BIN & STORE FIXTURE CO.

516 BOARD OF TRADE, - TORONTO, ONT.

FACTORY: BERLIN, ONT.

Two names to conjure with in trade

BORDEN'S

"EAGLE" BRAND
CONDENSED MILK

The question of quality is one that should enter into your judgment as to the class of goods you buy. **Absolute perfection** is guaranteed in the manufactured products bearing **BORDEN'S** name.

"PEERLESS" BRAND
EVAPORATED CREAM

For sale by all jobbers.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Dawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

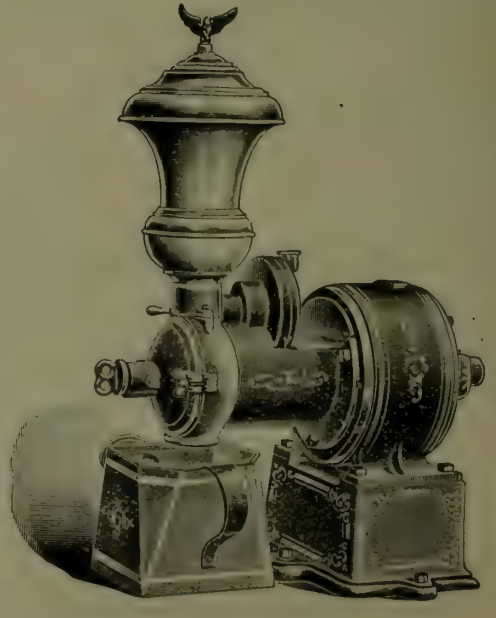
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

How It's Done

It's surprising how the Coffee business is growing in Canada, about double what it was a few years ago, and yet you may not have noticed it. In nearly every town there is one grocer who gets most of this trade, just because he knows how to handle it. There is only one way to do it right. In the first place, you must have a mill and grind it as you sell it. Ground coffee a week old scarcely imitates fresh coffee. You should buy often, and not much at a time, not load up, because there is no speculation in roasted coffees. Then, buy a Good blend even if your profit is not so large. **"Boston Luxury"** is sold on a close margin, but its sale is large and the satisfaction wonderful. It has both strength and good flavor—makes a rich, creamy drink. Costs you twenty-eight cents—doubt if you can match it less than thirty-two. We would like to send you a tin on approbation, to get a start.

John Sloan & Co.

Toronto **Belleville**

TRAVELLERS' TALES

The Knight of the Grip Sack is famed for his tales! Also for his very human love of the good things of the earth. Small blame to him. He must make up as best he can for the lack of home comforts. Every traveller who has carried a grip for The Albert Toilet Soap Co., and many who hardly know the firm's name have for many years carried for their own use a cake of Baby's Own Soap.

It is recognized as the best, and our gallant Knights want it for themselves. Their efforts joined to the excellence of the Soap have carried it to the front rank of toilet soaps in Canada. In fact, no other soap commands a sale which approximates that of Baby's Own Soap. Its popularity has caused price cutting, and while the dealer's loss is the consumer's gain, the manufacturers feel that to bring the sale of Baby's Own Soap to the figure it should have the retailer must be interested in its profits.

To share in the manufacturing profits is the only means of achieving this, and when the question came up of the advisibility of changing the style of the firm, and converting it into a Limited Liability concern, one of the reasons which helped to decide was the opportunity it offered to interest the trade in Albert Soaps generally, and specially in Baby's Own.

Albert Soaps Limited, have now taken over the business of A. Savage & Son and under the same management as before the business is going on as usual. But a limited amount of shares are to be sold, and before offering a single one to the public the trade are offered the opportunity of interesting themselves in the Company. They have this privilege until October 1st, when subscriptions from the public will be allotted in order of reception.

Similar companies in England and the United States have earned large dividends, and shares in them bought at par can now be sold at twice or three times their cost. Dealers have first call on the stock offered for subscription, and it is hoped that they will avail themselves of it. Prospectus giving full particulars will be mailed on request.

ALBERT SOAPS LIMITED

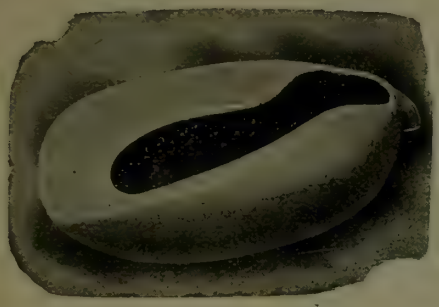
MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR,

ETC., ETC.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,

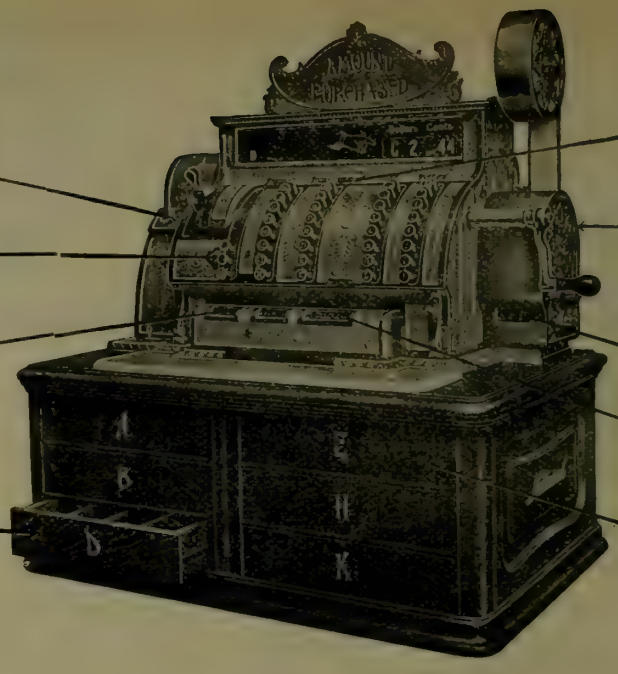
NIAGARA FALLS CENTRE, ONT. Limited

COFFEE COFFEE COFFEE

Now is the time to start right to secure your share of the Coffee trade. You will make no mistake if you order our "Java" Blend at 18 cents, or "Queen's Blend" at 28 cents. These blends are carefully selected, and we believe no better than "Queen's Blend" can be purchased.

To encourage mail orders you can deduct $1.00 from your invoice if you order a 50-pound tin, besides your cash discount of 5 per cent. Write now.

Standard Spice Mills, Hamilton, Ont.



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

*I own a*_____ *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name

Address

No. clerks

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC **Montreal** **OTTAWA**

The Matter of Flavor

is everything in canned fruits and vegetables. It is the difference between success and failure, between a pleased and a dissatisfied customer, between increasing and decreasing business, between profit and loss.

We stand between you and loss because Old Homestead Goods are perfect in flavor.

The Reason Why!

We have been telling you the reason why these past months. Our new and modernly equipped factory, our sanitary precautions, our situation in the midst of the Garden of Ontario, our use of only the choicest fruits and vegetables. All to the one end, the end that the flavor of Old Homestead Canned Goods should be perfect.

Little things are they? Yes, but by attending to the little things, we have attained the success we have reached—success that is tangibly represented in Old Homestead Brand Canned Fruits and Vegetables.

Don't be satisfied till you get them. If your wholesaler will not supply you write us direct.

The Old Homestead Canning Co.

Picton, Ontario

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

As to Promises

Words should be weighed in making trade announcements. "Make no promises you cannot keep."

The Trade Mark and the bulk-sold goods that make up the list of

WOOD'S COFFEES

are the result of infinite pains in study, research, experiment and test, backed by the best modern perfecting processes.

We promise it—you prove it.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

RAISINS

Shipments of

New Valencia

NOW IN STORE

Quality—Extra Choice

Price Right

Warren Bros. & Co.

35-37 Front St. East

Toronto

Lorimer's Worcester-shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited

WHITE SWAN MILLS

TORONTO

MANUFACTURERS AT QUEBEC

Notes on the Annual Convention in the Ancient Capital.

IN certain respects the 34th annual convention of the Canadian Manufacturers' Association, which opened in Quebec on Monday, 18th September, was not attended with the full measure of success that usually characterizes both business and social functions of the organization. The registration list showed an attendance of only a little over 150 delegates, whereas 100 to 150 more were expected. Then the weather was decidedly unpleasant. On Monday there was a sort of combination of Scotch mist and genuine Canadian rain. On Tuesday the rain ceased, but the clouds and muddy streets remained.

But the moderate attendance and the weather did not after all seriously affect either the business transactions or the social functions of the convention. In spite of these things the convention was a success. The large proportion of the members of the association who came to Quebec evidently did so for the purpose of attending the business of the convention. Consequently the attendance at the business meetings was possibly as large as if the registration of delegates had been larger.

* * *

The pre-arrangements of the good people of Quebec were excellent. They could scarcely have been better, and the proof is that everything went off without a hitch. The handsome and spacious city hall was practically deeded over to the association for the purposes of the convention. The council chamber, from the windows of which could be seen the St. Charles River and the famous Laurentian Mountains, was set aside for the regular meetings of the convention while the committee rooms were reserved for section meetings and the secretary's offices. And what applies to the arrangements for business applies with equal force to the social functions. Mr. G. A Vandry, chairman of the Quebec branch, and Mr. Geo. E. Amyot, vice-president for the Province of Quebec, spared neither time nor pains, and much of the success of the convention was due to their labors. The association can scarcely forget the Quebec convention.

* * *

Monday morning was devoted to getting the "house in order." Secretary Younge and his staff of assistants were "at home" in the room of the comite du feu, and there delegates registered, got their badges, tickets and instructions. In adjoining rooms some of the sections were at work transacting business in which they were immediately concerned. A couple of sections called to convene did not do so, in one instance because only two members put in an appearance, while another had practically transacted its business before reaching the Ancient Capital.

* * *

The Manufacturing Grocers' section had a knotty problem to solve, or rather, try to solve. They struggled with the proposed amendments to the pure food law, and after discussing it all morning decided to have another meeting a few weeks hence in Toronto. The particular problem to be solved is what constitutes pure food. If that which is injurious was the question it would not be so difficult, but when there are certain ingredients used in the manufacture of an article with a view to cheapening it, which are beneficial rather than otherwise, the wise ones are at sea. In a word, what is the standard of purity and who is to determine it? Philosophers never had a more difficult task when they essayed to determine "what is truth."

* * *

Another little matter which received some attention from the manufacturers of grocery supplies was in regard to the tariff. On some lines of raw material they claim they are taxed without reason. These lines are such as are altogether of foreign production and cannot be grown or produced in this country. The duty on these lines ranges from 12½ to 25 per cent. On these they desire a readjustment of the duty. On such descriptions of articles which, while produced in Canada, is their raw material, they are content to allow the duty to remain as it is. They realize that it is the other fellow's finished product.

Mr. C. C. Ballantyne, Montreal.
The New President of the Canadian Manufacturers' Association.

* * *

The stove manufacturers want a specific instead of an ad valorem duty. They contend that the Customs duty as it at present stands does not give them sufficient protection on the cheaper classes of stoves. On the better classes of stoves they are quite competent to meet competition from the United States or any other country. And this was the sum and substance of the business that occupied the attention of the Stove Manufacturers' section. And they all appear to be agreed as to its necessity.

* * *

While there were a number of woolen manufacturers present, the different branches of that industry were not "strongly manned." The section, however, met and after transacting routine business adjourned to meet again shortly. The tariff is of course the chief matter of concern to the woolen manufacturers, and their attitude is the same as it has been for some time.

* * *

The convention proper opened on Monday afternoon at 2.30. President W. K. George occupied with becoming dignity the imposing chair, or rather, throne, of his worship le Maire of Quebec. Secretary Younge, with equally becoming dignity, occupied a seat at his right, and the benign finance minister of the association, Treasurer Booth, sat at his left. while on the front benches, taking a fatherly interest in the proceedings, were ex-President W. K. McNaught, fresh from his victories at the Canadian National Exhibition; Vice-President Ballantyne, Montreal; ex-Secretary T. Russell, Toronto; Mr. George Amyot, Quebec, and other veterans.

* * *

President George did not waste any time in preliminaries, but at once got down to business, the report of the treasurer being the first item on the programme. Treasurer Booth does not present his report after the manner finance ministers do their budget speeches. He does not attempt to make things appear better than they really are. He did not mince matters when he said that while there was a balance in the bank of $4,250 at the end of the financial year, and that the association possessed a surplus of over $6,000, the expenditures had increased at a greater ratio than the membership, rapid as that increase had been. He was so earnest about this that he asked for an expression of opinion from the convention as to the advisability of increasing the membership fee. This led to the most important discussion of the afternoon. The consensus of opinion was in favor of something being done, but just what demanded careful consideration. It was felt that nothing should be done that would tend to impair the membership. As one delegate said, "What we want is members. It will have more effect with the Government when we are impressing our views upon it." As no alteration in the fees can be made for another year, the question was relegated to the executive committee for consideration. If the opinions expressed can be taken as a criterion, the increase in the membership fee will be

RISING SUN STOVE POLISH
SUN PASTE STOVE POLISH

Increased Sales

The large increase in sales of **Rising Sun** Stove Polish and **Sun Paste** Stove Polish so far this year over corresponding period last year demonstrates the popularity both with the trade and with the consumer of these well-known and thoroughly reliable articles. We guarantee the **Sun Paste** Stove Polish to the trade, and we fully protect this guarantee in every way.

MORSE BROS., - Proprietors, - CANTON, MASS.

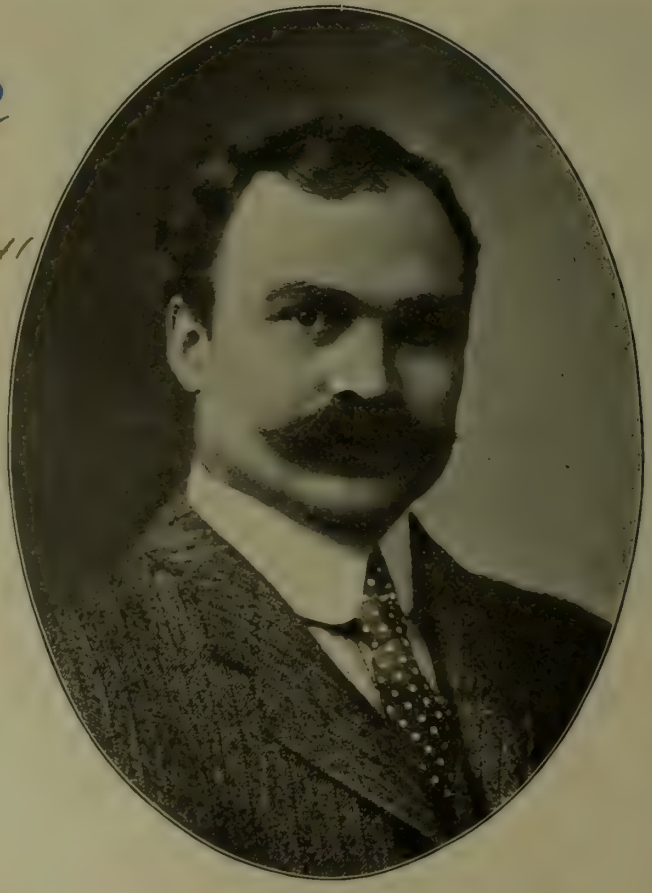
largely borne by the larger employers of labor.

* * *

A proposal was made by Mr. A. W. Thomas, of Toronto, to set aside a sum of money yearly for the purpose of creating a trust fund to be drawn upon only under certain conditions and provisions. Mr. D. L. McGibbon wanted it made a contingent fund. But the convention decided against both proposals.

* * *

Secretary Younge's report was noted for two or three suggestions it made One was to the effect that although the membership of the association had increased by 328 during the year "it was absolutely necessary for something to be done to increase the membership fee." In this it will be seen he concurred in the suggestion of Treasurer Booth. The other was recommending the appointment of a traveling secretary. In fact, he pointed out that the present staff of 25 employes needed enlarging, while the present headquarters offices were inadequate for the present requirements of the association.



Ex-president George.

The consensus of opinion among the members was favorable to Mr. Younge's recommendations, and that referring to the appointment of a traveling secretary was referred to the finance committee, who will in turn report to the executive committee.

* * *

The report of the parliamentary committee, whose duty is to keep an eye on Provincial and Federal legislation, showed that that committee had not slept—at any rate, when it should have been awake. And by keeping awake, some objectionable legislation had been prevented. There was one thing, however, which the committee had not been able to prevent, and that was the tax which British Columbia and Quebec had imposed on commercial travelers. The report deprecated the tax and the members of the convention who spoke in regard thereto endorsed its sentiments. Mr. George Amyot, of Quebec, was cheered to the echo when he declared that each part of the country should do business with the other, without the legislative barriers as that described in the report. Mr. Edward Gurney, of Toronto, declared that all trade legislation should be in the hands of the Federal Parliament. His sentiment was also warmly applauded.

* * *

In the evening Quebec did itself proud. The weather outside was disagreeable, but the arrangements for the entertainment of the guests were so elaborate and complete that within the town hall, where the public reception was held, the unpleasantness of the outside was forgotten. From the sidewalk to the main entrance of the hall was erected a canopy which effectually sheltered the guests as they alighted from their carriages. Over the main entrance in letters of electric light was the word "Welcome." The corridors were hung with bunting and the Union Jack and tri-color flags, while in front of the gallery in the council chamber, where the reception took place, were the words emblazoned in electric light, "Soley les bien venu." The ladies with their bright and pretty dresses of course very much added to the scene. Addresses of welcome were made by Mayor Parent and Mr. G. A. Vandry, and responded to by Mr. W. K. McNaught, after which President W. K. George delivered his annual address. It

We are Hamilton Agents for fruits put up by E. D. Smith, of Winona.

Pure Jams, Jellies and Preserves in glass and pails

Pure Bottled Fruits in Syrup, pints and quarts. **Also Marmalade**

These goods are put up in the **Fruit Garden of Canada.** Why use imported goods when you can get such high quality in our own country? Have made a big sale already of these lines. Give our travellers a sample order. **We recommend the quality.**

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, ***HAMILTON, Ont.***

Goodwillie's Fruits

The original Canned Fruit in Glass, thoroughly tried and appreciated in thousands of Canadian homes.

The nicest way to handle Canned Fruit, either buying or selling, as there are no swells, consequently no dissatisfaction; quality of contents easily seen without opening package.

Full range now ready.

JAMES TURNER & CO., HAMILTON

You will "never have a streak of the blues" if you will sell "never streak" Blue—

BLUEOL is the safest laundry blue to sell to your customers. It makes a once-user a regular customer. It pays you, besides, larger profit than any other blue on the market.

For sale by all jobbers. Try a box with your next order.

J. M. DOUGLAS & CO., - MONTREAL

APRICOTS

25-lb. Boxes **Fine Bright Goods**

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

CANADA

CREAM CHEESE

Put up in cartons of One Dozen Each

90 Cents Doz.

The weather now permits the shipping and handling of this line, and we are in a position to fill all orders. The readiest selling package cheese on the market.

ORDER NOW

A. F. MACLAREN IMPERIAL CHEESE CO. Limited

Toronto and St. Thomas

was a masterly effort. Dancing followed the speech-making.

* * *

Before 10 o'clock on Tuesday morning the convention was at work again considering reports. The report of the Fire Insurance Committee recommended that authority be given that department to conduct an insurance brokerage for placing the insurance of the members of the association and was productive of a great deal of discussion. Mr. G. M. Marter strongly opposed the proposition, urging that they would be antagonizing the insurance companies, while, before the insurance branch of the association could place business, it would be necessary to become the agent of one or more of the existing insurance companies. The discussion was profitable as well as interesting. It was shown that in consequence of the Toronto conflagration increased rates were arbitrarily imposed throughout the country on risks that were altogether dissimilar from the class destroyed by the fire. Mr. McGibbon, of Montreal, made the assertion that rates in Canada are two to three times higher than in the United States, which, in view of the fact that the latter were their competitors, seriously militated against the Canadian manufacturer. The consensus of opinion was that a campaign of education in regard to insurance would be of great benefit to the members of the association and that a great step along this line would be made if Mr. Heaton, the manager of the fire insurance department, or his staff would visit their factories.

Mr. Fleury, of Aurora, Ont., pointed out that as a result of suggestions made to him by Mr. Heaton he was securing a much lower rate than formerly.

The Insurance Committee will be permitted to do what it deems best in regard to the brokerage proposal.

* * *

What is generally conceded to have been the best report submitted to the convention was that presented by the Railway and Transportation Committee showing that the efforts of the committee had been productive of results most beneficial to the members of the association. For example: On behalf of the Metallic Roofing Co. the committee had made representations to the Board of Railway Commissioners in regard to classification of metallic shingles, and the result obtained, according to the statement of the manager of the company who was present, was the saving of about $3,000 a year in freight rates.

One point in the report which occasioned some little discussion was in regard to the owners' risk condition and penalty clause imposed by the railways, and was raised through a question by Mr. W. S. Fisher of St. John. Several of the delegates expressed the opinion that the clause was illegal and instances were given in which, where shippers had refused to be governed by it, the railway companies had not enforced it. Although the matter has been before the board of railway commissioners for some time a deliverance has not yet been made upon it.

* * *

On Tuesday evening a reception was tendered the party at Spencerwood by Lieut.-Governor Jette.

* * *

The chief interest in the election was, of course, centred around the contest for the vice-presidency. There were two aspirants for this office, namely, Mr. J. O. Thorn, of the Metallic Roofing Co., Toronto, and Mr. Harry Cockshutt, of the Cockshutt Plow Co., Brantford. Both gentlemen have been energetic workers in the interest of the association and both had a large number of friends. Mr. Cockshutt, however, was the choice of the convention for the office, the holder of which naturally steps into the chief executive office the following year. Mr. Cockshutt has just returned from a six months trip to Australia, while Mr. Thorn has been in Winnipeg for some time on business and is still there.

* * *

The banquet on Wednesday night at the Chateau Frontenac was particularly unique in one respect and that was in regard to the speeches delivered. Certainly at no previous banquet of the association was there such a galaxy of brilliant speakers. Hon. Mr. Lemieux, the Solicitor-General of the Laurier Cabinet, delivered an address the eloquence of which will not be forgotten by any one privileged to hear him. Then there was the silver-tongued Sir Wilfrid Laurier, the Hon. Mr. Fitzpatrick, Attorney-General of the Laurier Cabinet, Hon. R. L. Borden, leader of the Opposition, Lieut.-Governor Jette, to say nothing of the excellent addresses delivered by such members of the association as President Ballantyne, ex-President Geo. Drummond, and Mr. Edward Gurney

DRIED

FRUITS

We are booking orders for Raisins, Currants, etc., for later arrival. The ***quality*** of our importations will be the finest obtainable. We guarantee the price.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

NOTES WORTH NOTING.

ADVICES from Hong Kong state that the boycott of American goods by the Chinese has paralyzed the United States flour trade from the Pacific coast ports. There have been no sales since July 15, and orders for shipments in September have all been cancelled, the bakers and bread shops at Hong Kong and Canton refusing to handle American flour.

* * *

The Canadian Bank of Commerce has opened new branches at Brandon, Man., and Vegreville, Alta. Mr. A. Maybee has been appointed manager at Brandon and Mr. H. I. Millar is temporarily in charge at Vegreville.

The bank has now 127 branches, of which 121 are in Canada.

* * *

The delivery of wheat at Northwest points to the Canadian Pacific Railway up to a recent date had reached the grand total of upwards of two million bushels. This is far in excess of similar date last season and is considered eminently satisfactory.

* * *

The International Exhibition of Liege, Belgium, have cabled that among the awards are eight grand prizes for Canada, which have been given under the following heads: Agriculture, Forestry, Fruits, Fish, Cereals, Minerals, and Tobacco, with an honorable mention for Canadian pulp.

* * *

Millers who have never heard of mixing a white pulverized clay into the flour to increase its weight will be astonished to hear that the police in the town of Priesen, Austria, searched a mill recently at night and found 98 bags of wood flour near a mixing and blending machine. This flour was shipped by a firm in Bremen, and the court felt certain that this product did not leave the mill as wood flour. A sample of the blended article, composed of two-thirds wood flour and one-third wheat flour, could not be told by a layman from the pure wheat flour.

* * *

The American Can Company, Chicago, U.S.A., is manufacturing cans for canning companies at the rate of 1,200,000,000 a year, an increase of 500,000,000 on the annual output eight years ago. The Civil War gave impetus to the canning industry, and a decade later experiments were made in every direction and meats, vegetables and other American products went in cans to the remotest parts of the earth.

* * *

Inspectors of feedstuffs in North Carolina find that a very heavy proportion of the commercial feedstuffs offered for sale is adulterated. Of 37 samples of wheat bran examined, 10 contained corn bran. Of 123 samples of cotton seed meal examined, 21 samples were below the legal standard as to the amount of protein required. The first report under the new law points out that while corn bran, rice chaff, ground corncobs and peanut hulls may not be deleterious, yet when mixed with better feeding stuffs, without proper label, they ought to be regarded as adulterants. Examinations now show that such materials are being largely used in the stock feeds for sale in the State.

* * *

Great Britain consists of some 50,000,000 acres of land, besides water and foreshore, and of that area 45,000,000 acres are utilized for the purposes of agriculture and stock-keeping.

Pasture land and mountain and heath land used for grazing show a gradual increase, while arable land exhibits a corresponding reduction.

Yet the price of wheat in the past decade, to which the figures relate, has not decreased, but on the contrary shows a recovery from the level of 1894.

* * *

The Premier of New South Wales is said to have set aside 50 farms, varying from 200 to 300 acres, in the best district of New South Wales, which will be allotted to the first British applicants. These are improved freehold farms, all ready for the plough, at a cost of 2s. to 3s. per acre per annum, paid over a series of years.

According to the report of the Royal Commission on Immigration which was appointed by the Government of Western Australia, there are in that region 148 million acres of land suitable for the cultivation of wheat. The granary of the empire will have to be further extended.

* * *

The wholesale grocers of the State of New York are getting alarmed at the extent of business done between manufacturers and buying combines formed by retailers. They are endeavoring to stop the spread of the movement by compelling the manufacturers to sign an agreement not to supply the retailer direct.

UPTON'S

New Season

Jams, Jellies

and

Orange Marmalade are fine. They are made from fresh fruits that come direct from grower to preserver.

DON'T PAY FOR DUST.

There's dust in **most** teas. You know that. Some of those "dusty" teas are on your shelves, though. They may sell, but you **lose** in the long run.

Blue Ribbon *Ceylon* Tea

is free from dust. Its scientific handling accounts for that. Add to **Blue Ribbon Tea's** other virtues the "dustless" virtue and—**where is there a superior tea? Red Label** line is a first-rate seller. Get it.

A "Walker Bin" Interior

MEANS

EFFICIENCY of service.
ECONOMY of space, time and labor.
CONVENIENCE to dealer and customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that encourages buying.

WRITE FOR ILLUSTRATED BOOKLET.
"Modern Grocery Fixtures"

THE WALKER PIVOTED BIN & STORE FIXTURE CO.

Factory: BERLIN, ONT. 516 BOARD OF TRADE, - Toronto, Ont.

Tartan BRAND

When in a hurry for goods, or for information, our Phones are

1996 and **1997**—Sample Room
1804—Shipping Office
596—Long Distance

BALFOUR & CO. : Wholesale Grocers, : HAMILTON

New Fruits in Stock—

FANCY ELEME TABLE FIGS—

Our first shipment received this week comprises 10, 20, 30 and 40-lb. boxes.
In 1¾, 2, 2¼, 2½ and 2¾-inch Figs—also some 1-lb. glove boxes.
QUALITY VERY DESIRABLE. ORDER AT ONCE.

VALENCIA RAISINS—

Our first shipments are in store. We are quoting close figures on all well-known brands for November shipment.

CURRANTS—

WE ARE THE RECOGNIZED HEADQUARTERS.
Special prices on 1904 crop for immediate shipment. Get our quotations on our well-known brands of cleaned fruit for shipment upon arrival of new currants.

RAW SUGARS

Just passed into stock several cars. These sugars are scarce and are worth more than our quotations.

MUSCAVADO RAW—A bright free sugar—an especially desirable grocery sugar.

BARBADOES CRYSTALS—Bright Sparkling Crystals—particularly suitable for bakers' use.

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

BUSINESS PERSONALS.

RYERSON BROS., wholesale fruiters, Brantford, Ont., are about to enlarge their Durham street warehouse to double its present capacity. Increased business makes an immediate extension of their premises imperative.

* * *

Knight & Farrar, butchers, Brandon, Man., have sustained loss by fire.

* * *

W. Eddy, grocer, Toronto, Ont., has sustained slight loss by fire, but is fully insured.

* * *

Joseph Warren, general store, Pointe a Pic, Que., was burnt out, He is partially insured.

* * *

Mr. G. Ruppel, Elmira, Ont., has been having a few days vacation and took in the Glen Allen races.

* * *

Mr. Anthony Ruggel, Floradale, Ont., has been having a few days vacation and visited the Glen Allen races.

* * *

Mr. Maurice Lowe, of the fruit importing house of North & Lowe, London, Eng., is visiting Halifax, N.S., in the interests of his firm.

* * *

Daw Bros., Roseneath, Ont., successors to R. A. Elliott, are greatly improving the store and show remarkable prospects for a very fine business.

Mr. John Lefebvre, representing the Ozo Co., Limited, Montreal, is making a tour through the Maritime Provinces in the interests of the company.

* * *

C. L. & F. Ayerst are about to establish a wholesale packing business at New Westminster. They have recently come to Vancouver from Seattle.

* * *

Mr. W. H. Armitage, Church and Carleton, Toronto, has recently refitted and renovated his store throughout and has brought it completely up-to-date.

* * *

Mr. B. Downham, Chatham, Ont., has purchased land for the purpose of erecting a large creamery. It is expected that he will pay out to farmers some $35,000 yearly.

* * *

The Canada Malting Co., of Toronto, has taken out a building permit at Winnipeg and intend erecting a brewery estimated to cost upwards of $85,000, to be erected near the C.P.R. tracks.

* * *

Mrs. Elizabeth Tilly, Toronto, has been granted permission to erect a two-storey brick store for a grocery business and two dwellings at the southeast corner of Augusta and Oxford streets.

* * *

Mr. R. H. Toye, Kingston, Ont., is about to establish a wholesale confectionery business in conjunction with his retail trade. He has had an attractive sample room fitted up in his existing office.

* * *

James Brackley, 998 Dovercourt, Toronto, is enlarging his store to about twice its present size, and is putting a very fine plate glass front in and when finished will have an up-to-date establishment.

* * *

Mr. A. H. Allen, manager of the Frankford Canning & Packing Co., Frankford, Ont., was a visitor to Montreal this week, calling upon the trade in company with Mr. J. H. Maiden, local representative.

* * *

The Western Milling Co., Moose Jaw, are about to erect a 20,000 bushel elevator at Macleod, when the railway is extended into the town it is their intention to erect an additional one with capacity for 50,000 bushels.

* * *

The grocery trade will regret to learn that Mr. F. F. Dalley of the F. F. Dalley Co., Hamilton, Ont., has been compelled to undergo an operation for appendicitis. He has passed the ordeal, and is reported in a fair way to recovery. It was a very close call. His many friends no doubt hope for his speedy recovery.

* * *

T. Long & Bro., Limited, Collingwood Ont., sustained damage by fire to their store to the amount of $60,000. The wholesale portion of the business was untouched and will continue uninterrupted. The loss is fully covered by insurance.

THE CENTRAL CANADA EXHIBITION AT OTTAWA

THE eighteenth year of the Ottawa Central Canada Fair has been concluded and the Exhibition had prosperity unfolded to it in every way. The weather was fine and the best days of the Fair were perfect Autumn specials—clear and cool, and just enough of the radiant September air in them to stimulate everyone. The Fair again accentuated the growth of the manufacturing and commercial interests of the Dominion, and especially did it illustrate the importance of Canada's capital as a centre of activity growing in importance from year to year.

Ottawans are justly proud of their exposition. They are, to begin with, proud of their city as a political centre, and there is, in addition, a tone about Ottawa that is peculiarly its own. For instance, there are the traditions of Confederation, the distinct atmosphere of Federal politics, the life of a capital—like Washington—a little world within itself; in fact Ottawa has fashion and memories entirely its own. All these elements combine to give the place a tone, and all this is more or less interlaced with the Exposition.

The beauty of the city is remarkable, with the Parliament buildings and the magnificent Chaudiere Falls, all with their incidental attractions, shaded by the development of man-made accessories.

When it is remembered that on the best Fair day 45,000 people passed the turnstiles, a small city in itself as far as numbers are concerned, Ottawa and its Fair may be said to be hand in hand in their drawing powers.

Never has Ottawa seen a better Fair, and never have the results vindicated it so strongly by the sheckels in the exchequer. Secretary McMahon and all the officials are again worthy of congratulation, for the different departments were most creditably managed.

The Main Building.

No better arrangement and no fuller complement has ever been in this famous Aberdeen pavilion, named after the honored former Governor-General, for in every part the exhibits were nicely placed and copiously represented. A high order of excellence marked all the displays, and those who took part were rewarded by the magnificent attendance.

It was noticeable that only one chocolate company was present, namely, the Tobler Co., represented by McClure & Langley of Toronto. The old favorites, Cowan's and the D. R. Perrin Co. were missing.

The well-known Bovril Co.'s fine show of previous years was, to use an old phrase, conspicuous by its absence. The tea trade was again absolutely neglected. Cereal foods were fairly shown, but not with aggression that would excite unusual attention either from the press or the public. Malta Vita certainly gave away many packages of their goods, and Shredded Wheat distributed many samples, but there was no attempt to splurge.

Soap companies were noticeably absent, and the Comfort people were the only firm represented. They are referred to elsewhere.

The Berliner Gramophone and the various piano makers were well represented, and these were pleasing parts of the great Fair.

Machinery Hall.

Over in this hive of activity the various machinery houses of Canada were represented. Threshers and manure-spreading machines, also labor saving devices for farm uses were to be seen.

Every man with a bucolic instinct took to the Machinery Hall, and there he heard the latest news regarding improvements that were going on in the busy world, while the mighty harvests of Canada were being housed.

Carriages were displayed in great profusion—fashionable buggies with rubber tires and big comfortable rigs that delighted the eye of the well-to-do farmer.

Grimm's famous sap evaporator attracted many farmers, and the Chapman Double Ball Bearing Co. also had a fine show. There were also fire extinguishers of which the "Diamond" seemed to take the most attention. It was displayed before the grand stand and delighted everyone.

Ottawa Exhibition—"Oka" Wine Exhibit.

The Tonic Wine of Oka.

A novelty at the Fair was the exhibit of the tonic wine made by the famous Monks of Oka. The discovery of this wine has been handed down from the ages and the secret of its purity and excellence remains still in the hands of the conscientious and hard working

Monks. Up to recently they were opposed to the disposal of the wine for commercial purposes, and kept it for years within their own sacred set. Business men, however, have succeeded in inducing the Monks to sell certain quantities, and Messrs. Motard, Fils & Senecal, of 5 Place Royale, Montreal, have secured the sole agency for the wine. It contains tonic properties such as the quinine bark alone can give; then the strength and nourishing qualities of the wine are equal to the finest rare old port or sherry. Rates are quoted on application for cases and bottles. The wine is unequalled for invalids, and is a delightful beverage for all classes and all ages. It gives health and strength, and offsets colds and fevers. In fact it is a wine endorsed by medical men wherever it is used.

The exhibit was very pleasing, and attendants made the goods known by the judicious distribution of circulars and samples.

Tobler's Chocolate Display

In the centre of the Main Building was to be found a handsome exhibit of chocolate by Tobler & Company, whose confection is known the world over. The display was in charge of Mr. T. F. Bradley, who is the representative of the firm for the Ottawa district. The public was attracted to the Tobler chocolate stand by the many diplomas won at the great fairs of the world. The chocolates carried off honors at St. Louis Fair, Toronto and St. John, N.B., and scores of other exhibitions. At the present time the Tobler goods are represented at forty exhibitions in Canada and the United States. The famous brand of chocolate is selling in every continent of the world. The Tobler chocolate is made of finest cocoa, pure sterilized milk and sugar. These ingredients are combined by a special scientific process at Berne, the capital of Switzerland. All orders for this delicious chocolate will be attended to promptly by Mr. Bradley, who may be reached by post card or otherwise at his Ottawa address, 100 Waverley street. Tobler's chocolate, both in tablets for eating and in powder for cooking, is considered a first-class nourishment, strongly recommended to all.

Canada Maple Exchange Exhibit.

Ottawa Exhbition—McClure & Langley's Exhibit.

The Canada Maple Exchange.

Once more Mr. Small, of the Canada Maple Exchange, scored a big hit at Ottawa. His chief booth was this year located in the building nearer the gate, where the honey and dairy produce were situated. However, he had a booth in the Main Building, and both were doing excellent business. The arrangement of the decorations was in the usual good taste of the originator of these delicious maple products. Then to back up the purity of the products, and the merits which go without saying, Mr. Small had the assurance of having won all the medals offered for maple products in Canada this year. Then the daintiness of the packages of all sizes and in many varieties impressed the visitor. The maple leaf so strongly marked on the boxes and the tins tended to stamp everything as distinctly Canadian, and brought a thrill of pride to many a visitor to the Fair. No other manufacturer has been able to equal the Small products, in fact for purity and excellence the Small maple goods stand unrivalled to-day. The

manufacturers have studied the latest hygienic methods of preparation, and the sugar is put up in neat tin jars and other goods are equally well protected from dust and dirt of any description. Every package bears the certificate of a Quebec analyst guaranteeing the purity by official law.

Snowdon, Forbes & Co.

One of the very nicest and most practical exhibits at the Fair was that of the now famous "Bee Brand" goods owned and manufactured by Snowdon, Forbes & Co., Montreal. From small beginnings this firm has grown to be one of the largest of its kind in Canada, and their large and growing trade extends from ocean to ocean. The display was in the form of a fine brown painted rustic Summer house which was latticed and trellised so as to look like a glimpse of fairyland having Chinese lanterns of odd shapes, flowers, vases and pictures, silverware and a bewildering profusion of Bee goods all stamped and labelled as obtainable by using Bee Starch or Bee something else, including the long list which is so carefully described in the elaborate catalogue. The new plan of endless chain is that by saving the coupons it is possible to buy brass beds, dishes, silverware and almost any household article at about fifty per cent. less than they can be bought for in the regular way. Then there is the guarantee of the quality of the goods on the strength of the money back system which is in itself unbeatable.

The display was the talk of the Fair. Snowdon, Forbes & Co. have built up an enviable reputation for promptness and fair dealing, and to-day are among the leaders of the young generation of Canadian manufacturers.

Gowans, Kent & Co.

Gowans, Kent & Co., Toronto, were eligibly located on Queen street with sample rooms and a handsome display of crockery, fine glassware and vase work of manifold descriptions was to be seen. All kinds of fine English and French china and fancy art goods were on exhibition. This served a first-class opportunity to the trade to look over some fine goods such as travelers do not carry on the road. Large numbers of visitors took advantage of the accommodation, and many orders were placed.

Ottawa Exhibition—"Bee Brand" Exhibit.

George A. Mann, who is the eastern representative at Montreal, was there to welcome the visitors, and some interest was aroused among the travelers inasmuch as there is some probability of Mr. Mann becoming a candidate for the presidency of the Dominion Commercial Travelers' Association.

Intercolonial Railway

The exhibit of the Intercolonial Railway occupied over a thousand square feet of wall space at the east of the main building. Among the large photographs which have won the admiration of thousands of people since they were installed were pictures of hunting and fishing scenes at Murray Bay, Bic the Beautiful, Cacouna and Matapedia Valley. There was also a handsome photograph of Canada's train, the Maritime Express. This train runs daily except Saturday between Montreal, St. John, Halifax, and the Sydneys. Too much cannot be said about the excellence of the sleeping and dining car service along this route. The stream of tourist traffic is increasing rapidly and patrons of the Government railway are always accommodated in the most excellent fashion. People who love to hunt are able to find abundance of moose, caribou and deer, while the streams abound in salmon and trout. These valuable resources of the hunting arena were represented by a tastefully arranged gallery of pictures. The large black bear and cub was one of the strong attractions of the Intercolonial exhibit. The exhibition goods were in charge of Mr. A. E. Barton, of Moncton, who was appointed nearly ten years ago. He distributed plenty of literature about the fishing, hunting and Summer resorts of the territory served by the Government railway. Lately the I.C.R. has been gaining greatly in popularity. Its passenger and freight service has been wonderfully improved and its trade noticeably increasing. It is one of the best of the roads to the sea and passes through a country where the scenery is unsurpassed. Every mile reveals to the passenger new scenic beauties and a journey over this popular road in its comfortable coaches cannot but be a source of pleasure and delight.

"AUTUMN LEAF" BRAND CREAM SUGAR CORN

May cost more, but it is worth more. Of the thousands of cases that went out last year not one can or tin has ever been reported as poor or swelled. How many brands have that record? Now, our Process is the Maine Style, whereby the corn is cut fine and the Cream scraped from the cob, thereby the delicious flavor is retained and the corn has a creamy appearance that cannot be obtained by the old style coarse-cut. We affirm that we have to offer a few thousand cases of the Fanciest Corn ever put in this or any other country. While we have Tomatoes and Raspberries, and intend packing a full line of CHICKEN SOUPS, CATSUP, etc. We claim the "AUTUMN LEAF" BRAND Cream Sugar Corn leads all others, and Mr. Retail Grocer, it is to your advantage ten to one that you have our BRAND on sale. You are the one we wish to reach. Write us, and we will tell you how you can obtain the best line of Can Goods that is packed, and at prices, quality considered, that you ever handled. We are answering all inquiries as fast as possible. If you are looking for a cheap line of goods do not try ours. We are not in that crowd. We meet them every day that say a can is a can. Do not be mislead, you can't fool the consumer. Try the "AUTUMN LEAF" BRAND, AND YOU WILL FIND A CORN THAT WILL PLEASE THE HIGHEST CLASS OF TRADE.

The FRANKFORD CANNING and PACKING CO., Limited.

INDEPENDENT PACKERS

FRANFORD, ONT.

A. H. ALLEN, Manager

The Grimm Mfg. Co.

The Grimm Co.'s exhibit of maple syrup in the dairy and honey building was most attractive. There might be seen tastefully disposed maple sugar and syrup neatly put up in parcels to suit the different commodities. The goods were sold over the counter, and all who purchased recalled the fine goods and the excellent testimonials given of the purity of the stock by the exhibit of last year, wherein old and new methods of sugar making were exemplified.

Grimm Manufacturing Company's Exhibit.

The company has pushed its business to the four corners of the globe, and the trade at Ottawa only tended to emphasize the good taste of the visitors to the Fair.

The sap evaporator exhibited by this company in the Machinery Hall was the talk of the farming community, and many of these convenient machines were sold.

The Beefene Display.

The popularity of Beefene as a fluid was again emphasized at the Fir. A most artistically arranged booth was fitted up and rows of bottles of the fluid beef were disposed neatly on shelves one above the other so as to give a pyramid effect. The huge bottles on the side called forth surprised remarks from the many thousands that passed by the exhibit.

Admirably located near the front door the display was a constant attraction. Careful attendants were busy serving literature describing the wonderful merits of the fluid beef. The Beefene is strong and nourishing. It makes weak people strong and strong people stronger. For the athlete it is invaluable, and for the invalid there is no other food to equal it. Children thrive on Beefene, and they get to like it, so that being pleasant to the taste and nourishing the food has the unexcelled advantage of a doubleheader. The medals won by the Beefene manufacturers are solid and creditable, while the record of sales is the best testimony to its popularity.

Mr. C. Hugh Shaw, the untiring representative, made many new friends at Ottawa, and certainly his painstaking energy would win success for any firm. He has made a big success of the Ottawa business, and no doubt greater things are in store for this enterprising house. Some handsome new advertising posters and cards will appear shortly that will be noticed everywhere. Girls served thousands of cups of hot Beefene daily. This firm took a diploma at Ottawa.

Ottawa Exhibition—"Beefene" Exhibit.

The American Dressing Company.

Situated just beside the Beefene exhibit was the display of the American Dressing Co., of Montreal, also represented by Mr. Shaw. Success was written all over the goods, which were arranged in just the best possible way to please the visitor and attract the attention of the passerby. Shoe and leather dressings of all descriptions were there, and the merits of the different articles of use were described by the attendants, and all under the personal supervision of Mr. Shaw himself. The famous Vit shoe polish is a great winner and unique because no liquid is necessary to use it. A.D.C. polish won the highest awards at the Glasgow Exhibition, also at Paris in 1900. It is a paste which does the work of both liquid and paste, and will not soil the most delicate garment. The polishes of the American Dressing Co. vary in style and character to suit the purse of all classes, and the quality is always the best.

The A.D.C. polishes are the famed ones, and have been before the public 14 years. This firm handles the Diamond Harness Dressing, and took diploma at Ottawa Fair.

MILLING PLANT ACQUIRED.

Nicholson & Bain, of Winnipeg, have bought a half interest in the Pilot Mound milling business formerly conducted by Dow & Curry. The firm will now be known as the Dow Cereal Milling Co., and their entire output will be handled by Nicholson & Bain, who are selling agents for so many important firms. In Calgary, of course, Nicholson, Bain & Johnston will act in a similar capacity. The output of the mill will consist of rolled oats, pot and pearl barley, granulated standard meal, corn meal and similar products. Eastern houses wanting quotations on rolled oats delivered will be furnished with same on application to Nicholson & Bain, Winnipeg.

Baking Powder.
Gillett, E.W., Co., Toronto.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara.
Christie, Brown & Co., Toronto.
Colson, C. E. & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co, Toronto.
Turner, James, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Eby, Blain Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton, Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Klaus—Rose & Laflamme, Montreal.
Lamont, Corliss, & Co., Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Collecting Agency.
Tew, Richard & Co., Toronto.

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Foster Pottery Co, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
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Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Lucas, Steele & Bristol Hamilton.
Tippet, A. P., & Co., Montreal.
White & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads and Paper.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Burgess, W. O., Queenston, Ont.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

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Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
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Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
Grocers Engineering Co., London, Eng.

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Common Sense Mfg. Co., Toronto.

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Keen, Robinson & Co., London, Eng.

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Imperial Extract Co., Toronto.
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Upton, Thos., & Co., Hamilton.
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Kyle, C. E., Toronto.
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Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
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Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
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NEW ADVERTISEMENTS.

Tew, Richard & Co., Toronto.
McLeod Milling Co., Stratford, Ont.

DISHONEST PACKING.

THE immense advantage of adopting the "marking" of all market produce has just been demonstrated in a most absolute way. The Canadian Grocer has been continually pressing the importance of this, and a case which has just come to light is convincing proof of its utility.

Mr. J. W. Woods, general manager of Gordon, McKay & Co., Toronto, purchased a basket of what looked like "fine ripe Duchess apples," but upon examination it was found that the bulk consisted of "Scrubbed Greenings." Mr. Woods rightly looked upon it as a most serious matter and at once communicated with the secretary of the Board of Trade. The fruit inspector was sent for and the matter was handed over to his care.

In this case the name of the packer was clearly marked on the basket, so that it was an easy matter to trace its origin and thus made the task of the inspector an easy one.

The bringing to light of this case has led to the exposing of a good deal of deception in the packing of fruit. One prominent citizen remarks that he recently purchased at a high price what he supposed was a basket of highest grade peaches but found that the bulk was composed of very indifferent fruit.

Another retailer reports that he recently purchased 24 baskets of tomatoes from St. Catharines district; from their appearance they looked like excellent fruit, but when opened up for sale, the bulk were composed of stunted and green fruit. In his case he made vigorous protest and succeeded in getting an allowance.

Another citizen also says that when he was in Manchester he was invited by a commission merchant to inspect a consignment of apples which had arrived from Canada. Each end of the barrel was composed of beautiful fruit with a filling in the centre of about a bushel of the rankest kind of scrubs. He remarks that he was ashamed when he looked at them of his own country.

It would appear that this question is not looked upon with a severity that it really deserves.

Both shipper and packer are liable by law for false packing and one would think that the dealer would certainly use the greatest scrutiny in order to secure himself. As it is, however, dealers appear to be quite satisfied by merely insisting upon an allowance from the packer after they have received complaints from their customers.

In the interests of the general public it is necessary that strong measures be taken to secure the honest marking of all market produce and any infringement should be at once reported to the inspector and prosecution immediately proceeded with. Only by the rigorous enforcement of the law can healthy conditions be maintained.

It is said that there has been trouble heretofore in obtaining convictions from the police court magistrates, but we cannot be made to believe that where the law has been violated our judicial Bench would fail in their duty.

This is a large question and concerns not only our home trade but if indifferent packing is allowed to continue it will have an ultimate serious effect upon our export trade.

A SHARP PRACTICE.

A CUSTOM has been prevalent amongst the British Columbia salmon packers of packing quite a number of cans of the lower grade of salmon for shipment to England unlabelled. A report current, which has received a good deal of credence, is that upon reaching England these cans are labelled so as to pose in the market as Fraser River product. It is claimed that a good deal of damage is done to the Fraser River trade by this means, as it is from the northern canneries that most of the unlabelled cans are despatched.

At the meeting of the Fishery Commission the matter was brought up for discussion and it was proposed that the next sitting of the Legislature be asked to pass a bill to the effect that all salmon leaving the Province must have the canner's name and the location of canning clearly stamped on the can.

It is to be hoped that something on these lines will be adopted. The false labelling and marking of products has been far too prevalent, not only from the financial aspect but also in the interests of both the consumer and producer.

It is only right and proper that the consumer should have a means of knowing the origin of his purchase, and it is clearly to the interest of the producer that his product should be open to identification at any time after leaving his factory.

The only one to object is the packer of inferior goods and it is in the interest of healthy commerce to put a stop to such men.

A JUDICIAL BOYCOTT.

IT is with a degree of hesitancy we approach the judicial salary problem, and it is only the important bearing it has on every branch of industry which has led us to express our views with regard to the salary question of judges. The latest developments of this much vexed question must be somewhat perplexing to the lay mind.

That lawyers themselves should take the initiative in seeking to prevent one of their number returning to his practice after having resigned his seat on the judicial Bench is, to say the least, astonishing. One would rather have expected to have seen the fullest expression of sympathy from those who may at any moment find themselves in a similar position.

It is but natural that every right-minded individual should covet the highest point of eminence in this profession and doubtless it is the fascination of the woolsack which makes that the ultimate goal of the legal aspirant, but little satisfaction can accrue when it is discovered that renown must be gained by considerable financial sacrifice.

The effect of this boycott can only aggravate the situation. We understand that already several of the ablest lawyers in practice have declined the position now vacant, and if it becomes a fact that promotion to the judicial

Bench means complete and final severing of the former links with their clients it is not at all improbable that we will have to face a famine of judges.

Further, it is self-evident that we Canadians have not yet elevated our "professions" to the platform of prestige which is absolutely necessary for the "dignity of office." To those who have had any measure of foreign travel, the position of the "professional" man in Canada forms a strong contrast to what is seen in European centres. There, it will be noticed, the "professional" man, whether it be legal, medical, or religious, carries with him the dignity and authority which is absolutely necessary to his respective sphere.

We would have expected that a society with such affinity and unity of thought that is expected from a legal brotherhood would have taken this question up with a view to securing a final issue which would have completely obliterated the possibility of the recurring of such a deplorable event as this voluntary surrender of an exalted position for one of less eminence.

The nearer a high order of civilization is approached the greater the obligation of the citizen becomes, and the higher the citizen is in the social scale the greater the necessity for him to be able to maintain dignity and prestige; this cannot be done unless the individual's finances are sufficiently large to not only relieve his mind for the present moment but to secure an assurance of financial competency for the rest of his days. Better advised it would have been had the society drafted a scheme which would have fully met the case and at the same time completely satisfied the judicial requirements, thus removing the possibility of misunderstanding in the future.

A RECORD EXPORT SEASON.

EVERYTHING indicates that the present year will close a record one for the port of Montreal. Upon the opening of navigation in May the outlook for foreign trade was by no means bright and many merchants looked forward to the year's trade with mingled feelings of doubt, but the season has turned out remarkably well. Shipping men, too, predicted a dull season, for there seemed little cargo in sight. But these anticipations fortunately have not been realized.

In grains the total is considerably in advance of last year. Corn last season was exported from Montreal (between the first of May and the first of July) to the amount of 335,000 bushels, while in the same period this year the exports have run up to 2,000,000 bushels.

Barley was exported to the extent of 545,000 bushels from the opening of navigation to the first of July this season, as compared with only 79,000 bushels for the corresponding period of 1904.

Canada continues to advance in her cheese and butter trade, and indications point to a great season for both products. From the opening of navigation to the first of July, the exports of cheese from Montreal amounted to 354,805 boxes, as compared with 332,683 boxes for the corresponding period of last year. In butter the increase in exports is equally as large, the total amount this year up to the first of July being 55,110 packages, as compared with 43,166 packages for the corresponding period of 1904.

A further comparison for the 1904 year's trade with that done four years ago reveals a most remarkable increase. In 1904 butter shipments in the aggregate reached 556,850 packages against 261,768 for 1900, whilst the increase in cheese for the same period is some 200,000 boxes.

The export cattle trade is in an unsatisfactory condition. The exports have fallen off nearly 4,000 head since the opening of navigation, as compared with last year. The decline in this trade is due to the abnormally high prices at which the animals are held on this side of the water. As a matter of fact, butchers right here in Canada are today paying as much for their cattle as their London brethren.

There is also an enormous trade growing up in all lines of produce. Lard, ham, and eggs are all well to the front in their interest to Montreal exporters. Many fruit lines, too, are making remarkable increase.

The improved cooling rooms, cold railway cars, and the refrigerating chambers installed in a large proportion of the ocean steamships of the principal lines now insure the delivery in the United Kingdom of Canadian dairy products and fruit in prime condition, and have given an enormous impetus to the business of the many firms who are engaged in the commission business. Science has made such improvements in the practical method of applying refrigeration that every up-to-date firm is now in possession of cold storage facilities which enables it to do justice both to the producers from whom it buys and to the British consignees to whom the majority of such exports goes in ever-increasing quantities.

There is no longer any need to rush shipments at a time when excessive exportation might mean a loss to their country clients, for within the walls of their magnificent warehouses exist the opportunities for storing for long or for short periods thousands of tons of every species of the dairy, fruit and canning industries in just the temperature best suited to its preservation in good condition.

No one should know better than the Montreal merchant how entirely the extension of his business connections in the United Kingdom is dependent upon the uniform standard quality of the article he sends, and consequently no care should be spared that every detail of transhipment and storage shall be supervised with a keen eye to the mutual interests of which he is the guardian, and upon whom the brunt of failure most seriously falls.

To build up a reputation as an exporter of goods, up to sample and consistently well packed and selected, should be the ambition of every firm engaged in the business. To this end the co-operation of the grower, the railway and steamship companies has also to be enlisted, and their friendly rivalry is becoming increasingly successful. Out of the hundreds of thousands of tons shipped between May and November it is a rare occurrence to hear of any serious condemnation taking place after the goods reach their distributing centres.

THE DOMINION EXHIBITION.

ALL the fruit-growing districts of B.C. have prepared district exhibits for the Dominion Fair, which began at New Westminster on the 27th. Very good prizes are offered, and a certain sum has been granted in aid of the expenses attached to the preparation and shipping of big exhibits. The very handsome grounds of the association have been improved and the space well laid out to make an attractive place of "Queen's Park," as it is locally known. Indeed, it is really a park, and a very pretty one, too, lying at a considerable elevation above the Fraser River, which it overlooks, and being above the main portion of the city. The new buildings, erected this year, to give special accommodation to the many manufacturing and industrial exhibits offering, are both tasteful in design and neatly finished. They have been wired for lighting at night, and the trial made the other evening showed that as a scenic effect the illuminations were perfect.

Manager Keary and his staff have been busy with the last work of arranging exhibits, and seeing that allotted space is taken by the right people. Mr. Keary says that if the buildings had been three times the size, the space would all have been utilized, so many manufacturers and others asked for allotments. Many had to be given less than they wanted, and many had to go without, as the space was all taken when their applications came in.

WESTERN ASSOCIATION NEWS AND TOPICS

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president, J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

Association Sections.

HAMIOTA section includes merchants in following towns: Kenton, Hamiota, Bradwardine, Westwood, Harding and Oak River. Wm. Chambers, Hamiota, secretary.

Gladstone section.—Gladstone, Plumas, Ogilvie, Keyes and Woodside. Mr. Collins of Galloway Bros., Gladstone, secretary.

Neepawa section.—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare, Neepawa, secretary.

Emerson section.—Emerson, Dominion City, Ridgeville, and West Lynne. Secretary, H. McCaul, Emerson.

Morden.—Secretary, Harry Meikle.

Winkler.—Secretary, Alex. Wilton.

Altona section.—Altona, Gretna, and Rosenfeld. Secretary, W. J. Cobletz, Altona.

Arnaud section.—Arnaud, Otterburne, St. Pierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Souris.—Secretary, W. G. McLaren.

Napinka section.—Napinka and Medora. Secretary, Mr. Kaiser of Coote & Kaiser.

Minnedosa section.—Minnedosa, Basswood and Rapid City. Secretary, Jas. Campbell, Minnedosa.

Shoal Lake section.—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Company.

Birtle section. — Birtle, Foxwarren, Rossburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

* * *

In last issue it was explained that the secretary is now busy organizing a new plan of campaign. The various towns in certain districts are now being organized in sections and each section has its own secretary in charge of all local work. In this way friction between neighboring towns may be eliminated as by the division of the country into these sections wide areas are secured in which the same prices for tobacco and staples will obtain. Above will be noticed a list of the various sections now organized, with the towns in each section and the name of the secretary in each section.

* * *

In the Hamiota section in addition to the effective work done in regard to selling price of tobacco, referred to in last issue, the local organization has prepared an agreed price for certain staple lines of groceries. All association members in the towns of the Hamiota section have agreed to sell the following goods at the following prices:

Sugar, granulated, 15 lbs. for $1, per cwt. $6.25 cash and $6.50 charged. Sugar, yellow, 16 lbs. for $1, per cwt. $5.75. Corn, 2 cans for 25 cents. Peas, 2 cans for 25 cents. Tomatoes, per can, 15 cents. Cheese, per lb., 17 cents. Salt, per barrel, $2.50. Salt, jute sacks, 50 lbs., 65c. Salt, duck sacks, 50 lbs., 75c. Pickles (Blackwood and Dyson), sour, 90c. Pickles (Blackwood and Dyson), sweet, $1. Force, per package, 20c, or 2 for 35c. Grape Nuts, per package 20c, or 2 for 35c. Vim, 2 packages for 25c. Orange Meat, 15c and 25c per package. Tobacco, as per printed card prices (quoted in last issue of The Grocer). Spools, 5 cents straight. Price paid for butter in tubs, rolls or bricks, 16c, tubs to be charged for in all cases. Price paid for eggs, 18c per dozen.

This price list went into effect September 13th. Produce prices are subject to change according to market conditions and members will be notified promptly by the secretary.

* * *

In the Gladstone section the following price list was adopted: Sugar, granulated, 16 lbs. for $1 or $6 per cwt. Sugar, yellow, 17 lbs. for $1 or $5.50 per cwt. Tobacco—All cut tobacco regular 10c to be sold for 10c straight; P. of W. tobacco sells for 10c straight; Bobs tobacco sells for 10c straight; Pay Roll tobacco sells for 10c straight; Jim Dandy tobacco sells for 10c straight; Briar tobacco sells for 10c straight; Currency and Old Tom, 3 for 25c. Salt, per barrel, $2.50. Salt, jute sacks, 50 lbs., 55c. Salt, duck sacks, 50 lbs., 65c. Rolled oats, 6 lbs. for 25c, 20 lbs. for 75c, 40 lbs. for $1.45, 80 lbs. for $2.80. Corn, per can, 12½c. Peas per can, 10c. Tomatoes, per can, 15c. Glass sealers, pints, per dozen, 90c; quarts, per dozen, $1.20; half-gallons, per dozen, $1.45. Prices to be paid for butter—Bricks, No. 1, 16c; bricks, No. 2, 15c; tubs, No. 1, 16c, keep tub; tubs, No. 2, 15c, keep tub; tubs, No. 1, 15c, return tub; tubs, No. 2, 14c, return tub. Eggs, buying price 18c, selling price 20c.

In the Neepawa section practically the same schedule of prices was adopted.

* * *

From an examination of the above price lists readers can readily gather what is being done by the association in those districts and what the same organization may effect in their own districts. In framing these price lists there is always a tendency to put prices too high, but it is a tendency which must be vigorously resisted for if it is given free play it will defeat the very objects which the association has in view. Extremes are always dangerous and they must be guarded against carefully, for in the end prices that are too high will incite more competition and prove as disastrous to the trade as the cut-throat prices which have prevailed so long. It is not suggested that the prices quoted above are too high but there is always this danger to guard against.

Only one short month remains now until the date when the association makes its united effort to kill the credit system. From all parts of Manitoba and from many places in Saskatchewan come reports of preparation to make November 1st a red letter day. Some dealers are going farther than the association programme requires and they are announcing a strictly cash system with no mention of credit after April 1st. For instance, Wilfrid Ledoux of Arnaud has been advertising during September the inauguration of a strictly cash system after October 1st. Mr. Ledoux in his first advertisement referred to the large crops which would enable all to settle their accounts and pay cash in the future. He explained that there has been a great change in recent years in the methods of doing business and that the man who buys on long terms is at a disadvantage. He announced that it was his object now to buy and sell for cash only.

"We beg to advise our customers," says Mr. Ledoux in his advertisement, "that we will adopt the CASH SYSTEM on the first day of October, 1905, and will close our books on that date. To those who have not marketed any wheat before that date we will extend the time until October 15th. After that date no goods will leave our counters unless paid for in full. This rule WILL APPLY TO ALL, even our best friends."

* * *

It can not be too clearly understood that the association remedy for the credit evil has the enthusiastic support of all the wholesale interests of the west and that the wholesale trade are prepared to exert every legitimate influence to keep in line any faint-hearted merchants who, growing weary in well doing, are disposed to fall by the wayside. An interview with a prominent business man appearing in a daily paper illustrates the attitude of the average wholesale man:

"Will the west be able to pay off all its debts when the big crop is harvested?"

"Will it be able?" was the reply. "It will have to."

Now and then The Canadian Grocer hears from a merchant who is anxious to adopt the association credit proposals but who is afraid that his weak-kneed neighbor will not have sufficient persistence to keep in line longer than a few weeks. All such should remember that the wholesale interests are behind this movement and that, while there will be no coercion, the merchant who undertakes to join in the association movement and then fails to carry out his agreement will find that he has lost favor with his wholesale house. If he can not secure long credit himself he will probably conclude that his best policy is to keep his agreement with the association.

* * *

Secretary Coulson returned to Winnipeg on Saturday and called at the office of The Canadian Grocer. Returning to the country the first of the week he completed the organization of the Minnedosa, Shoal Lake and Birtle sections, with the results recorded above. He informed The Canadian Grocer that in more than 300 stores there are at the present time notices to the effect that all credit will be refused between November 1st and April 1st—thirty days accounts to be treated as cash transactions.

It Pays You to Handle

"SALADA" CEYLON TEA

because for Quality, Purity and Delicious Flavor it is far ahead of any other tea, and your customers appreciate a good tea.

Remember, We Guarantee its Sale.

For Prices and Terms write

"SALADA" Toronto or Montreal.

The Tea that received the Highest Award at St. Louis, 1904.

It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the CONSUMER with logical advertising and every trial proved that when we said

CELLULOID STARCH

was the best starch made we told facts.

Celluloid Starch is IN DEMAND, and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

Brantford Starch Works,
Limited
Brantford, Canada

Business Gallops

when our

WRAPPING PAPER

is used. Time and labor is saved; also money. You need our goods. Prices can't be beaten! We are winners!

DOUGLAS & RATCLIFF,
LIMITED
30 West Market St., TORONTO.

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Sept. 28th, 1905.

BUSINESS conditions continue to denote progress. Demand has been steadily advancing and almost all lines are becoming interesting.

There has been a good deal of activity on the street, tea buyers showing considerably greater interest on account of present samples showing improvement in quality. Mediterranean fruits have been very active, and arrivals are awaited with anticipation.

Canned goods are now occupying the main feature of interest, the newly completed list of prices is being discussed and is considered generally satisfactory.

Coffee is ruling well, much fresh interest is manifested and there is every prospect that coffee will soon occupy a much more prominent place on the market.

Rice is in steady demand and prices rule firm.

Tapioca is in good demand; stocks, however, are at very low point, in consequence of which there has been a great run on rice and sago.

Honey is coming well to the front and sales have been more active since our last report. The quality is considered excellent and prices fule moderate.

Beans are reported from points of production as showing good prospects both for quality and price.

The grain market has been only of moderate activity. Arrivals are slow at coming to hand, and prices are showing a general weakening. Many reductions will be noticed in this week's quotations.

Flour has obtained what is considered a fairly even basis, and good trade is reported. Export, especially, has been noticeably active, the export prices being considered now to be on a basis which is attractive for European trade.

Cereals are improving in activity as is natural at the present juncture of seasons.

The market has somewhat righted itself in hides, and is expected to rule at present prices for some time. Demand is quite equal to present supplies coming to hand.

Canned Goods—There has been fair activity in all canned goods since our last issue. The canners prices have now come into effect and are ruling the market. Our list is revised and completed to date, the last additions being red and black cherries and black raspberries.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Anto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips		2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	1 40
3's	1 82½	1 80
Parsnips—		
2's	0 92½	0 90
3's	1 02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 80
" " gal.		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal.	1 50	1 90

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½
Sardines, French ¼'s	0 14
" ½s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—The domestic market is still showing weakness. An active trade is in progress, orders being plentiful and of fairly large bulk. The season is right in full swing for active trade, fruits being fairly abundant for the preserving industry. It is noticeable, however, that buyers are only purchasing on the hand-to-mouth basis. Spot stocks are extremely low, and there appears to be no disposition to make any purchases in advance of requirements. The present weakness rather denotes the proba-

bility of a change of a downward aspect before the market will ultimately recover its stability. The foreign markets especially are showing an uncertain condition. This is especially so in regard to raws. Refiners maintain a waiting attitude, the result being that holders have little or no market to sell on. In refined the situation is on similar lines, but recent quotations were on a declining market and little or no trade was effected. We quote :

Paris lumps, in 50-lb. boxes	5 53
" in 100-lb. "	5 43
St. Lawrence granulated, barrels	4 88
Redpath's granulated	4 88
Acadia granulated	4 73
Berlin granulated	4 88
Phoenix	4 88
Bright coffee	4 73
Bright yellow	3 88
No. 3 yellow	4 63
No. 2 "	4 48
No. 1 "	4 38
Granulated and yellow, 100-lb. bags, 5c. less than bbls	

Syrups and Molasses—There has been active demand in this line for confectionery purposes since our last going to press. In syrups the grocers' trade has made a marked move, probably on account of the high prices ruling in the butter market.

The foreign molasses market at the present time is in an unsteady and uncertain state. Early reports denote prospects of good crops, but more recent information rather denotes to the contrary. This, in the face of reported small holdings, has had the tendency of firming the market. There is no perceptible change, however, in home market quotations. We quote :

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts " "		6 00

Coffee—In the domestic market consumption denotes a marked improvement. There is a steady progressive movement in the demand for lower grades, although the milder grades are noticeably making headway. European advices are more encouraging as showing a decidedly firmer attitude. On the primal markets the movement of the crops is only at moderate figures. The Brazil crop has every appearance of being behind last year's average. On the New York market demand has been slow but prices have moved upward.

We quote :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The home tea trade has developed strength recently, and buyers are getting more active, probably on account of the fact that arrivals are showing better liquoring properties. Many of the tea experts consider that recent arrivals show all those points which satisfy Canadian trade. Prices are ruling firm and fair trade is being done on the streets. On the London market little activity was manifested at the tea sales, and the market was in consequence somewhat irregular. In Indians the best grades always found buyers, but lower qualities had a tendency to weaken. In Ceylons the situation was practically the same. China teas were only on offer in small bulk, and the market has consequently remained steady but without excitement. We quote :

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
" Orange Pekoes	0 22	0 29
" Pekoes	0 18	0 24
" Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" " half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" " cases, small leaf, firsts	0 30	0 37
" " half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits.—The principal feature of interest in this market is the increase in upward tendency. The market has developed a firmness which indicates a probable advance in present values. Orders were well placed ahead, however, and this may somewhat help to maintain an even but firm market. New goods are expected to arrive well on schedule time, and reports denote quality as up to expectations. The currant market opened at a low point, and in view of the new currant law it would not appear that there can possibly be any lower range of prices. The great probability is for a moderate advance. Valencia raisins have developed a very firm market indeed. producers at primal points have already begun to ask an advance equal to 50c. a cwt. We quote :

Prunes—

	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Peels—

	Per lb.		Per lb.
Lemon	0 09	0 10	Citron 0 15½ 0 17
Orange	0 09½	0 10½	

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb
Californian evaporated	0 13

Peaches—

	Per lb.
Californian evaporated	0 15

Pears—

Californian evaporated, per lb	0 13

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.
Sultana	0 05½ 0 10
California, loose muscatels—	
3-crown	0 05
4-crown	0 07 0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Saira	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples				0 07	0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 08½
Virginia "		0 10

Foreign Nuts—We quote :

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Rice and Tapioca—The demand for rice continues active, with prices well maintained. Spot stocks are plentiful. In tapioca spot stocks are extremely low, many houses having to buy to satisfy requirements. Prices are ruling firm and demand keeps well to the front. We quote :

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	0 04	0 04½
" double goat		0 05½

Spice—There has been the usual active demand for spice during the current pickling season, and it is still well maineained; prices are ruling firm. We quote :

Spices—	Per lb.	
Peppers, blk	0 16	0 19
" white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 20
Mace	0 80	0 90

Fresh Fish—Trade continues in active demand for all lines of fresh fish. Oysters are being called for and there is every prospect of an active oyster trade. Previous quotations remain :

Fresh halibut, per lb	0 13
" haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 17
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80

Dried and Cured Fish—Trade is still uninteresting and there is no change to report. We quote :

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Honey—There is a perceptible advance in the demand for honey on the home market. The season is opening with healthy prospects. Honey has been coming in in good condition and in plenty. Prices are well maintained at previous quotations. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 07	0 07½
" sections, No 1, per doz	1 50	1 90
" " No. 2, "		1 50
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	0 75	1 00

Beans—There is nothing of immediate interest to note on the market for beans. Reports, however, from points of production report favorably on the coming crops and prices are inclined to open somewhat easy. We quote :

Beans, handpicked, per bush		1 75
" prime, No. 1		1 70
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Grain—Business has moved decidedly since our last report, and active business is being done. Prices, however, are unsteady, which fact probably accounts for the hesitation which is manifested to make heavy purchases. We quote :

Bright coffee		4 65
" yellow		4 65
No. 3 yellow		4 60
No. 2 "		4 45
No. 1 " bbls.		4 20
No. 1 " bags		4 40
Raw Trinidad	3 65	3 68
Trinidad crystals	4 30	4 55

Maple Products—These lines continue quiet, notwithstanding that the weather maintains steadily cool. However, dealers are confident of an improvement as the season advances. We quote :

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 07	0 08

Syrups and Molasses—Very little has been doing in molasses during the week, and no revival is looked forward to until towards close of navigation.

The cargo of molasses received at this port a few days ago is being held back evidencing the belief of holders that an advance is in sight. Prices remain unchanged. In corn syrups a somewhat better trade is being done and orders are growing in quantity and volume. We quote :

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 3½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Coffee—Market continues unchanged. Locally trade is on the quiet side with firmness the leading characteristic. New York reports indicate strong position in all lines except Brazils, which are a shade easier. Mild coffees, on the other hand, are firm. We quote :

Good Cucutas	0 11½	0 13
Choice "	0 12	0 13
Jamaica coffee	0 10½	0 12
Java	0 18	0 24
Mocha	0 17	0 20
Rio	0 10	0 12
Santos	0 10½	0 12

Tea—Market is firm. Latest advices give Ceylon greens as decidedly and distinctly higher, one cent per lb. being mentioned as an advance since last report. Ceylon blacks also are strong and an advance is looked for any day. Japans very strong and brokers do not feel inclined to cable for less than 2c. per lb. advance over latest figures, and at that advance few orders being turned down. Japan siftings and fannings are scarce and high, good quality commanding top prices. China greens, Ping Sueys, are in favor and have sold well at good prices. Choice blacks are being inquired for somewhat more frequently, and in some quarters the feeling obtains that the best classes of China blacks will find ready sale among the retail trade. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits—There are no changes to report in the dried fruit market with the exception that currants are reported somewhat easier. The first shipments of new Valencias arrived end of last week and, as usual with first small lots, were readily disposed of. Prices obtained were 6c. for f.o.s. and 6½c. for selected. New figs are reported on New York market, and small advance lots are finding their way here. California dried fruits all round are reported as showing further strength, latest reports indicating that the shortage is heavier than was thought. We quote :

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" boxes		3 50
"Excelsior Window Clusters,"		4 50
" " ¼s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Sept. 28, 12.30 p.m.

BUTTER—Good demand; stocks light; prices unchanged; market fairly steady.

CHEESE—Slow, and stocks heavy; Ontarios, 11½c.; Eastern Townships, 11½c.; Quebecs, 11½c.; prices strictly firmer.

EGGS—In small demand; large supplies owing to small exports; prices unchanged.

PROVISIONS—Market remains strong and firm at the same prices.

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—Rice unchanged and business reported about as usual. Tapioca stronger again and tending toward another advance. New York reported almost bare and futures steadily advancing. The trade is holding up on stocks carried, looking for higher prices. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—Market is steady with upward tendency in cassias, cayenne and cloves. Pepper is weak. Grinders' demands in New York market is very heavy. October and November prices on cloves likely to be higher. Generally speaking market is stronger with exception of nutmegs and peppers. Locally dealers look for higher prices within the next few weeks. Trade fairly good. We quote :

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Fish, No. 1—The fish market is practically unchanged. Fresh fish continues active but featureless. In salt fish, green cod is reported scarce, while new salt salmon is arriving freely, as well as Labrador, which is being sent in tierces, barrels and half barrels. First car of new B.C. salmon is due in Montreal this week. There is a brisk demand for haddies and other smoked fish. Shell oysters are on the market this week and finding a ready demand. Prices are as follows :

Fresh B.C. salmon		0 14
Fresh mackerel, per lb., chilled		0 12
Gaspe Salmon, per lb., frozen		0 15
Sturgeon		0 10
Dore, fresh		0 08
Fresh white fish		0 09
Fresh dore or pickerel		0 08
Lake trout		0 08
Brook trout		0 18
Choice standard bulk oysters, per gal		1 40
Selects		1 60
Haddies		0 07½
Bloaters in boxes, 100 fish		1 00
Smoked herring, per box, new		0 10
Fresh haddock, per lb	0 04	0 05
Fresh pike		0 07
Fresh halibut		0 10
Fresh steak cod		0 06
No. 1 Labrador herring in 20-lb. pails		0 80
" " half bbl		3 25
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 salt mackerel, pail of 20 lbs.		2 00
Skinless cod (100-lb. cases), per case		5 50
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
" fish " " "		0 05½
" fish, loose, in 25-lb. boxes		0 04½
Labrador salmon, half bbl		7 50
" " (200 lbs.) bbls		13 50
" " (300 lbs.)		18 50
Lake trout, salt, 100 lbs		4 50
New pickled B.C. salmon, bbls		12 00
" " half bbls		7 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100		3 75
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Honey—The market is unchanged; some dealers, however, report a slightly better demand for new honey, while others say the inquiry is only steady. We quote :

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb, new	0 12	0 13
Buckwheat		0 06

Beans—The bean market is active and improving owing to the large demand from all parts of Canada. Buyers in Quebec and the Maritime Provinces are eagerly looking for beans, and as the crop is short it is very hard for them to find sufficient supplies. Local prices are unchanged. We quote :

Choice prime beans	1 50	1 65
Lower grades	1 40	1 50

Evaporated Apples—There is only a small demand reported for evaporated apples, as the crop of apples convenient for evaporating is short. Supplies are not too plentiful. Old stocks are hardly to be found lower than 7½c., while fresh stock is quoted at 8c. Dried apples continue dull; offers are made at from 4c. to 4½c., but buyers show no sign of a hurry to purchase.

Grain, Flour and Cereals.

Flour—The local market is reported steady at firm prices. Buyers, it is said, are beginning to take hold, but not very actively as yet. Choice Manitoba bakers are offered at $4.10; this is made from new wheat and is much superior to that of last year, as wheat is of better quality. Prices are unchanged. We quote :

Winter wheat patents	4 90	5 00
Straight rollers	4 60	4 70
Extra	4 30	4 40
Straight rollers, bags, 90 per cent	2 20	2 30
Royal Household		5 00

Glenora		4 70
Manitoba spring wheat patents		5 00
" strong bakers		4 70
" bakers		4 10

Rolled Oats—Reported dull. There is only a small demand for them at quotations. Oatmeal is also quiet. We quote :

Fine oatmeal, bags	2 65	2 70
Standard oatmeal, bags	2 55	2 60
Granulated " "	2 55	2 60
Rolled oats, "	2 10	2 20
" bbls		5 10
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Feed—There has been no important change, but the last week's briskness has slackened a little in bran and mouillie, and consequently a reduction in price has been made. The cause is believed to be the cheapness of oats. We quote :

Manitoba bran, in bags, per ton	16 00	17 00
" shorts	19 00	20 00
Ontario bran, in bulk		17 00
" shorts	20 00	21 00
Mouillie	24 00	27 00

Hay—Trade continues unchanged. Arrivals are no larger than last week, so that local stocks are light. Prices are unchanged; demand is keeping up steadily. We quote :

No. 1 timothy	8 00	8 50
" 2 " choice		7 50
" 2 " ordinary		7 00
Clover		6 00
Clover mixed		6 50

Hops—The local demand for hops is quiet. It is now believed that the New York crop is not as large as first thought; it is estimated at only 50,000 bales. Common hops are offered locally at from 15c. to 16c., while new Canadian are quoted 19c. to 20c. We quote :

B.C.	0 22	0 25
Choice Canadian	0 19	0 20
Fair to good	0 17	0 18

PROVISIONS.

The provision market has assumed a little stronger and firmer tone. Supplies do not seem to be large and the demand is generally good. Live hogs are quoted at $6.75 to $7 and stronger; dressed hogs firm at $9. Both hams and bacon are in good demand at unchanged prices. Lard is in good demand and stocks light. We quote :

Lard, pure tierces		0 10¾
" 5-lb. tubs		0 10¾
" 20-lb. pails, wood (10½)		0 11¼
" cases, 10-lb. tins, 60 lbs. in case		0 10¾
" " 5-lb. "		0 11¼
" " 3-lb. "		0 11¼
Lard, Boar's Head brand, tierces, per lb.		0 06½
" " ½-tierces, per lb.		0 07½
" " 60-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb.		0 07½
" 12 5-lb. tins "		0 07½
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 47½
20-lb. tin pails, each		1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb.		0 14
Hams	0 13½	0 14½
Extra plate beef, per bbl	11 50	12 00

Butter—Dealers report a good demand for butter, both from the local buyers and from the other side. Stocks are bare owing to arrivals being light and dealers predict higher prices in the near future. Prices show an advance of from one-half to one cent over last week's quotations. We quote :

Finest creamery		0 22½
Fine		0 21½
Medium		0 20½
Fresh dairy tubs	0 18½	0 19

Eggs—The market is on the dull side, a poor demand being reported. Dealers are expecting lower prices in the near future. Selects are offered at from 22c. to 22½c.; straight gathered and No. 1 both at 18½c. to 19c. Exports are quiet.

Cheese—The cheese market is slow and the local demand very small. Exports are also quiet. Arrivals, however, are large and steady. On Tuesday, the 26th inst., the local supplies were estimated at 400,000 boxes. The price, according to dealers, has little room for a reduction; the cost of making has been extra high this year. Ontarios are quoted at 11½c., Eastern Townships 11¼c., and Quebecs at 11⅛c.

N. B. Markets.

St. John, N.B., Sept. 26, 1905.

THE one item of local interest during the past week has been the canned goods situation. The trouble started last year when one of our large wholesale houses, who are not in the Guild, successfully introduced a new brand of canned goods bought from one of the factories outside of the Canners' Consolidated Company. Another large house handling outside goods also proved troublesome to the Guild. It is said that though not members of the Guild these houses entered upon an agreement to only sell at Guild prices. The charge is made that this agreement was not kept, which is, however, denied by those interested. There were other unsatisfactory features last year.

This year the factory referred to above sold to three of the larger dealers. The local agreement in price was still, however, continued. The firm referred to have again made large sales. The situation was not improved by the same firm handling a large quantity of foreign sugar and under-selling the Guild prices. Some of those dealers, who are more particularly Guild members, have taken the situation seriously, with the result that the local abreement regarding prices is set aside for the time. The outcome is being watched with interest.

Oil.—In burning oil the tide has turned. Prices which have been extremely low have been advanced in the city a half cent and at some outside points three-quarters. In lubricating oil demand is quiet. Paint oils have but a fair sale. Linseeds are low. Turpentine continues high. Cod oil is very scarce, and prices are higher. This is the season when there should be good receipts.

Salt.—The sale for Liverpool coarse salt has been very large this year. The outlook for the year will show an increased business of about 25 per cent. over last. Prices have been firm. Two cargoes by tramp steamers are expected next month. In Liverpool factory filled sales are light. Canadian fine holds the market.

Canned Goods.—As referred to at the opening of our report this is a matter of vital interest. For two years the dealers have had an agreement in regard to prices, particularly corn, peas and tomatoes, which, while not altogether satisfactory, certainly led to much better profits than had been made, at least during several years previous. This agreement is set aside and dealers do not know just where they are, but fear much confusion and uncertainty and perhaps loss. New goods are to hand early. In meats rather easier prices rule. The sales have not been large. Salmon are lower than last year. In domestic fish, scallops are very scarce. Haddies a fair pack. There has been a good pack of sardines. It is early for kippers.

Sugar.—There is a good steady sale. There is no further decline since that of last week. It has been a falling market all the year and it is thought the end is not yet. Still dealers are more inclined to carry some stock at least. Since the quite large stocks held early in the season buying has been very light.

Molasses.—In Porto Rico, the situation is not a strong one, still for best grade dealers hold prices quite firm. There is quite a full stock. Barbadoes is not so plentiful and prices are quite firm.

Fish.—In fresh fish variety is somewhat improved. Prices firm. Dry fish, particularly cod, are very high and very firm. In boneless fish, pure cod has been advanced. Pickled herring are a fair stock but full prices are asked. There is a good demand. Smoked herring are low; new shortly expected. This will mean, at least for a time, rather higher prices. Finnan haddies are now being quite freely shipped west.

Flour, Feed and Meal.—In flour the market seems rather firmer. Buyers, however, move slowly. Stocks are very light everywhere. Feed rather higher. Oatmeal is in small supply, while lower prices are expected, situation seems firmer. Corn meal is unchanged. In beans prices are lower, particularly for yellow eyes. Market is unsettled and quite a wide range of figures quoted.

Dried Fruit.—Prices on California raisins not yet named. This is very unsatisfactory to local buyers. Their buying of Valencias and particularly Malaga loose and seeded raisins depends largely on the California price. The fact that these are not named earlier places them badly in regard to taking advantage of the foreign market. This year, however, foreign prices being low, and the outlook for California fruit high, quite large import orders have been placed. Market at present is quite bare. In currants market is firm at rather higher figures. Prunes will be much higher than last year. Evaporated apples are higher. Old fruit is getting well cleaned up.

N. S. Markets.

Halifax, N.S., Sept. 26.

MERCHANTS report business good all round. During the week many business men from outside points visited the city and left orders.

The Exhibition, as usual, attracted large numbers of people to the city, and thus gave a great stimulus to trade. The weather throughout was bad, and as a result the show was a big failure financially, and will probably be about $13,000 behind. The attendance was about 65,000 while it will take over 100,000 people to pay the expenses, the prize lists being very heavy.

Fruits.

There is a good supply of local grown fruit on the market, particularly apples, pears and plums. Pears are in abundance and the quality is good. Bartletts are quoted at $3 to $4 per barrel, half barrels at $1.50 to $2.25 and boxes $1.50 to $1.75. Clapp's Favorites are the same. There are more pears than apples on the market. The latter are coming in much slower than usual, and it is thought the growers want to get clear of the pears first. Good Gravenstein apples are quoted at $3 to $3.50 for No. 1s, and $2.50 for No. 2s. Astrachans are quoted at $2. and Sweet Boughs at $3. The early variety of plums is about over. The market was

flooded with them, and they retailed from 20 to 25 cents per six quart basket. The best varieties are now coming in, and dealers find no difficulty in disposing of this stock. Egg plums are wholesaling at 50 cents per six quart basket, and Lombards and the Japanese at 40 cents per basket of the same size. The fruit is of good size and flavor.

Flour.

Since last report the announcement has been made that Ogilvies have advanced the price of their flour 15 cents per barrel. While local dealers are not asking any more they have to pay it themselves, but it is always more difficult to take advantage from advance on this market than elsewhere. The principal effect it will have here will be to steady the market and prevent further declines.

NOVA SCOTIA PERSONAL.

Walter Calhoun, who has been conducting a grocery business at Middleton, N.S., for the past eleven years, has disposed of the same and returned to Amherst, where he will assume the management of the Terrace Hotel.

HIGHER DUTY WANTED.

CIGAR manufacturers in considerable numbers met recently in London, Ont., and decided upon a list of changes which they would ask the Government to bring into effect. They are as follows :

First—That the present duty of ten cents a pound on imported tobacco be increased to twenty cents a pound.

Second—That the rebate of ten cents a pound allowed on cuttings of imported tobacco shipped out of Canada, be done away with.

Third—That in future the Government issue but one stamp for cigars manufactured in Canada, no matter whether they be made from Canadian leaf or imported leaf.

It was stated by a number of the manufacturers after they returned that it was practically understood that the Government would grant them the requests. The reason given for desiring the abolition of the action of the Government in allowing ten cents a pound rebate on all tobacco cuttings shipped out of Canada, is that it helps the foreign product at the expense of the Canadian article.

On the question of customs' labels for cigar boxes and packages, there seems to be a diversity of opinion. Several of the largest retailers in Montreal gave their opinions to The Grocer, and the concensus was that the one stamp for Canadian goods would be a grave mistake. To-day there are four stamps, namely, the black stamp for the genuine imported stock made up in Canada; the blue stamp for the pure Havana goods or any straight imported goods; the red stamp for the half and half, i.e., part Canadian tobacco and part other tobacco, while the green stamp means all Canadian tobacco. The argument that the average smoker could not tell the difference between the Canadian tobacco cigar and the imported cigar stock that is made up in this country by Cubans is considered ridiculous. The first puff would be a tell tale, and then the dealer would be considered a trickster in having only one label or stamp for the cigars. This side of the matter is vital to the retailer, and the manufacturer knows perfectly well that it would not stimulate Canadian tobacco sales at all. On the other hand, it would tend to loosen the grip that the Canadian tobacco has now obtained upon the public. Such men as Mr. Morris Michaels, of the Windsor Hotel; his brother, A. Michaels, who keeps a leading down town tobacco store, and A. E. Myers, a well known up town tobacconist, would scout the idea of one stamp, and their ideas are just as quoted.

The test of a smoker's taste is when he is asked to differentiate between a Cuban imported cigar and a cigar made of Cuban tobacco but manufactured in Canada by Cubans. Mr. M. Michaels, it will be remembered, gave a heavy prize offer to the man who could tell the difference, and no one won it.

BUSINESS PERSONALS.

P. Johnson, of Campbell Bros. & Wilson, Winnipeg, returned last week from a shooting trip in the Lake Manitoba district.

R. J. Campbell, of Campbell Bros. & Wilson, of Winnipeg, is absent at present on a trip to the Pacific coast. He will return to his desk early in October.

Wm. Lean, better known as "Billy, the '2-in-1' man," has completed his trip in British Columbia and is now visiting the trade in Alberta. He reports business for F. F. Dalley & Co., of Hamilton, better than ever before.

F. B. Featherstonhaugh, whose name is familiar to the public as a leading solicitor of patents, has opened an office in Winnipeg, which will be in charge of Mr. Roxburgh. Offices have been secured in the Canada Permanent building on Main street and western clients will have the best service possible.

Mr. C. S. Armstrong, Orono, Ont., has returned from a two months' trip to Manitoba and the Northwest and Montana. He has been very much charmed with the prospects in the Northwest Territories and speaks in high terms of all he met.

S. Greaves, College and Clinton, Toronto, has bought out the adjoining store and will now have a very fine corner premises. His increasing trade has made this movement necessary. The adding of this store to his existing one will give him quite double capacity.

The premises of the Brown Milling Co., Toronto, Ont., were completely destroyed by fire recently, damage being estimated at $160,000. A captain of the fire brigade unhappily lost his life. The fire originated in the lower part of the elevator, from unknown cause, the loss is covered by insurance.

The Berlin and Wallaceburg sugar refineries have notified the Department of Agriculture that they intend claiming a share of the bounty which is given to the sugar industries. The total amount of the bounty is usually in the neighborhood of $75,000, which is divided amongst the factories in proportion to their outfit.

R. Smeall, formerly with the Montreal Biscuit Co., has joined the traveling staff of Messrs. J. & W. Kearney, tea and coffee importers, Montreal. Mr. Smeall will cover the Eastern Townships and as "Dick" is well known to the grocery and general store trade of that section, he should make good.

P. J. McCallum, an old Montreal newspaper man who has made a success travelling for E. D. Marceau, the tea and coffee merchant, was shaking hands with many old friends at the Ottawa Fair. "Paddy," as he is familiarly known, has "made good," as the saying goes, and is well liked on the road.

Walter C. Gaden, Montreal representative of T. H. Estabrooks, St. John, N. B., was a caller at the office of The Grocer the other day, and left one of his Red Rose Tea girls which are creating so much talk in the city, as an advertising novelty. Mr. Gaden reports that the demand for the better grades of Red Rose Tea is rapidly growing in Montreal.

Mr. Charles Gyde, Montreal, has returned from a two months' trip to Manitoba, the Northwest Territories and British Columbia. Mr. Gyde, who is well known to the trade as the agent for Rowntree's, Terry's, and other prominent English concerns, reports most satisfactory business for many years, and speaks well of the prospects of the future of Canada's Great West.

Mr. J. C. Black, of H. J. Heinz Co., Pittsburg, Pa., was a caller upon the jobbing trade last week in company with Mr. Stewart, Quebec representative of the "57 varieties." Mr. C. W. Greenslade, St. John, N.B., representing "Heinz" in the Maritime Provinces, formed another of the bodyguard escorting Mr. Black through the devious ways of the wholesale grocery section of Montreal. Mr. Black reported that "All I can say is that 'Heinz' is selling better and bigger than ever."

RAILWAYS AT WAR.

RAILWAY difficulties in New Westminster city, as between the Canadian Pacific Railway Co. and the V.W. & Y. Railway Co., or the Great Northern, occupied the attention of the Railway Commission which began its western sessions in the Royal City this week. The C.P.R. opposes the permission of a line laid by the V.W. & Y. along the river front, and between the water and the C.P.R. track. The city of New Westminster, which claims title to the waterfrontage in question, had granted the V.W. & Y. Railway the privilege, and now the C.P.R. sets up prior claim, both on the ground of occupation for twenty years past, and that the property in question was granted to it by the terms on which it built into New Westminster. A curious anomaly is presented in that the city council is opposing the C.P.R., while the New Westminster Board of Trade is apparently supporting the attitude and claim of the railway. The Commission, which has ended its sessions in the Royal City and is now sitting in Vancouver, has not yet handed down a ruling in the matter.

A recent tour of the Okanagan Valley, along the various shipping points on the lake, as well as on the railway leading from the lake to the C.P.R. main line, is an object lesson, not only in the resources and production of fruit and grain in the district, but in up-to-date methods of handling and shipping. Every day carloads of fruit in neat and uniform packages are transported to Okanagan Landing by the steamers and barges operated along the 75 miles of lake route by the C.P.R., and all this fine fruit is shipped by rail thence to the Northwest, where a ready market absorbs all offerings with avidity.

EASTERN TOWNSHIPS EXHIBITION AT SHERBROOKE

NOTWITHSTANDING four days of rainy, unsettled weather, Canada's 21st annual Great Eastern Exhibition at Sherbrooke, Sept. 2nd to 9th, was more than a qualified success from every point of view.

The attendance during the early part of the week was necessarily smaller than in previous years, but nothing could deter the crowds and the bright sunshine on the last two days brought up a respectable total for the week.

Over 20,000 people were on the grounds Wednesday and Thursday, which affords some idea of the drawing power of this Exhibition, which the Lieutenant-Governor, Premier and Ministers of Quebec Province honored with their presence.

A splendid array of exhibits in all departments did credit to the progressiveness of the Eastern Townships and practically assured a successful Fair. The horse and cattle departments were especially commendable, while the farm products and horticultural exhibits could not be neglected.

Dairy produce was of a high order and keen competition prevailed.

The "Midway," with its alluring "onlys," proved as interesting as of old and the performance in front of the grand stand could hardly be excelled.

The directors deserve unstinted praise for their enthusiasm during the early part of the week when sunshine appeared unacquainted with these precincts. Good races were impossible under such conditions, and the postponement from Tuesday to Saturday proved a wise step.

As usual the immense Main Industrial Building proved the big drawing card, and it is surprising how scantily the grocery trade was represented in comparison with other lines.

The exhibits were larger, more representative and costly than ever previously, except in lines of interest to the grocery trade. Quality perhaps made up for quantity, especially when Comfort Soap, which the Fair might well have bonused, is considered.

A good deal of criticism might be directed against the motley arrangement of industrial exhibits, stoves alongside soap, then pianos, etc.

The Comfort Soap Exhibit.

Fair visitors naturally expect a high order of exhibits from the Pugsley-Dingman Co., Limited, but none of their previous exhibits at any fair compared with this attractive "Comfort Soap" show, which was rendered doubly effective by means of the wholesouled work of its sponsors, F. D. Cockburn and F. E. Perry, assisted by an able staff.

Sherbrooke Exhibition - "Comfort" Soap Exhibit.

Undoubtedly this booth was the stellar attraction in the Main Building, and the guessing contest instituted on the colossal bar of "Comfort" proved almost too alluring, as visitors literally trampled upon one another to get a chance to estimate its weight, realizing that the bar itself, or a gold watch, etc., might be theirs. Six prizes were given. A splendid class of gift souvenir was also distributed, including popular music, fans, etc., and the new friends made by this company must have numbered many.

The booth itself was dainty, pleasing, and attractive, and much larger than ever before used. An inkling of the wealth of premiums to be obtained from their Toronto and Montreal offices was afforded in a choice range displayed in a showcase and at various advantageous points throughout the booth. The advertising literature given out was convincing and timely, and the catchword phrase, "Comfort Soap—It's all right," was heard on all sides. Incidentally, Mr. Perry's humorous sayings established him as a popular favorite among the crowds, and his peculiar way of enunciating "Get your guess in, girls," took the popular fancy. The show is all right, and so is "Comfort Soap," was the popular verdict.

The Empire Tobacco Co.

Popular interest was aroused and sustained by the remarkable, interesting and instructive exhibit of this firm, which took the form of no less than a complete tobacco plantation, elucidated by a huge poster at the rear reading: "Tobacco plantation, showing how the raw leaf used in Pay Roll Plug Chewing Tobacco is grown, cured and packed before being manufactured." Every process was minutely planned and carefully executed. Small cards explained the progressive scenes. It proved a means of valuable education for the Canadian farmer. At the corner of the extensive show a huge array of premiums was displayed, affording a suggestion of the prizes awarded the collectors of Snowshoe tags. Literature of a costly nature was dispensed by the many assistants. Mr. P. Menard, in charge of the exhibit, outdid even his former efforts.

The Edwardsburg Starch Co.

The Edwardsburg Starch Co.'s exhibit was a notable one, and the arrangement was tasteful. Benson's Prepared Corn Starch for cooking purposes and Benson's Enamel and Edwardsburg Silver Gloss Starch for cold water use were chiefly exploited. Samples were eagerly sought. Crown Brand Table Syrup in all sizes was shown and the small, unique samples given out aroused favorable comment. Mr. W. A. Sadler proved a competent and industrious manager.

Notes.

"Chew Pay Roll" figured prominently in the balloon ascension.

"Royal Sports" and "Hogen Mogen" cigars were literally in everyone's mouth.

W. R. Webster, Sherbrooke, had many streamers calling attention to "El Presidente" and "Dutch Mike" cigars.

C. R. Clough & Co., Lennoxville, exhibited Blatchford's Calf Meal, characterized as the perfect milk substitute.

Sweet Caporal Cigarettes were ubiquitous, and the clang of their huge wagon with the well-known driver was always in evidence.

GOOD ADVERTISING

Advertising Circulation.

"ONE of the most lamentable delusions any merchant can entertain is that buying newspaper space is different from buying any other necessity—and the word "necessity" is used advisedly, too. Of course, in making ordinary, every-day purchases, a buyer is frequently and not improperly influenced by a desire to bestow his patronage where hir relations with the seller are friendly; but the cases in which this friendliness induces a buyer to pay more than the ruling price for the article purchased are very rare. In buying any of the usual commodities, the buyer usually has choice of several stores from which to buy, and ordinarily the purchaser of newspaper space has at least two papers from which to buy. It may seem that the space offered by each paper is identical—just as the sugar or soap one buys at one store is just the same as that sold at another store—but this is not true. Differences in the character of the papers and in the character of their circulations, make differences in the value of the space they sell.

* * *

"The size of the circulation, of course, adds another factor to the problem. But when the merchant goes to buy space, he should consider that he is not doing an act of charity. He should not buy space except with the expectation of making profitable use of it, just as he expects to make profitable use of a delivery wagon or hand saw or a hat. The publisher "delivers the goods" just as certainly as does the wagon-maker or the hardwareman or the hatter, and if buying his product—advertising space—is "doing him a favor," then buying the wagon or the saw or the hat is conferring a favor on those who sell them. He buys something that can be made profitable, and if he uses it intelligently will profit thereby—whether it be newspaper space, delivery wagon, hand saw or hat."—Advertising World.

There is a certain amount of profitable advice for the retailer in the extract quoted above, but the Advertising World, like a good many of its contemporaries, lays undue stress on the circulation theory. In fact, this phase of the advertising question is being driven so hard that one often wonders if some retailers are not well-nigh mystified as regards the scientific difference between newspaper space and newspaper circulation, or in other words, the fallibility of paying for what you don't get. To make the retailers' case of interpretation more hopeless, now and then some wiseacre rises into prominence who alleges that the readers of certain papers are practically a unit in their wants and tastes. Or, perhaps, he goes further, and avers that to advertise certain commodities in certain papers is worse than useless. He has proven it by tests. He runs a paper or an agency.

* * *

I may be selecting abnormal instances, but scrutinizing journals and magazines nowadays I find too much of what I consider "indefinite talk about definite circulations." Any sensible merchant knows that a country paper will be read by more rural than city people; he likewise knows that a trade paper will have more commercial readers than a church monthly. He also is aware that a magazine devoted to women will be a better place to advertise feminine needs than a sporting quarterly. But to try to tell a merchant that two papers in his city or town, existing under practically the same conditions and being both devoted to news—to say that one of these papers can offer inducements gratuitously to the advertiser while the other must charge a premium, is the poorest kind of logic. If the advertiser is quoted different rates by these two papers for the same space, he reasons that that difference constitutes a difference in circulation, but he does not necessarily conclude that the difference goes beyond numbers. If he accepts the highest figure he knows he is getting smaller space for his money, but more readers. As to the CLASS of readers, that's another question.

* * *

When advertising journals speak about the "differences in the character of the papers and in the character of their circulations," what do they want advertisers to do—from solid argument? If a city supports, say, five papers, there may not be two of these papers identically alike either in policy, principles or politics. Yet they may all be good mediums to the majority of advertisers. One of these five papers may be especially rabid, of the yellow journal variety. The merchant selling high-class goods, going directly opposite to "character" discrimination, advertises in this medium and, as far as can be traced, gets as much business from it as from the other four papers, proportionately. This seeming paradox (according to the wiseacres) is possible on the following grounds: In the first place, the people do not make nor materially govern the policy of a newspaper, neither is an allegiance to it politically or socially any criterion of business methods. Proof of this assertion is found in the fact that scores of people subscribe for and regularly peruse papers whose policies on certain lines they disagree with and whose editors they perhaps dislike, but they get the papers and read them for—news. Among such readers of the rabid paper may even be a number of the "400" who are calm people, hence the reason of the high-class goods man getting business.

* * *

In the second place, the rich generally "take all the papers" regularly; so do the gentry. The poor as usual take what they can get, mostly irregularly. Yet a man of small means may buy something through an ad. that the rich and gentry repeatedly passed over. He may also occasionally get a peep at a paper avowedly launched on the motto: "For the classes, not the masses." And that peep of this one and that one of the masses is reason enough for the advertisements of a maker for the masses appearing in a paper for the classes.

* * *

Glancing over the newspapers of cities and towns one readily notices that the majority of advertisers, directly in opposition to the definite circulation theory, use all the mediums within a radius governed, of course, by the class of business pursued, local or mail order. These advertisers know that human nature is an indefinable quantity, that no one is absolutely sure what a man reads, what influences him in the matter of purchases, what creates his opinions. Not knowing these things, unlike some of their wiser fellows, they adopt the sanest course—they advertise to the people as a body on the principle that while all the people are not the same there are a mighty big number who require the same things and they are not all reading the same papers.

* * *

The newspapers are of benefit to the retailer, but he must be the best judge of whether they can benefit his particular case or not, because he knows best the conditions under which he merchandises, and the extent of his competition.

If he advertises in newspapers he may perhaps find certain papers of more benefit to him than others, but the reason for this might be traced to the kind of management as well as the kind of circulation. He may also get better results from newspapers with the poorest advertising systems and the biggest list of regulations, but he may find on investigation that their mailing systems and train connections are ideal. When the retailer is told, however, as I noted before, that certain papers will give him just the class of readers he is looking for and certain other papers give him just the class of readers he is not looking for—and the papers in question are one and all straight, everyday business newspapers—then the retailer is being treated to nonsense. By all means the retailer must advertise "judiciously," but let that judiciousness rest on the wisdom of being timely, straightforward and thorough, of being guided by conditions, not sentiment, necessity, not caprice, and of having a belief in the people as well as the paper.

THE GRIMM CO.'S SUCCESS.

The Grimm Manufacturing Co. of Montreal was very successful at the Ottawa Fair, having won by the products of the Champion Sap Evaporator nine prizes out of twelve, and among these were four firsts. These were for purity and excellence. Mr. Grimm is a strong champion of the purity of maple products and his record at the Fairs speaks well for his determination to carry into effect a work that will be of the greatest benefit to Canada in advertising the fact that pure maple products may be always obtained in this country.

A SUGGESTED BRITISH TARIFF.

THE British Tariff Commission, working in co-operation with the Right Honorable Joseph Chamberlain, has issued a circular of much interest dealing with the tariff systems of Europe and America. It is pointed out that the tariff systems of Europe and America in operation at the present time are exceedingly diverse in character, no two countries having identically the same system. The differences which exist arise from the fact that the structure and organization of industry of one country differs from that of another, and that the tariff systems adopted have been gradually worked out, not with a view to satisfying any theoretical criteria, but in order to secure certain objects of public policy. Moreover, the actual system of tariffs adopted by any one country can rarely be understood without reference to other parts of their public policy, such as their transport system, navigation laws, (such as exist in France, and were recommended by the shipping commission, which recently reported in the United States), methods of regulating labor, and generally the relations between the Government and industry and commerce. Notwithstanding, however, this diversity of practice in the various countries of Europe and America, their tariff system at the present time falls into certain broad divisions.

The system of tariff proposed by the tariff commission differs from all those adopted abroad. That system is as follows:

(a) A general tariff, consisting of a low scale of duties for foreign countries which admit British wares on fair terms.

(b) A preferential tariff, lower than the general tariff, for those of our colonies which give adequate preference to British manufactures, and framed with a view to securing freer trade within the British Empire;

(c) A maximum tariff, consisting of comparatively higher duties, but subject to reduction by negotiation to the level of the general tariff.

The duties recommended are, at the present stage of the inquiry, stated as ad valorem rates, but this is without prejudice to the question whether the duties ultimately recommended should be ad valorem or specific. That part of the general tariff which has so far formed the subject of recommendation, namely, that which has to do with the iron and steel and the cotton industry, provides for the free admission of iron ore, raw cotton and yarns of all descriptions, and for graduated duties, in no case exceeding 10 per cent. ad valorem on the various manufactured products.

A TRADE CAUTION.

AS the trade well knows there is a large run of salmon on the Fraser this season. A gentleman who is a well-known authority on the subject says that the quality of the fish running late in the season is decidedly inferior and at least some of the canneries refuse to pack them, claiming that they are unfit for food.

As this inferior quality of fish that has been packed cannot be sold in Great Britain, where, of course, the bulk of the salmon pack goes, it may naturally be inferred that it will be offered principally on the Eastern Canadian market.

In view of this the trade in Canada cannot be too careful when making their purchases of canned salmon and should not be tempted to buy any low-priced goods that may be offered. At least not until they are assured that the quality is good.

BUSINESS CHANGES.

ANTOINE DAOUST and Edmond de Roche have registered under the style of the Standard Confectionery, Montreal, Que.

The General Trading Co., Barwick, Ont., has sold out.

Francis McGarvey, grocer, Petrolia, Ont., has assigned.

C. W. Elliott, grocer, Winnipeg, Man., is out of business.

Ed. Chapleau, general store, St. Paschal, Que., deceased.

J. R. Ouellet, general store, Black Lake, Que., registered.

Simon Grieves, baker and confectioner, Rockwood, Ont., is dead.

E. Hallett, grocer, Toronto, Ont., has assigned to N. L. Martin.

J. H. Daunais, general store, Montcalm, Que., has assigned.

J. L. Olivier, grocer, Montreal, Que., Nap. St. Amour curator.

Geo. H. Thompson, Kenwick, Ont., is removing to Oil Springs.

Dupuis & Rodrigue, general store, Marbleton, Que., have dissolved.

Pierre Letendu, general merchant, Yamaska East, Que., is dead.

Andrew Jones, grocer, Toronto, Ont., has sold out to W. L. Snall.

A. E. James, grocer, Brantford, Ont., has sold out to A. J. Smith.

Delphis Coulombe, grocer, Ville Roy, Que., has effected compromise.

Balgonie Milling Co., Balgonie, Man., succeeded by James McPherson.

A. Reinhorn, confectioner, Regina, Assa., has sold to John Gavin.

Henri Belisle, grocer, Montreal, Que. Assignment has been demanded.

H. Giegrich, general store, Kaslo, B. C., is closing his Sandon branch.

John Warren, baker, Rapid City, B. C., is succeeded by D. A. Rogers.

International Canning Co., Montreal, Que., Mrs. Maurice Soucy registered.

Fleurant Magloire, cheese manufacturer, West Bolton, Que., has assigned.

P. W. Dueck, general store, Aberdeen, Man., succeeded by Dueck & Neufelt.

Montreal Pasteurized Milk Co., Montreal, Que., are offering compromise.

J. L. Olivier, grocer, Montreal, Que. Consent of assignment has been filed.

W. H. Snider, grocer, Oil Springs, Ont., has sold out to Roy Columbus.

Nap. Martineau, grocer, Montreal, Que., Chartrand & Turgeon, curators.

E. S. Meeres, general store, Hill Farm, Man., is removing to Balcarres.

Jos. Couture, grocer, North Stukely, Que., has received demand of assignment.

Mr. H. Gordon is opening up afresh at the corner of Stafford and King, Toronto.

W. Forsythe & Co., butchers, Rapid City, Man., have sold out to J. G. Miller.

Wm. David Black, general store, Parham, Ont., has sold out to H. S. Coughlin.

T. R. Brough, general merchant, Carberry, Man., has sold out to R. J. Hopper.

W. T. McDonnell, grocer, Toronto, Ont., has sold out to Robert H. Gordon.

E. Paddison, baker, Stayner, Ont., has been burnt out; loss covered by insurance.

H. J. Breckow, baker and grocer, Thedford, Ont., has sold out to Wilson Bros.

Timothy P. Barron, grocer, Amherstburg, Ont., has assigned to Francis M. Falls.

Archibald Clark, fruit merchant, Guelph, Ont., has sold out to Hugh McHugh.

Foream Bros., general merchants, Evarts, Man., have sold to J. H. Robinson.

S. M. Brennan, general merchant, Rivington, Que., has sold out to W. McVicar.

A meeting of the creditors of Albert Pesant, grocer, Montreal, Que., has been called.

A. J. Atlas, confectioner, Winnipeg, Man., has sold out to Miss Selma Anderson.

F. A. Moore, late general merchant, Brookdale, Man., has assigned to C. H. Newton.

H. A. Barber, general merchant, Harrow, Ont., has assigned to Lawrence L. Barber.

PERSONAL MENTION.

Mr. H. Gilbert Nobbs, representing Holbrook's, Limited, Birmingham, Eng., was a caller at the Montreal offices of The Grocer this week. Mr. Nobbs' energetic and up-to-date work in introducing Holbrook's Sauce to the Canadian trade is having good results, and a good future is in store for this excellent appetizer and relish.

WESTERN BUSINESS OPENINGS.

Secretary W. A. Coulson of the Retail Merchants' Association of Western Canada informs The Canadian Grocer that there are general stores for sale in the following western towns: Beulah, Bradwardine, Crandall, Hamiota, Shoal Lake, Rossburn and Kenton.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

A PREMATURE STORY.

A WINNIPEG paper contained a dispatch one day last week from Edmonton to the effect that Foley, Lock & Larson, of Winnipeg, are about to erect a large warehouse in Edmonton.

"What have you to say about this report, Mr. Lock?" a Grocer representative asked Thomas Lock.

"I don't know where these papers get their news," was the reply. "We have enough on our hands at present with our new biscuit and confectionery plant in Winnipeg. We expect it will be completed in November and then it will be time enough to think about Edmonton. You can say the report is premature."

"No, we don't intend going to Edmonton just yet," was the reply of A. S. Lock to the same query.

"We are too busy with our new building here to think about the matter just at present, but it is not improbable that we will open a branch in Edmonton before very long. However, this daily newspaper report is quite premature as we have taken no definite steps yet and we will not take any for some little time yet."

NEWARK GROCERS IN QUEBEC.

An excursion party under the auspices of the Newark, N.J., Retail Grocers' Association spent a couple of days last week in the city of Quebec. There were about 225 in the party and although the weather was not all that could be desired the excursionists had an enjoyable time visiting the many points of interest in and about the ancient capital.

As a souvenir of the trip the association got out a neat little booklet giving in brief the history of Quebec and reciting some of the many instances for which that city is famous.

The Newark Association is an enterprising one and has a membership of about 200.

The committee in charge of affairs was as follows:

John Waferling, chairman.
John W. Cockefair, treasurer.
R. L. Smith. J. H. Markey.
A. McKenzie. Wm. H. Everett.
W. J. Dealaman.

THE BLUEBERRY HARVESTING.

The blueberry season in the Lake St. John district, Quebec, has ended. The price of the succulent fruit has during the present season varied from 40 to 90 cents per box. It is estimated that fully 3,000 people have been engaged in the industry this year, Mr. Patone, the inspector, having six hundred families inscribed on his books. Last year it was estimated that the crop brought something like $50,000 to those engaged in the industry. This year while the little berries were much more numerous, the pickers did not get so high a price for them.

BETTER THAN YEAST CAKE.

Just about fifteen months ago a piece of fine property of less than one hundred feet frontage on Yonge street, Toronto, was purchased as a personal investment by Mr. William Dobie, general manager of E. W. Gillett Co., Limited, and a few days ago was sold by him at an advance of $50,000 It is plain to see there are gold mines located right in Toronto. Mr. Dobie's many friends will heartily congratulate him on this stroke of good fortune.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 28th, 1905.)

BUSINESS continues very active in all branches of the wholesale grocery trade of Winnipeg. The crop is already beginning to move. It will be some little time yet before the increased amount of money in circulation in the west will have any appreciable effect but a marked improvement in conditions is looked for. Wholeasle houses are determined to collect accounts this Fall and continue buisness again with a clean sheet.

The sugar market has been steady at the decline noted in last issue and is quoted again at last week's prices, subject to possible changes in our "Last Minute" report. The new canned goods list is now complete and some additions will be noted in the list quoted. Rolled oats have declined sharply since the new goods have come on the market. Coffees are firmer and there is a good inquiry for teas.

Groceries.

Sugar—The price is unchanged from last week, at time of writing, subject to possible changes recorded in our "Last Minute" report, we quote as follows:

Montreal granulated, in bbls	5 35	
" " in sacks	5 30	
" yellow, in bbls	4 85	
" " in sacks	4 80	
Wallaceburg, in bbls	5 25	
" in sacks	5 20	
Icing sugar in bbls	5 95	
" " in boxes	6 15	
" " in small quantities	6 55	
Powdered sugar, in bbls	5 75	
" " in boxes	5 95	
" " in small quantities	6 20	
Lump, hard, in bbls	6 05	
" " in ½-bbls	6 15	
" " in 100-lb cases	6 05	
Raw sugar	4 25	4 50

Canned Goods—New season prices will be found below of the remaining items on the list viz., peaches, pears, plums, succotash, beets and pumpkins. We quote as follows:

Succotash 2's, group 1, per 2-doz. case	2 63	
" " 2 and 3, per 2-doz. case	2 58	
Beets, 3's group 1, per 2-doz case	2 39	
" " 2 and 3, per 2-doz. case	2 34	
Pumpkins, 3's, group 1, per 2-doz. case	2 04	
" " 2 and 3, per 2-doz. case	1 99	
Plums, Damson, e.s., group 1, per 2-doz. case	2 13	
" " " 2 and 3, per 2-doz. case	2 08	
" Lombard, e.s., group 1, per 2-doz case	2 23	
" " 2 and 3, per 2-doz case	2 18	
" greengage, e.s., group 1, per 2-doz. case	2 33	
" " " 2 and 3, per 2-doz.case	2 28	
Peaches, 2's, group 1, per 2 doz. case	4 68	
" " 2 and 3, per 2-doz. case	4 03	
" 3's, group 1, per 2-doz. case	6 14	
" " 2 and 3, per 2-doz. case	6 09	
Pears, 2's, F.B., group 1, per 2-doz. case	3 58	
" " groups 2 and 3, per 2-doz. case	3 53	
" 3's F.B., group 1, per 2-doz. case	5 09	
" " groups 2 and 3 per 2-doz. case	5 04	
Apples, gallons, group 1, per doz.	2 60	
" " 2 and 3, per doz.	2 55	
" 3-lb. " 1, "	2 13	
" 3-lb. " 2 and 3 "	2 08	
Cherries, red pitted, group 1, per 2-doz. case	4 33	
" " 2 and 3, "	4 28	
Currants, new, red, 2 doz. cases, group 1, per case	3 48	
" " " 2 & 3 "	3 43	
" black, " " 1 "	3 83	
" " " 2 & 3 "	3 78	
Gooseberries, new, " " 1 "	4 08	
" " " 2 & 3 "	4 03	
Lawtonberries, " " 1 "	3 83	
" " " 2 & 3 "	3 78	

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. CIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

SAUER-KRAUT
Pickles in brine for lumber and railroad camps
Grocers and Butchers
WRITE
Taylor & Pringle, Limited
Owen Sound, Ont.

45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

Order Them

Order Them

No others as good.
No others as low-priced.

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Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

Raspberries, red (new), 2-doz cases, group 1			3 63
" " " " "		2 & 3	3 58
" black, new " "		1	3 53
" " " "		2 & 3	3 48
Strawberries, " " "		1	3 33
" " " "		2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case			4 25
" 2's, whole, " " "			3 75
" 2½'s, whole, " " "			4 50
" 2's, grated,			4 50
Tomatoes, 3's, per 2 doz. cases, group 1			2 34
" " " "		2 & 3	2 29
Corn, 2's, " "		1	1 98
" " "		2 & 3	1 93
Peas (No. 4), 2's, " "		1	1 53
" " " "		2 & 3	1 48
Peas (No. 3), 2's, " "		1	68
" " " "		2 & 3	1 63
Beans, golden wax " "		1	1 93
" " " "		2 & 3	88
Beans, refugee, " "		1	1 98
" " " "		2 & 3	1 93
Salmon, Fraser River sockeye, per case			25
" Skeena River, " "			6 00
" River's Inlet, " "			5 90
" Red Spring, " "			5 75
" humpback, "			3 75
" cohoes, "			4 85
" Clover Leaf, Fall delivery, 1 to 4 cases			6 30
" " " 5 to 9 cases			6 26
Pork and beans (V.C.P. Co.), 1's, per doz			1 25
" " 2's, "			1 90
" " 3's, "			2 50
Soups (Van Camp's), per doz			1 25
Boneless chicken, lb. tins, per doz			2 75
" turkey " "			3 25
" ducks " "			3 25
Canned chicken (Man. Can. Co.) per doz			3 25
" turkey " "			3 25
Corned beef " 2's "			2 75
" " 1's "			1 55
Roast beef (Man. Can. Co.), 2's, per doz			2 65
" (Clark's), 1's, per doz			1 50
" " 2's, "			2 65
Potted meats, ½'s, per doz			0 55
Veal loaf (Libbey's), ½ lb., per doz			1 25
" " 1 lb. "			2 50
Ham loaf " ½ lb. "			1 25
" " 1 lb. "			2 50
Chicken loaf " ½ lb. "			1 85
" " 1 lb. "			3 05
Lunchtongue (Clark's), 1's, "			3 00
" (Aylmer), 1's, "			2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.			1 e0
" " " 1-lb. tins, "			3 10
" " " 1-lb. glass, "			3 35
Chipped " " ½-lb. tins, "			1 45
" " " 1-lb. tins, "			2 50
" " " 1-lb. glass, "			3 05
Sliced bacon, " 1-lb. tins, "			3 10
" " 1-lb glass, "			3 25
Corned beef (Clark's), 1-lb. tins, per doz			1 50
" " 2-lb. " "			2 65
Lobsters (new), ¼-lb. flats, per 8-doz. case			16 00
" " ½ lb. talls, per 4-doz. case			10 25
" " 1-lb. talls, " "			14 50

Lime Juice—We quote:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 80	7 00
Local brands, pints. "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal		0 65

Salad Dressing—We quote:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli—As noted last week these goods are now selling in ten lb. boxes at 6s. per lb. The French in 1 lb. packets is quoted at 8 1-4c., a slight reduction.

Spices—There is an active demand at present, but the market is without new features. We quote:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, p r lb	0 70

Whole Spices—

Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0 5
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz packets, per doz	0 75

Rice, Tapioca and Sago—Tapioca is very firm at prices quoted and the increased price has had some effect in

diverting the demand to rice and sago. We quote:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per cwt	4 50	4 75
Sago, per lb		0 03½

Pot and Pearl Barley—Prices continue as previously quoted:

Pot barley, per sack		2 20
Pearl barley, per half sack (49 lbs)		1 65
" " each		3 30

Syrups and Molasses—Prices are steady and the market is without new features. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" " kegs, each		2 25

Coffee—Green Rios are selling now at 11c. per lb. We quote:

Whole green Rio, per lb	0 11
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 31
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb "	0 24

Cocoa—There is a normal demand for cocoa. There are no new features in the market. We quote:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½s's	0 25
Van Houten's, ½'s, per doz	2 85
Baker's in 2-lb tins, 1 lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Nuts—We quote:

Almonds, per lb		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts		0 11½
Jumbos		0 14
Walnut, per lb		0 12
" (shelled) "		0 25
Pecans, per lb	0 15	0 16
"		0 16

Foreign Dried Fruits— There are no new features in the foreign dried fruit market. We quote:

Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 3 crown, per lb		0 07
" " " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package	0 07½	0 08
" " fancy seeded in ¼-lb. packages per package		0 08
" " choice seeded in 1-lb packages per package		0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S
Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

MADE IN CANADA

DIAMOND BRAND MAPLE SYRUP

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HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

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THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

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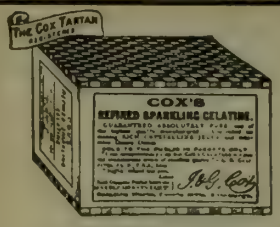

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A. P. Tippet & Co., "

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Manufacturers of
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Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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EAGLE BAKING POWDER

Ask your Wholesaler for It.

J. H MAIDEN,
MONTREAL

POULTRY, FISH — GAME AND OYSTERS.

WINNIPEG FISH CO. PHONE 1480.

259 PORTAGE AVE.

Any quantity of fish shipped.

{ADDRESS—Mail P. O. Box 791, WINNIPEG,

Prunes, 90-100 per lb		0 05½
" 80-90 "		0 05½
" 70-80 "		0 06
" 60-70 "		0 06½
" 50-60 "		0 07
" 40-50 "		0 07½
" silver "		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 05½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Plums, choice (dark pitted) per lb		0 10
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—Lake Superior trout is selling now at 9c. per lb. B. C. salmon has been reduced 1-2c. We quote:

Lake Superior trout		0 09
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon	"	0 12½
Halibut	"	0 11
White fish (L. Winnipeg), per lb		0 06
Pickerel		0 05
Jackfish		0 04
Finnan Haddie		0 10
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld salt herrings per 100 lb.		5 00
" " " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnan Haddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 45
Yarmouth bloaters, 60 in box, per box		1 50
Lobsters, fresh boiled, per lb		0 25
Caviare, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, selects, per gallon		2 25

Evaporated Apples—Selling at 8 1-2c. to 9c. per lb. The price is firmly maintained.

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Woodenware—Prices are unchanged. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " No. 0, per do		11 85
" " No. 1		9 50
" " No. 2		8 40
" fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 10, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs		0 24
Butter tubs, fibre and cover, per doz		4 01
Butter moulds, for 1-lb. bricks, per doz		1 85

Buckwheat Flour—Quoted at $1.70 per 1-4 bbl sack.

Breakfast Cereals—Oatmeal has declined 50c. per cwt. since the new crop has been brought to the mills. Prices are now quoted as follows:

Rolled Oats, 80-lb sacks, per cwt		1 90
40-lb. " "		1 95
20-lb. " "		2 00
8-lb. " "		2 30
Cornmeal, in sacks, per cwt		1 85
" in ½ sacks, "		1 90

Eggs—Local produce houses are paying 20c. per doen for eggs.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

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Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

MANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies and kindred lines, highest references. Box 273, CANADIAN GROCER, Toronto. [38]

SITUATION WANTED.

POSITION required by young man (40), manager, book-keeper or position of trust in general, grocery or hardware store; references exchanged. Box 276, THE CANADIAN GROCER, Toronto. [41]

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

SIDE LINES WANTED.

YOUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address, "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [37]

AGENTS WANTED.

ADVERTISING novelties and calendars with merit are supplied by the Cranston Novelty Co., 157 Bay Street, Toronto; also rubber stamps, clothing hangers and store fixtures; write for catalogue; agents wanted. [9]

WANTED.

WANTED—Clerk for grocery department in general store; state age, experience and salary expected. Box 13, Port Dover, Ont. [f]

WANTED—Enterprising baker with two hundred and fifty dollars, to buy small established bakery in growing town, 6,000; horse, wagon, sleigh, portable oven, pans, everything complete; first class condition; excellent chance for young man good on home-made goods; come and investigate thoroughly. Thos. Lilly, Midland, Ont. [f]

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KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

"PRINCE OF WALES"

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H.&A.S.EWING'S

DELICIOUS

COFFEES

How to Increase Sales

Give special prominence to one line of goods each week, and call the attention of every customer to them.

This done systematically will keep your stock moving.

Start off with Condensed Milk.

RELIABLE GOODS

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

MR. GROCER!

WHEN ORDERING GROCERIES DON'T FORGET

GOLD STANDARD TEA

AND WHEN ORDERING TEA DON'T FORGET THAT GOLD STANDARD IS "GUARANTEED THE BEST."

ONE POUND AND HALF POUND SEALED LEAD PACKETS. THREE POUND AND FIVE POUND TINS. RETAILS 35, 40 AND 50c. PER POUND. PACKED AND GUARANTEED BY

CODVILLE & CO.

BRANDON WINNIPEG CALGARY

WHAT ABOUT

Your Stock of

JAMES' DOME BLACK LEAD?

Keep it up, as the cold weather will bring on an increased demand.

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By W. W. Thorne

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If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

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FRESH AND CURED FISH

SALMON SPAWNING.

THE B. C. Fishery Commissioner has just returned from a partial inspection of the spawning grounds of the Fraser River, and his report is most interesting. He estimates that fully 200,000 sockeyes passed through the weirs at Seton Lake, a great number of which were allowed to pass into the lake for natural spawning, the balance being retained, and when ripe the ova will be taken and placed in the Seton Lake hatchery. He also states that the Horsefly River was swarming with breeding sockeye. He was not able to visit all the spawning grounds but his information is that the fish this year are everywhere abundant.

The commissioner places great importance on the spawning grounds, as he considers that on these the runs of future years depend.

* * *

Mr. R. J. Ker, secretary of the British Columbia Packers' Association, is of opinion that the real salvation of the salmon fishing industry depends on the establishment of periodical close seasons. The Canadian Order-in-Council which precludes them from being caught in the Fraser River and adjacent waters during 1906 and 1908 is still in force. It is, however, provided that the order should be cancelled in the event of Washington not passing a similar enactment for the United States fisheries.

B. C. HERRING FISHERIES.

GREAT developments are expected in the herring fisheries along the British Columbia coast. Herring fishing is one of the important subjects to be dealt with by the Fishery Commission. The fishermen are endeavoring to obtain changes in the regulations which will give to the industry better facilities and increased prosperity.

Herrings are making their appearance much earlier this season than on previous occasions and operations are already in full swing.

Arrangements have been made by the Dominion Government whereby quite a number of Scotch fishermen are being brought over from Scotland with a view of introducing into Canada the same system of curing and packing which has made the Scotch fish so popular in Europe. The partial failure of the Scotch fisheries has made it possible to obtain some of the oldest and most expert men. The British Columbia fisheries are expecting great developments to arise from this move of the Government.

B. C. OYSTER CULTURE.

Great developments may be expected in oyster culture in British Columbia waters if the reports which reach us are reliable, which they have every appearance of being.

We are told that at a less distance than 200 miles north of Vancouver are to be found some admirable oyster beds. A few months ago some beds were staked out as an experiment and the results have been eminently satisfactory. The water at this spot is warmer than is usually the case in the locality, and is so situated that protection can be provided with very little expense.

The oysters are said to have flourished remarkably and the early samples are considered equal to any best oyster marketed. There are upwards of 300 acres of beds already located.

GEORGIAN BAY COMMISSION.

SOME interesting facts came to light at the sitting of the Fishery Commission in Georgian Bay district. Those who gave evidence were unanimous in their opinion that there should be no curtailment of the close season; they advocated also great strictness in the enforcement of the fishing regulations, and also that hatcheries should be established by the Government.

A retired fisherman in his evidence stated that he had fished at all points on the shores of the Georgian Bay and that in his early days he had caught some twenty-two thousand fish in a season. He said it was impossible to catch that number at the present time, no doubt partly due to the increased number of fishermen, but mainly to the fact that quantities of fish were caught while spawning.

As a fisherman he advocated the establishment of hatcheries, but if the close season was observed the hatcheries would not be necessary. In his experience he found that gill nets were superior to pound nets. In his early fishing days a 5-inch mesh net was sufficient, but in later years owing to the depletion of the fish a smaller mesh became necessary. As a matter of fact a 5-inch mesh would be no use at all for present fishing. He also drew attention to the fact that three years ago whitefish were plentiful whereas now there were none.

Another fisherman who had had an extensive experience of the gill net and pound net further stated that in his opinion the natural hatching of fish would be more rapid and satisfactory, but in order to afford adequate protection the close season should commence about October 20th.

SCOTCH HERRING FAILURE.

The herring fisheries of Scotland are fast falling behind, owing to the persistence in continuing on old lines and methods, and the distress among the fisherfolk is most severe. Proposals for immigration to the Canadian fisheries are being encouraged wherever possible, but only with partial success. The Duchess of Sutherland is seeking to alleviate the present conditions by installing a system of carpet looms, and thus providing employment for the distressed families.

Allan Fox & Co., general merchants, Hawkshaw, N.B., have held a meeting of creditors.

KING OSCAR SARDINES

THE NEW PACK

is now arriving with the wholesale trade.
Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

Next to Your Habits

The most significant factor in your life is your food. The same truth applies to your customer. Good habits and **"Acadia" Prepared Codfish** will keep anyone healthy and happy. And as these food products are to the human system, so are they to business—they are health-promoters. One of the ways to keep trade active and healthy is to carry **"Acadia" Prepared Codfish.** Business is always active in stores where it is sold.

AGENTS:

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

Jams, Jellies, Marmalades,

ALEX. CAIRNS & SONS, - PAISLEY, SCOTLAND

From the land of the Heather and the Bramble comes this world-wide brand which needs no introduction. It is so well and favorably known everywhere that you only have to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering **CAIRNS'**. Almost before you notice it, you will have built a profitable trade from this brand alone.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1.80
Blackberry	1.90
Damson	1.90
Cooseberry	1.90
Apricot	2.10
Assorted	2.10
Red Currant	2.10
Strawberry	2.10
Greengage	2.20
Raspberry and Red Currant	2.20
Black Currant	2.30
Raspberry	2.30

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	$1.90
Cooseberry	1.90
Plum	1.90
BRAMBLE	2.00
DAMSON	2.00

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currants	2.80
Red Currants	2.80

F.O.B. MONTREAL
Net 30 days or 1% off 10 days

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1.75
Home Made Orange	2.20
Tangerine Orange	2.20
Apricot	2.30
Fig and Lemon	2.30
Ginger	2.30
Ginger and Pineapple	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Pineapple	2.30
Scotch Orange in 7-lb. tins, 12 tins in a case	7.20

In lots of 5 cases or more, 5% off above prices.

HUDON, HEBERT & CIE.

AGENTS

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 28, 1905.

THE cheese market remains not only steady, but so very firm all through the country that it seems impossible to get prices any lower this year and to make present investments pay we must look for higher prices later on.

The statistical situation remains strong. Stocks in Canada have increased somewhat lately, but not to any great extent, however. The stocks here are very largely held for English account and our own holdings are not pressing on the market, but while higher prices in the future are confidently expected, our operators are very careful not to get too large a load to carry forward at present high prices, and, meanwhile at least, they miss no opportunity of selling if they can do so at even a small margin of profit.

It is difficult to get up enough enthusiasm to stock up with cheese at present prices, no matter how strong the situation may be from a statistical point of view. The chance of higher prices is a great uncertainty even if it is considered that the chances of a decline in prices are out of the question; and so we go on—salesmen in the country think they should get more money now for their September product, while dealers here fear they might lose money if they go on bidding higher prices at country points, and the consequence of all this is a firm and steady market with but very little change in prices.

In spite of extra feeding, the production of cheese is decreasing and this is one of the strong "bull arguments," but we do not as yet know whether and to what extent the consumption of cheese in the United Kingdom has fallen off on account of the increased cost to the consumer, and this is the cause of uncertainty and caution for our operators to go ahead and stock up with goods for the future demand.

When prices are low enough during the summer months that British retailers can afford to sell best cheese at five pence or six pence per pound, it is a fair speculation that the Fall or Autumn make of cheese will bring a good price during the following Winter months. This year our prices did not go low enough to admit the British retailer at any time to reduce his price below six pence per pound, but we must consider in connection with this that last year's stocks were nearly all consumed, and the consumption was obliged to go on the new season's make as soon as it was offered on the market. There was a strong demand in consequence and prices could not come down sufficiently to offer special inducements for speculative buying.

Against this we have a decreased production, and as the higher prices ruling this year may have been the cause of a decreased consumption, we may come out about even at the end, but the question still remains open, what will the future be regarding prices?

Butter has advanced recently, partly because the quality is now beyond question, and partly because the stocks are none too large. Butter from now on if not wanted for export will be wanted for our home consumption. September-made butter, if properly kept in cold storage, will be very desirable butter next Winter, and while present prices may be called high, the natural consumptive demand must be considered, and if stocks are less than what this demand may require, prices will be advanced in proportion.

There is no change in dairy butter. This article remains very scarce and prices are abnormally high. There is nothing in sight at present to change this condition.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

IT is quite evident, if one may judge by the general opinion of British fruit importers, that the demand for Canadian apples is going to be brisk—possibly more so than usual, as there is some uneasiness felt on this market regarding supplies. The continental crops have proved to be exceedingly poor, and the domestic growth, upon which so much depends, has also proved very disappointing. It is much to be regretted that Canadian apple growers have themselves experienced a poor season, for had it been otherwise they might have been in a position to take advantage of the scarcity from other sources which is affecting this market. In view of the small crop in the Dominion, however, it appears that there is slight chance of the receipts of Canadian apples being as large as last year, and it is to be hoped that shippers will not endeavor to force prices too high. It is possible that there will be some Canadian apple exporters who will be tempted to take advantage of the fact that New England, Western New York and other United States districts will be unable to supply Britain in the usual quantities, in order to ask a stiffish price. A great deal depends upon the purchasing powers of the public, for fruit does not form nearly so important an article of diet as dairy produce, and price has far more to do with the sale of the former than with the latter class of goods.

In the matter of packing, there is little to be said that has not already been placed before the notice of those whom it concerns. In view of the fact that there has been some agitation for shipping apples in boxes, it would be as well to emphasize that the trade here does not want apples in boxes. If any man should be thinking of packing in boxes when it is in his power to do so in barrels, let him make careful investigations. Those who have been sending over apples for several seasons and know what is required here are aware that boxes are only welcome in Britain when barrels cannot be had (a thing which should never be the case in Canada), but there are some younger concerns to whom the information is worthy of note. One does not require to search very deeply for the reason why barrels are preferred. The cost of handling is considerably smaller; the packing is more reliable and secure, and protects the contents more thoroughly than do boxes from being damaged in transit; lastly, but not least, the retail man who cannot make use of barrels must be a very small man indeed.

It is a great satisfaction to notice that the Canadian Government has introduced legislation, as from the beginning of 1906, to bear upon the matter of box-packing, and Canadian packers must fully understand that the adoption of an uniform box is essential, and it is to be hoped that the rules will be rigidly enforced. It is to be noted, however, that the Act requires the boxes to be "not less" than ten inches in depth, eleven inches in width and twenty inches in length, which does not seem to make a limit to the size. A Covent Garden fruit importer, when discussing the question, remarked that "the system and style of the Californian and Oregon packers can hardly be improved upon. Unless the size of boxes is uniform, the thing will be brought to the same ridiculous end as was the case a few years ago, when box packing was greatly in vogue. Boxes arrived in all sizes and shapes—old boxes, new boxes, square and long boxes, some patent boxes, costly enough for the packing of bullion." Packers need not be reminded of the losses incurred, not to mention the loss of reputation, which can scarcely be repaired at all. Canadian apples, when packed honestly in barrels, enjoy a very high reputation.

Apropos of the association formed amongst Ontario apple growers for regulating their export trade, brokers seem to think that this is just what would be expected in a year of shortage such as this, and are in no way concerned for their own interests. They seem to regard the selling arrangements of the association, by which the products of the concerns who form the association are pooled, collected at certain centres and sold without regard to brokers or commission men, as something quite to be looked for in view of the small stocks held. "Wait," they say, "until the Ontario growers have a heavy crop of apples. Then they will be glad to use all channels possible in order to dispose of their supplies." However that may be, one thing is quite certain; if the association cannot work the new scheme successfully this season, when circumstances are in their favor, they never will. The brokers themselves are not without their power, and are not particular whether they handle Gravensteins, Baldwins or Northern Spies.

Fresh Pork Sausage

Are now in Season and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

CHEESE

Buy September cheese for quality and for winter use. This year quality is good, prices are high, but demand from foreign market appears to warrant it. We have a good Stock of Large, Twins, and Stiltons and shall be pleased to quote your prices.

F. W. FEARMAN CO., LIMITED
HAMILTON

Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvellous,** an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that

Magic BAKING POWDER is the popular Canadian powder

Do you handle it?

If not, order trial lot.

(The Light of the Kitchen)

FOR SALE BY ALL JOBBERS.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Steady demand has been in evidence since our last issue, the stocks are getting well used up and arrivals have been somewhat slower coming to hand.

The position of lard is still one of great firmness with an upward tendency but no quotable change is apparent.

Beef has been somewhat weak and slow in demand. Other products active.

Meat—We quote:

Long clear bacon, per lb	$0	11¾
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 11½	0 12
Small hams, per lb		0 14
Medium hams, per lb		0 13½
Large hams per lb	0 10½	0 11
Shoulder hams, per lb	0 15	0 16
Backs, per lb		18 00
Heavy mess pork, per bbl	22 00	22 50
Short cut, per bbl	14 50	15 00
Shoulder mess pork, per bbl		0 10½
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 07¾
" compounds, per lb	0 07½	8 25
Plate beef, per 200-lb. bbl	12 00	5 50
Beef, hind quarters		7 00
" front quarters	5 00	6 00
" choice carcases	6 00	0 08
" common	5 00	0 09½
Mutton		0 09½
Spring lamb	0 09	0 07
Veal	0 07	0 09½
Hogs, street lots	8 50	9 00

Butter—There has been steady, but active demand for all classes of butter. Arrivals have been somewhat holding back and are expected to do so until cheese making loses its activity. Previous quotations are ruling firm. We quote:

	Per lb.	
Creamery prints		0 24
" solids, fresh		0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—Eggs are coming to hand plentiful with a steadily improving quality. Prices are ruling firm at previous quotations. We quote:

New laid eggs, per doz	0 18	0 19

Cheese—There is no feature of interest noticeable. Stocks are fairly heavy and arrivals continue to come to hand. Export trade shows no perceptible change and prices have still a weakening tendency, but no change is reported.

	Per lb.
Cheese, large	0 11¾
" twins	0 12

Cheese Board Report.

(For week ending Sept. 21.)

Board.	Boxes.	Price.	
London	535		0 11⅞
Woodstock	4,242*		
Peterboro'	4,362	0 11½	0 11½
Lindsay	1,648		0 10½
Picton	1,225		
Belleville	3,800	0 11½	0 11 5-16
Brockville	4,429*	0 11	0 11½
Cornwall	1,097	0 11 5-16	0 11 7-16
Vankleek Hill	1,284		0 11½
Stirling	340	0 11½	0 11 5-16
Cowansville, Que.	903	0 11⅛	0 11 3-16
St. Hyacinthe, Que.	700		0 11

*White and colored.

For Montreal Provision Markets see regular Quebec Markets.

WINNIPEG.

Creamery Butter—Prices continue as quoted last week:

Finest fresh creamery, in 56-lb. boxes		0 23
" " in 28-lb. boxes		0 23
" " in 14-lb. boxes		0 23
" " in 1-lb. bricks		0 24

Dairy Butter—Produce houses are paying 15 1-2c. to 16 1-4c. for No. 1 dairy delivered in Winnipeg.

Cheese— Prices are steady and we quote as follows:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—Prices continue as follows:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅝
10-lb. " in 60-lb. "	0 00⅝
5-lb. " " "	0 00⅝
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00⅝

Cured Meats—We quote:

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

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EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. E. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
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Commission Agents and Merchants.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
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Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

WILSON'S FLY PADS

General Storekeepers sell from three to five boxes each season.

Are you getting your share of this Profitable Business?

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04

" hocks, " " 0 04

ST. JOHN, N. B.

Provisions—In barrel pork and beef sales have decidedly improved, this being the season for demand. Pork has shown a steady advance for some weeks, but at present seems a little easier for some lines. Beef is practically unchanged, though firmer. Pure lard is still high, quite a little quantity of American is seen. Refined lard keeps quite low, but tending higher. In fresh beef, market is very dull this week and prices in both western and domestic stock have ruled low. Lamb still holds quite firm. Mutton dull. Veal is little seen. Pork is more freely offered and is rather lower. We quote:

Mess pork per bbl	$18 50	$20 00
Clear pork, "	18 00	21 00
Plate beef, "	14 00	15 00
Domestic beef, per lb	0 05	0 7
Western " "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, each	9 00	10 00
Pork, per lb	0 07	0 08
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 10½	0 1 3
" " pails, "	0 11½	0 11
Refined lard, tubs	0 08	0 8
" " pails	0 08½	0 09

Butter—Prices are higher, best stock has a good sale. In no line does quality so well repay those who take the trouble to have it right. We quote:

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

Eggs—There is only a fair demand. Prices continue to advance slowly. Buyers have to watch the quality. We quote:

Eggs, henery	0 2	0 4
" case stock	0 19	20

Cheese—The stock in the local market is small and higher prices are quoted. Twins are in demand and the output has not been large.

Cheese, per lb. 0 12 0 13

HALIFAX, N. S.

The produce market is steady at present. Prices have changed little, if any, since last week's quotations, any tendency evident has been slightly downwards or rather towards easiness.

A good deal of stuff in a small way has been brought in to the city by many farmers from the country and this has had a certain effect on the market.

Butter—Is holding its own, though if anything, the feeling is much easier, and no higher prices are looked for just at present.

Eggs—The predictions that eggs would advance during the week did not come into effect. Some sales were made a week ago at 21c., but they have eased off since then and are now steady at 20c. Prince Edward Island quotes eggs at 18 3-4c. to 19c. with the market steady.

Cheese—Keeps on advancing, the factories quoting 12c.

NEW COMPANIES.

DOMINION charter has been granted to James Steller Lovell, Robert Gowans Ernest William McNeil, George Hamilton Cassels and William Francis Ralph, all of the City of Toronto, for the purpose of dealing in live stock, meat, cereals and cereal products, farm produce and all by-products thereof, the share capital to be two million dollars, divided into twenty thousand shares of one hundred dollars. The operation of the company to be carried on throughout the Dominion of Canada and elsewhere, by the name of P. Burns & Co., Limited, and the chief place of business of the said company to be at Calgary, in the Province of Alberta.

Provincial license has been granted to H. J. Heinz Co., a U. S. corporation, to manufacture pickles, condiments and other food products, provided however that the company in so doing shall not use in Ontario any larger amount of capital than the sum of $6,000.

Provincial charter has been granted to the Cash-With-Order Co. Limited, Hamilton, Ont., the share capital of the company to be $50,000, divided into one hundred shares of $100 each, the head office of the company to be at the said City of Hamilton, and the provisional directors of the company to be James William Baby, Alfred William Ecclestone and Alexander Watt.

Provincial charter has been granted to the Martin Milling Co., Limited, Ottawa, Ont., the share capital of the company to be $150,000 divided into one thousand shares of $100 each, the head office of the company to be at the said City of Ottawa, and the provisional directors of the company to be John Martin, John Felton Gilmour and Alfred Lee.

Provincial license has been granted to Huyler's, a U.S. corporation, to manufacture and sell confectionery, chocolate, coffee, carbonated beverages, and metal, wooden, or paper boxes, provided that the company shall not use in Ontario any larger amount of capital than the sum of $15,000. The company has appointed Hugh Edward Rose, Toronto, Ont., to be its attorney.

Provincial charter has been granted to the Darch & Hunter Seed Co., Limited, London, Ont., the share capital of the company to be $40,000 divided into four thousand shares of ten dollars each, the head office of the company to be at London, Ont., and the provincial directors of the company to be Frederick James Darch, John Wood Hunter, George Arthur Young and John Obadiah Richards.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

SPECIAL

Fall Fairs

We are prepared to take charge of all orders entrusted to us for such Fruits, etc., as you may require during your Fall Fair.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Peaches
Pears
Plums
Grapes

37 Front East MIND Phone Main 5665

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen. GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington Ont A B C Code. 4th Edition used.

Your . .
Attention
Please . .

W. O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform.

Peaches
and
Grapes

AUBURN ORCHARDS,
Queenston,
Ontario.

GREEN FRUITS AND VEGETABLES

EUROPEAN FRUIT CROP.

REPORTS of foreign fruit crops are somewhat disconcerting. There appears to be a serious deficiency in supply in most European centres.

In England, early apples are a very bad crop. Late apples will only be about one-third crop. The weather through May was cold with east winds, followed with sharp frost, with ice and snow in some counties, causing irredeemable damage.

Pears very inferior crop.

Plums in some districts total failure, in others a fair crop, but reports on the whole are poor.

France, particularly in the south, has only half its usual crop of fruit. Cold weather in May is responsible for the decrease.

Holland and Belgium have but a small crop, the bulk of which will go to England, Ireland, and Germany.

Germany's crop is poor on account of the excessive drought of April and May. Early fruit is particularly light.

London, Liverpool, Glasgow and Hamburg can take all the apples Canada can consign during July and August, provided they are well matured, of sufficient size, and of good kinds.

ROOT PROSPECTS.

The unanimity which prevails throughout the Province of Ontario with respect to the condition of the root crop is most marked. The season has been especially adapted for the development of the crop. In the early part of the season considerable apprehension was expressed regarding the effect of the wet weather on the potato crop and in low-lying ground it was necessary in some cases to replant the second time. But one danger is now to be feared, and this is the presence of blight. In some sections this has unfortunately already made its appearance on clay land with the result that less than one-half the crop was found suitable for market. In York county, isolated cases of blight have appeared, but the general outlook is of the most hopeful character.

Turnips in almost every part of the county are looking thrifty, and already give evidence of heavy yield.

The average acreage of sugar-beets under cultivation is 800 more than last year. The amount contracted for by the farmers at the beginning of the season was 600 acres in excess, but the extra 200 were sown voluntarily. Everywhere, not alone the sugar-beet, but mangel wurtzel and turnip look well. In Wellington, Halton and Peel counties the outlook is excellent. Up around Milton harvesting operations are practically completed, being greatly in advance of many other points. In the Alliston district the pea crop is excellent, the comparative absence of the bug, coupled with only moderate rainfalls, serving to make the pea crop a paying investment.

ALMOND PROTECTION.

IT is reported that a syndicate has been formed by seven Malaga exporters which will probably have control of the almond market. "Compania Almondrera" is to be the corporate name of the "trust." It is a limited liability company, and will operate under a Spanish deed.

The shares are 200 in number and are divided among the seven mercantile houses referred to.

The syndicate will have to do only with the purchase of the almonds from the growing districts, and will not intervene with respect to the ultimate sales to American and European buyers.

Each local exporting house will retain its identity, and business will be conducted along lines followed in past seasons. The purpose of the trust, its organizers frankly admit, is to reduce first cost prices and to eradicate certain alleged abuses heretofore practiced by local speculators and brokers.

Prices of almonds, cost and freight for the season beginning next month will not be materially affected by the new arrangement, though the selling price of the different local houses is likely to be more uniform than in other years.

The Spanish almonds of commerce are the "Jordan" and "Valencia" brands. The ordinary crop of the former is about 70,000 boxes, while the yearly yield of "Valencias" usually numbers more than double that figure. Malaga is the exporting centre, and, as no competitors are in sight, it is likely that the "Compania Almondrera" will handle the entire business.

The agreement is for five years and the capital listed at one million pesetas ($140,000).

APPLE EXPORTS DECLINE

Latest reports denote a considerable decrease in the shipment of apples from Canada and United States to European ports. For the week ending September 9th, the total number of barrels despatched was twenty thousand seven hundred and one, against thirty-five thousand four hundred and two in the corresponding week of last year, thus showing the shortage of fourteen thousand seven hundred and one barrels. Advices denote demand good and favoring well colored stock.

ONTARIO MARKETS.

Green Fruits.

Toronto, Sept. 28th, 1905.

LOCAL markets have been showing great activity. Domestic fruits have been ruling. Arrivals have been plentiful and prices well maintained.

California fruits have practically lost interest and it is not expected that

much bulk arrivals will come to hand. Red bananas are off the market.

Lawton berries have also fallen out of stock and there has been a general drop in values, as will be seen by comparison with our last week's report.

We quote :

Oranges, late Valencias, per box	5 00	6 00
Oranges, Jamaica, per barrel	5 00	5 50
Lemons, Verdilli	5 50	6 00
Bananas, large bunches, crated	1 40	1 50
Bananas, 8's, per bunch, crated	0 50	0 75
Bananas, 7-hand bunches, off track	0 30	0 40
Peaches, California per crate		0 90
" domestic, per basket	0 30	0 57
Plums, domestic, per basket		0 05
Tokay grapes	2 00	2 50
Cantaloupes, Rockafords, per crate		4 00
" Canadian, baskets, 25 crates		0 60
Apples, new, per basket		0 30
" barrels	2 00	2 50

Vegetables.

Trade has shown a fair degree of activity since our last issue and is generally considered as satisfactory. The prices are fluctuating and in general easier than previous quotations.

We quote :

Jersey sweet potatoes	3 00	3 50
New potatoes per bush	0 50	0 60
Onions, per bushel		0 80
Spanish onions, per small crate		1 00
" large cases		2 50
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 15	0 20
Beets, per bushel		0 50
Carrots, per bushel		0 40
Cucumbers, per basket		0 25
Outdoor lettuce, per doz. bunches		0 20
Waxed beans, per basket		0 25
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 25	0 30
Vegetable marrows, per dozen		0 50
Green corn, per doz		0 08
Parsnips, per bushel		0 50
Squash, " doz	0 75	1 00
Leeks, " bunch		0 25

QUEBEC MARKETS.

Green Fruits.

Montreal, Sept. 28, 1905.

The fruit dealers have no important change to report. There is still a fair demand for all fruits.

California fruits are steady at last week's prices.

Grapes seem to enjoy a good inquiry at fair prices.

Bananas are still plentiful, fifteen cars having arrived last week. Quotations are somewhat easier.

Lemons are lower, more on account of a drop in demand than to abundance of stock, as only a few are seen on the market.

Jamaica oranges have also receded a little. Only a small demand is reported for them in barrels.

Apples are plentiful and sell well at last week's quotations. Other fruits are unchanged. We quote :

Finest Almeria grapes	4 25	6 00
Plums, in baskets	0 30	0 50
Peaches "		0 60
Pears "	0 40	0 60
Pears, boxes		3 50
Plums, crate		1 65
Peaches, box		1 00
Apricots, crate	1 25	1 40
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 25	1 50
Cocoanuts, per bag of 100		3 25
Pineapples	4 00	4 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
Apples	2 25	3 00
Sweet potatoes, per bbl	2 25	3 35
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size		6 25
" " 175 to 300 size		6 00
Lemons, per box	4 25	4 75
Jamaica oranges, per bbl		4 50
Grapes, 10-lb. basket	0 25	0 30

Vegetables.

The vegetable market is only steady, as cold weather is checking consumption. There is still much stock arriving

OYSTERS
Long Island Native

FINNAN HADDIE
Syda and Cousin's

Without exception two of the finest lines known to the trade.
A trial will convince you of their superiority.

HAMILTON 34 York Street, WHITE & CO. LIMITED TORONTO Main 4106.

"St. Nicholas"

Fancy Lemons. Equal pack from top to bottom. They're better than the rest. Ask your dealer for them.

LOOK! LOOK! First shipment of
Almeria Grapes
in kegs, due now. *Price per keg, $5.50.* Better write or phone us about these. Also any other seasonable fruit.
The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

LEMONS are cheaper.
We have two carloads just arrived.
300s and 360s. Write for prices.
THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO
Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.
Peaches Grapes
Crawford Peaches

PURE GOODS ALWAYS SELL

There is no doubt that the **E.D.S. Brand** of Jams, Jellies, etc., sell mainly on their Purity, which, with my goods, has become a byword. Of course, if the prices were not reasonable some grocers would never order, no matter how good the fruit was. So you see the **E D.S. Brand** is within your reach as the purest goods at the lowest possible prices. The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the North-west; Lucas, Steele & Bristol, agents for Hamilton. Order a trial supply of my goods.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Canadian Representatives:

TH. J. PSIMENOS
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TORONTO—P. L. Mason & Co.
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"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

but it is reported that sales are not made as easily even at low figures.

The Montreal onion crop is nearly all on the market. Red onions are plentiful but found a little small in size; yellows are short, in fact about only one-half of an average crop, but quality is very fine. Cabbage, tomatoes and potatoes are still finding their way into consumption, but low figures are ruling generally. Other prices unchanged.

We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches	....	0 50
Canadian radishes, per doz. bunches	....	0 20
Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Green house water cress, per doz	....	0 50
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 75
Cranberries, per bbl	....	10 00
New potatoes, bag	....	0 50
Cucumbers, doz	....	0 15
Home grown cabbage, pe. doz	....	0 40
Tomatoes, box	....	10 20
Spanish Onions, cases	....	2 00
Red onions, brl	1 75	2 00
Turnips, bag	....	0 75

MANITOBA.

Green Fruits.

Winnipeg, Sept. 28, 1905.

Lemons are lower in California markets but there are no reductions locally owing to considerable stocks being held here. We quote:

Washington peaches (Freestone), per case	....	1 25
California " (Solways), "	....	1 35
Washington plums (blue), "	....	1 25
Hungarian " (red), "	....	1 50
Washington pears, per case	....	2 50
Ontario pears, baskets, No. 1	....	1 00
" " No. 2	....	0 75
Ontario apples, per bbl	....	4 50
Montana crabapples (due Sept. 15), per case	....	2 00
Fancy Limon bananas, per bunch	3 00	3 50
Washington cantaloupes, per case	....	3 00
American grapes, per basket	....	0 50

Oranges and Lemons.

Late Valencia oranges, 126's	....	5 25
" " " 150's	....	6 00
" " " 176's to 2 0's	....	6 50
Fancy California lemons, 300's and 360's	....	10 00

(10c. off for 5-case lots.)

Vegetables.

We quote:

Spanise onions, per case	....	1 80
Sweet potatoes, per bbl	....	5 50
Tomatoes, per basket	....	0 50
Cape Cod cranberries, per bbl	....	11 00
Parsley "	....	0 40
Mint "	....	0 45
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	0 40
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Cucumbers "	....	0 60
Green onions, per doz	....	0 40
Egyptian onions, per lb	....	0 03½
New California cabbage, per lb	....	0 02
Australian onions, per lb	....	0 05
Bermuda onions, per case	....	2 00
New Potatoes, per lb	....	0 02

ST. JOHN.

Green Fruit.

St. John, N.B., Sept. 28.

Oranges are high and sell but slowly.

Lemons high and quality but fair.

Bananas are easier. Other fruits are now in demand.

Apples are quite plentiful. While best grades are held at full price there are lots of cheap apples. Some of the soft fruit is particularly good stock for immediate use.

Peaches are fairly plentiful.

Pears are cheap. A large quantity of Nova Scotia offered.

Grapes are lower and market well supplied

Onions are perhaps rather easier. Quite large quantities of Canadian are now here. Quality is good.

Something New in Fancy Mustard Packages

We are offering to the trade a novel and rapid selling line of **Fancy Mustard Packages**—a line that every grocer will sell rapidly. Ask our **Mr. Fielding,** Ontario Representative, and **Mr. Bernard,** Quebec Traveller, to show them to you.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers?**
That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer for it or write us for prices.

CAPSTAN MNFG. CO., Toronto, Ont.

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

IT IS ENGLISH

So many sellers and users of Jams and Marmalades pay tribute to the high-standard of the English-made product.

SOUTHWELL'S

Jams and Marmalades

are English and the Standard.

You sell them, of course

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Are a Bonanza for many a Grocer

Give him the "Open Sesame" to a number of epicureans who wouldn't have any biscuits at any price—until they tasted

PERFECTION CREAM SODAS

Changed? Buy them regularly now. These people are at your door. You don't know it. To make the test you must have the biscuits. Get a supply and await results. You will find there are no "rainy days" with **Perfection Cream Sodas.** Find the reason in the "make."

The test should be a few cases.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BISCUITS AND CONFECTIONERY

A WARNING.

A VERY objectionable custom is at present ruling on the European continent in the confectionery world by the making of a sweet-meat confection in which a filling in liquid form is preserved of strong alcoholic mixture.

The reprehensiveness of such a proceeding cannot be too strongly pointed out Possibly the liquor itself does not violate any liquor law, but the indiscriminate eating of confection of this kind cannot fail to be productive of most objectionable results.

It is obvious that it would be quite possible to obtain a toxic dose of alcohol by taking a sufficient quantity of the confection.

The European authorities are beginning to awake to the importance of the situation. It is of first importance that the Canadian market should be warned of this danger as we understand that this confection has already secured an entrance into this market.

"WHY POPCORN POPS."

SOME interesting facts have come to light regarding the "popping" of the favorite popcorn. The Department of Agriculture (U.S.) has made various investigations, and have published the following particulars, which will be found of great interest to all users of popcorn :

The popping of popcorn is due to volatilization of the oil contained in the kernel.

Field corn does not pop as readily as popcorn pops because the outer portion of the kernel is more porous, permitting the escape of the oil as it volatilizes, while in the case of popcorn a great pressure is developed in the kernel by the confined oil and the kernel is suddenly exploded and turned wrong side out.

In composition popcorn differs from ordinary corn in having a larger proportion of corneous element and a great per cent. of oil.

Popcorn pops more readily when dry because when moistened the kernels are swollen, more porous and toughened and do not explode so suddenly and completely as when dry and hard.

Recently experiments were undertaken by an independent investigator to secure information on this question, the trials being made with Indian corn. Kernels extracted with ether were allowed to dry slowly, and popped successfully on being heated, showing that the oil was not the cause of popping.

Other questions were also studied. It was found that the quantity of water-soluble material was much the same in popped and unpopped corn, being 19.3 per cent. in the popped corn and 21.12 per cent. in the unpopped on the dry-matter basis.

Tests with cupric oxide showed that no more than mere traces of reducing material were present in either the popped or unpopped samples. It was found that corn lost moisture on popping, containing then 7.45 per cent., as compared with 12.13 per cent. raw. The tests made to learn whether soluble starch is formed by popping gave negative results.

Some tests were made to learn the influence of skin on the popping of the kernels and the popping qualities of different parts of the kernel. Skinned kernels would not pop, i.e., burst, at all. When kernels not skinned were cut in two crosswise, the halves nearest the cob did not pop, while the outer halves popped readily. When the skin was removed, neither portion would pop. When the kernels were cut in two lengthwise, both parts popped readily. When unskinned kernels cut into quarters were tested, it was found that none of the quarters from the cob end would pop. Some of the quarters from the outer end of the grain popped, though other specimens would not. When cut in halves crosswise, soaked in ether for five days, and dried, the halves which came from the pointed end of the kernels popped successfully, while none of those from the inner end would pop. When the skins were removed and the kernels were soaked in ether three or four days and dried, no success was met with on trying to pop them.

INCREASE

your trade and profits by handling only the best CHOCOLATES and CONFECTIONERY.

YOUR

Customers expect the Highest Quality for their money. Sell them the very best, and

PROFITS

and patronage will come your way.

STEWART'S

Chocolates and Bon-Bons

are

PURE and of the HIGHEST QUALITY.

THE

STEWART COMPANY

LIMITED

TORONTO

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

The Greatest Thing

is health and its preservation. The man of brain and brawn accomplishes more, both in the realms of mental and physical activity, than his weaker brothers.

One of the greatest aids to the maintenance of health and vigor is the daily use of

ORANGE MEAT

the favorite breakfast food—known for its cleanliness. All Grocers keep it, or should keep it. There is a steady demand. The price is reasonable—the inducements many. Protecting your health is the first law. Selling health food, the second. Do both.

The Frontenac Cereal Co., Limited
KINGSTON, ONT.

Flour and Cereal Foods

PREPARED FLOUR.

THERE is a good deal of movement in the world to-day, and movement, too, of a natural order, the necessary outcome of the acquirement of knowledge, and the necessity of each advancing stage. The housewife at one time baked but once a week; it was all that was necessary—on that day she baked sufficient bread and cake to last the following week out.

She bought her flour from the nearby mill, her yeast from the local brewhouse, and all went well. Everything has changed since then. The modern housewife looks to far different ways and means, and expects to find most of her things ready to hand and to use. Her duties to-day would never allow the antiquated methods of great-grandmother's day.

Millers, like other trades, have at last come to acknowledge this advancement, and have set themselves to meet the changed conditions. Time was when millers ignored such minor trades as supplying self-raising and prepared flours for cakes, but during the past few years many firms have gone into these smaller side lines, to great pecuniary profit, and the demand is one of steady advancement.

The housewife cannot spend much time over her baking, and the self-raising flour comes in to help her economize time, and allow her to spend more time over her other domestic work.

To make the old-fashioned cake she required a variety of ingredients, and often had to postpone making the favorite cake, because she had run out of some necessary ingredient. The latest achievement in prepared flour alters all this.

The handy cake flour of modern date is an immense saver of trouble, and should prove an indescribable boon to all busy housewives. Packed in the favorite carton style, it is convenient, clean and handy. The flour is supplied in almost any kind of mixture, currant, cocoa-nut, sultana, madeira seed, etc., etc.

It is as yet early days in manufacture of prepared flours, but they are sure to make considerable headway. Now is the time to make money out of the proposition, and grocers should not be slow to take advantage of the idea.

MORE YIELD AND A BETTER LOAF

It is claimed that a new process of flour milling has been discovered in England. The inventor asserts that by the new process a much larger quantity of flour is obtained from the wheat than by the old process. The total yield under present conditions is seldom more than 72 per cent. of the wheat milled, by the new system this yield is increased by upwards of 15 per cent. It is, moreover, claimed that by the use of flour made in this process a much more wholesome and digestable loaf is obtained than is at present made, and this by comparison with the best known grades of flour.

A NEW MILL FOR CALGARY.

A new flour mill is being erected at Calgary, Alta., for the handling of wheat in the immediate district. It is expected that about one million and a half bushels will be collected in the immediate vicinity. The present boycott in the Oriental market against American products is taken as an excellent opportunity of obtaining an entrance into that market for Canadian flour and the Fall wheat grown in that district is particularly adapted for the Oriental market.

When this mill is completed, the capacity of which is about 1,000 barrels, there will be three mills in Calgary, each of a capacity of from nine hundred to two thousand barrels

ENGLAND'S OLD MILL.

The demolition was last month commenced of the well known High Mill at Yarmouth, which enjoyed the reputation of being the highest windmill in England. The cap was 120 ft. from the ground, and it had served as a landmark far and wide, by sea as well as land. Circular in form, the mill contained 12 floors. Its walls were 12 ft. thick, and are estimated to contain hundreds of thousands of bricks. It was built in 1812, when it cost £10,000, and all its working "life" was in possession of Press Bros. It was discarded some years since, and a few months ago was offered under the hammer with the obligation upon the purchaser to take it down, when it realized £100.

EXPERT MILL FOREMEN.

We have several times made reference to the great demand evident among up-to-date master millers for more expert knowledge, as exemplified in the large number of those asking for highly trained managers, foremen, and workmen. We have long seen that this must come about, and have time and again urged both men and masters to get ready for it. The British and Irish miller has, in the aggregate, attained to an unique position, and he will be wise in straining every point in order to keep it. The equipment of the mills of to-day is the result of hard struggling and persistent effort. Flour milling machinery is at its best in our mills, but it will only run as it is made to run, and without the man who has to set the pace understands the multitude of reasons which govern that pace the machinery is of very little good. Master millers, as a whole, have, we are sorry to say, been long in finding this out, and the consequence has been that not enough men of the right stamp have been induced to make flour milling their life's work.

"GOLD CROWN" FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P. DOWNEY, 26 St. Peter St. MONTREAL

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar makes delicious pickles and delightful salads.

Purnell's Sauces and Pickles are on top for quality.

PURNELL, WEBB & CO., Limited, - Bristol, England.
Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S Side Queen Square
St. John, N B —Robert Jardine.
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street
Vancouver, B.C.—C. E. Jarvis & Co , Holland Block
Halifax, N.S.—E. St G. Tucker, 1 Bedford Row
Toronto, Ont.—J. Westren, 630 Ontario Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.
Hamilton, Ont.—Bickle & Greening

THE TWO P'S

Pharaoh and **Pebble**—the first our 10-center, the second our 5-center. These are not "no better than any others." They are; and the bull-dog grip they get on smokers proves them to be distinctly better. Trust a smoker to find out whether or not these two cigars are as good as we say they are.

They are the "Safest" Cigars from the grocer's point of view, and the best from the customer's.
We can always supply a few more grocers.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Inside Quality

is the thing that counts with Tobacco.

T & B

has it. If **T & B** was not good in itself, no amount of outside effort would make it good. You know that, Mr. Grocerman. Frame your policy accordingly.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO CROP CONDITIONS.

THE tobacco crop is attracting a good deal of attention all through America at the present time. Much anxiety was felt earlier in the season, on account of the heavy rain storms, and at one time fears were entertained that the crops would suffer. On the abating of the wet, better prospects arose, and excepting the appearance of "worm," the crop will be quite up to ordinary.

* * *

In Pennsylvania the greater portion of the tobacco crop has been secured in good condition, and most of the tobacco is reported as being large in yield and excellent in quality.

* * *

In Virginia tobacco cutting, housing and curing has been vigorously prosecuted and only a few late fields remain to be harvested. The yield of this crop for acreage is very good and the quality, on the whole, satisfactory, though the light grades are somewhat chaffy locally.

* * *

In Kentucky rapid progress has been made in the cutting and housing of tobacco, many fields having been nearly all cut, while the crop as a whole is probably half housed. There have been few complaints of firing and houseburning, most injury from these causes being previously reported. Worms continue to do damage in a number of localities.

* * *

In Wisconsin tobacco cutting is nearing completion, and, except in those sections where damaged by hail, the crop is excellent. In Columbia county tobacco is nearly all shedded and a fine crop, and in Crawford county it is nearly all housed and a good crop generally.

* * *

In North Carolina tobacco is all cut and cured in the east, while in the central and west portions a great deal has been cut and cured, but there are some farms where cutting is only about two-thirds done. In general the leaf is good in quality and color, but it lacks weight. In the west part it is firing and specking badly in places. The crop will only be light, about 60 per cent.

* * *

In Ohio a great deal of tobacco has been housed in good condition during the week, and the weather has been favorable for curing.

* * *

In Tennessee tobacco cutting is nearing completion and being housed and cured; some damage by worms is reported, but, as a rule, the crop is excellent in point of quality.

* * *

In South Carolina tobacco grading is well under way in Darlington county districts.

SMOKING A PREVENTATIVE.

"It's an ill wind that blows nobody good," is a proverb which has had another confirmation. The revenue returns from New Orleans for the month of August show that the manufacture of cigarettes and smoking tobacco took a big bound, whereas naturally during the confusion caused by the epidemic of yellow fever the business should have suffered a setback. This was due to the general belief in the new theory of the mosquito spreading the disease, and every one seems to have taken to smoking to drive him away.

TOBACCO DRINKERS.

Tobacco drinking is not one of the bad habits of to-day, but several hundred years ago it was a pretty prevalent custom. A poet took occasion, in 1643, to attack it. He wrote:

"To quaffe, roare, sweare and drink tobacco well
Is fit for such as pledge sick healths in hell."

John Swan was the name of this poet, and the place where is found his couplet against tobacco drinking was in a book published by him in which he attacked all the vices of the age.

It seems that they powdered up the herb, those old-timers, mixed a half teaspoonful of it with a whisky glass of hot water, and tossed off this red-brown fluid as one would toss off a lemonade.

The effect of drinking tobacco was like the effect of smoking. It soothed and calmed the nerves, producing a pleasant feeling of contentment.

It did not appear to be particularly harmful. Many a tobacco drinker lived to a green old age.

THE "BRIAR" PIPE.

The so-called briar pipe is not made of briar at all, but from the root of a particular kind of heather, called in French bruyere, which grows on the hillsides of the Tuscany Alps in north Italy and on the mountains of Corsica. English tradesmen, finding the correct word bruyere somewhat difficult for the English tongue to pronounce, reduced it to briar, and in this way the corruption crept in, and was established by popular usage. Originally Swiss peasants made snuff boxes of this wood, and when snuff taking became unfashionable the peasants turned their attention to making pipes from the root, and found a ready market for them.

ECCENTRIC ADVERTISING.

IT is somewhat interesting to notice the eccentricities of our cousins across the border. Anything that will attract attention, no matter how strange or even alarming, is used to secure notice. Following we give copy of the latest circular issued by the Booth Packing Co., of Baltimore, who are much given to this kind of advertising:

"Thou vague, inscrutable product of the vegetable kingdom, come forth! Reveal, and appear in thy accustomed garments of innocence and lucidity! Come out into the sunshine, full three days hath it been since we've said "It rains," and for two long months, in vain, have thy hiding places been sought! What's the use? Why fret and worry over a

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

condition as easy to change as to add a cubit to one's stature? 'There ain't no tomatoes; there's been too much rain,' said a farmer yesterday, while the mud on his boots and the price he received most positively justified his statement.

"Were both packers and jobber created like double-headed Janus—one face forward, the other backward, looking into the future and the past as well—the season would have been as smooth and serene as a summer sea. What a fortune Janus would have made with his forward head, granting he could distinguish a tomato from a bath towel! Flirt not with the future, be content with the present. Many dreams of anticipation have been embittered by stern, cold, unbending reality. We have been doing our best to keep you informed of the tomato market. From the rising to the setting sun we have searched the nooks and crannies of several States for this 'rara avis,' to the end that intelligent calculations could be made. We recognized our inability to forecast, hence our resignation is in your hands.

"Remember the Dutch legend, how the peasant woman meeting a hunter in the forest, mystified and wearied the pursuit by her rapid changes into a leaf, a flower, a tree? The prices we have made the past three weeks no doubt have mystified you; they were hardly cold before they were changed, so rapid was the advance in the price of fresh fruit. These lightning changes are shocking! We'll try it again. These figures may be good only on the day this circular is issued; they are subject to change at any moment. You will have a basis at least upon which to shape a purchase, and a wire will enable us to give you positive prices for immediate acceptance and shipment."

CLOSING THE YEAR.

EACH year should, as far as possible, stand on its merits, i.e., transactions for the period should all be put through within the period. If this is impossible, as is very often the case, these items should be looked after very carefully on what might be termed an "outstanding list," which may be compiled as the various items come up in the ordinary course of business. These items may represent amounts due (liabilities); unearned, or, to use a different term, prepaid amounts; (assets), which would be brought down in the respective accounts on the debit or credit side, as the case may be.

This subject may properly be divided into four headings necessary to the preparation of an annual statement, as follows: 1, stock taking; 2, purchases; 3, sales; 4, outstandings.

1, Stock Taking.—Inventory sheets should be prepared from the catalogue and typewritten, together with the prices of the various lines entered at cost, or if the advance on cost is uniform the list prices may be entered and the cost discount deducted from the total. So as not to interfere with the current shipments of goods, the different lines on the shelves should be labeled as to brand and quality, and when orders are filled deductions made from the different labels. A day or two will usually suffice to call in the stock and enter on the sheets already prepared. At the same time stock of catalogues, price lists, advertising matter and stationery should be taken carefully so as to insure the correct amount being brought forward as an asset in the accounts, most of which in these cases are "expense accounts." The stock sheets should be extended and the extensions checked to insure correctness.

2, Purchases.—It is very important that all purchase invoices should be put through the "purchase journal" for goods actually taken into stock. A record of purchase invoices should be kept as received by either numbering and recording in a book for this purpose, or by using a yearly record book in which are entered the names of the different concerns from which goods are purchased, opposite each being the columns for the months of the year. By referring to this book it can be ascertained at once whether any goods have been purchased in a certain month, and a statement may then be procured which will give full particulars as to dates and amounts; when these statements have all been received the amounts should be checked off with the invoices entered in the "purchase journal," and a list of all unpassed invoices handed to the different departments with the request that full particulars be given as to whether the goods represented by such invoices were taken into stock or not. By using this method and by a thorough scanning of the receiving books for goods not invoiced, it is almost certain that all purchase invoices have been credited.

3, Sales.—Special care should be exercised to see that all goods shipped, which were not taken into stock, were charged through the "sales;" also that all rebates, allowances, etc., are credited through the "sales." If this should be impossible at the time, provision may be made in the "sales" account when closing the books. All goods returned by customers should be taken into stock and credits put through "sales" for same before closing the books. Output shipments from factories, even if received after stock at the warehouse has been called in, should be added to the inventory.

4, Outstandings.—Insurance should be calculated as to the amount of unearned premiums, and the amounts brought down in the respective accounts as an asset. Provision should be made for magazine, sign and permanent advertisements from which no direct benefit would have been derived in the current year. An amount should be set aside as an asset for the approximate value of the catalogues, price lists, etc., on hand when the books are closed. The actual stock of stationery should be taken, priced at cost, and the value brought down as an asset in the "stationery" or "expense" account. Provision should be made in the "purchase" and "sales" accounts for rebates, allowances, etc., due customers on sales or due from creditors on purchases. Amounts should be brought down in the expense accounts as an asset or liability, as the case may be, for taxes, rents, water, fuel, light, telephones. Freights on goods shipped and charged in the fiscal year and not yet paid, should be provided for. Also freight on goods held on consignment at some distant point should be taken into account as the value of such goods has been enhanced by being laid down at a distance. Salaries of officers and foremen should be apportioned over the different departments, also salaries or wages of all unproductive labor. Interest on notes due, discount on bills discounted, sales discount and purchase discounts should be provided for if thought advisable.

KEEP A LIST OF LEAKS.

DID you ever seriously try to make a list of the holes through which possibly little bits of profit were constantly dribbling away? Overbuying is a leak. An extra five off for taking a quantity is a saving, but if the quantity lasts you a period of four times as long as the time it takes to get a fresh supply from your market, you have lost the profit on a part of your capital unnecessarily tied up. And if that loss of profit exceeds your saving, it is not necessary to have additional proof that overbuying may be a leak. Stowing away goods likely to sell on sight, where they cannot be seen, is a hole through which leak profits that might have been made had the goods been properly displayed. Failing to care for goods, so that they get shop-worn and must, therefore, be sold at reduced prices is another leak. Holding of seasonable goods until they become utterly out of style, rather than getting rid of them by taking a small loss, is still another leak.

Letting windows go unwashed and unchanged is a decided leak. Not only are you thus losing profit on sales that might be directly caused by particular displays in the windows, but you are also failing to improve an opportunity right at hand in the form of those windows to give passers-by most convincing reasons for coming into your store. Letting your bills go unpaid until too late to secure discounts that may be offered for cash is another leak. Very few cash discounts are so small but that they afford a profit over and above the interest that would have to be paid were it necessary to borrow money with which to pay the bills.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

CLAY PIPES
None equal. Insist upon McDougall's.
There IS a Difference.
D. McDOUGALL & CO., Glasgow, Scotland

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Sept. 28, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
¼ doz.	10c.	$0 85
½ doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	7-lb.	10 50
4 doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 80
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

STRAWBERRY JAM

IS

1.—GOOD JAM.

2.—PUT UP IN A VERY ATTRACTIVE SQUARE JAR WITH A METAL AND CORK SCREW TOP.

3.—A GOOD SELLER.

ORDER

A TRIAL CASE OF 4 DOZEN.

ROSE & LAFLAMME
MONTREAL AND TORONTO

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, · Montreal

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—

	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—

	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	per doz.,	$	.90
1 " "	4 " "	"		2.40
½ " "	2 " "	"		4.75
1 " "	1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—

	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ¼-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	13 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Money isn't **everything** in business
Reputation counts for more in the end.
The reputation for **absolute perfection** possessed by

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared" Corn

has made money for every dealer selling starches.
It will do it year in, year out.
Pin your faith to **Edwardsburg brands.**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 [illegible]
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 [illegible]
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	[illegible]

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$3 60 case.
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Bee " brand starch—	
laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

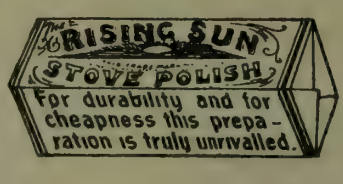
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

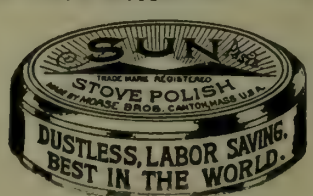
OGILVIE MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 4 bxs., ea. 3 dz.	38
Enameline No. 0 6 bxs., ea. 3 dz.	65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS
SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.
MANUFACTURED BY
G. F. SUTTON - SONS - & - Co.
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

	Wholesale.	Retail
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19½
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and ⅛s, 60-lb. cases ....retail	0 25 at 0 30
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases ....retail	0 30 at 0 23
Yellow Label, ½s and ¼s, 60-lb. cases ....retail	0 35 at 0 26
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases ....retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases ....retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 60-lb. cases ....retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

Labor, Time and Worry

are saved by selling

Dwight's "COW BRAND" Baking Soda

—No weighing up bulk goods, no time lost in serving customers, and no worry about quality, that is guaranteed by us. Think over this statement, buy "Cow Brand" Baking Soda.

For sale by every jobber.

CHURCH & DWIGHT, LIMITED
MANUFACTURERS, - MONTREAL

CHEAP FLAVORINGS

are the substance of half the vinegars and, of course, the cause for half the complaints. Pure vinegar can only be made from pure fruit.

GOLDEN RUSSET VINEGAR

is made from none but the purest fruit—wholesome apples. No complaint where **Golden Russet** is used, because there are no acids, cheap flavorings, etc., in it. You will find that it pays to keep a supply of **Golden Russet Vinegar.**

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

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TEA HINTS

For Retailing
By JOHN H. BLAKE

PART I.
The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.
How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

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COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Fruit Jars

We Can Ship Quick

Quart, ...$ 8.25 gro.
(Wine Crown only)

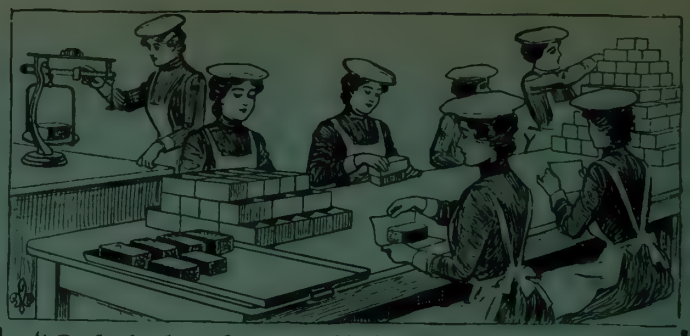
½ Gallon ..$10.50 gro.
(Wine Crown only)

Pint .....$8.00 gro.
(Imperial Crown only)

Quart .....$9.25 gro.
(Imperial Crown or Schram)

Net, 30 days.
Wire your orders.

Gowans, Kent & Co.
TORONTO



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Perfectly clean means a good deal in food. Your customers are particular about what goes on their tables. . That is why they discriminate in favor of

Wethey's Mince Meat

They know it is clean, pure, wholesome and delicious. How is your stock of Wethey's Mince Meat ?

J. H. Wethey, Limited
ST. CHATARINES, ONT.

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, OCTOBER 6, 1905. NO. 40.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

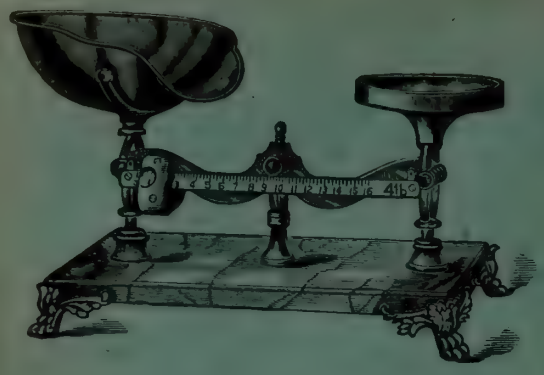
CHRISTIE'S BISCUITS

Always please your customers.

Five hundred varieties to choose from.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited



Scales Brass Scoops
Steel Scoops Candy Show Pans
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue *440 and 442 Yonge St., TORONTO*

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Tried Tested Trusted

"Tried and not found wanting"—that in the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double-quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

Note!!

All Seeded Raisins packed by

Griffin & Skelley Co

are seeded by the 3-roller process, the most perfect up-to-date process in existence at present.

No Cracked Seeds

remaining in raisins.

Cleaner Fruit

than ever before.

G. & S. have a personal interest in the patents.

Griffin & Skelley's Dried Fruits

Clean, rich, ripe—the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

Castile Soap "Shell" Brand

"SHELL BRAND"
(LA COQUILLE)

Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In 1-lb. bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

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BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

HAMILTON, ONT.

Long Distance Phones
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BROKER and
Commission Merchant
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JERUSALEM WAREHOUSE
HALIFAX, N.S.
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WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 BOARD OF TRADE, - MONTREAL
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

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W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.
Manufacturers' Agents and Importers.
29 Melinda St., TORONTO

INDEPENDENT CANNERIES

When you want Independent prices for Canned Goods, phone, wire or write us, as we have some of the best brands in Canada to offer.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

ST. JOHN'S N.F.

THOMAS B. CLIFT
Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

VICTORIA, B.C.

Radiger & Janion
VICTORIA AND VANCOUVER
MANUFACTURERS' AGENTS and COMMISSION BROKERS
Correspondence Solicited. Reference — Bank of British North America, Victoria.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located.
Dingle & Stewart
Winnipeg, Man. Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency **Correspondence Solicited**

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Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

GEORGE ADAM & CO.
Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***
Members Western Wholesale Brokers' Association,

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CANNED SALMON
1905 PACK
Wire or write us for prices:
Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks
Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
BRANCH HOUSE:
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Manufacturers and Wholesale Commission Agent
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WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane. NEW YORK—Frame & Co., 132 Front Street.

Cable Address: BOYD—TRINIDAD. CODES USED: Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.

Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

The Increase in Sales of

Lytle's Mince Meat

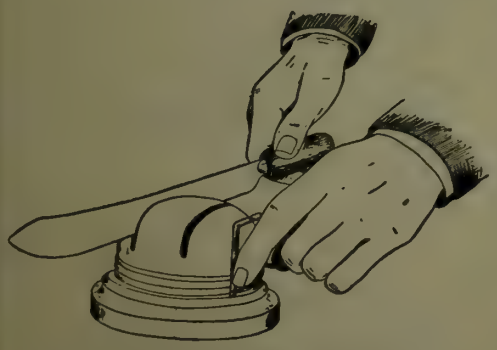
is practical proof early in the season of the popularity of these goods among consumers.

It always pays the grocer to carry goods that have the commendation of customers.

Done up in pails.

The T. A. LYTLE CO., Limited

124-128 Richmond St. W., Toronto, Can.



No. 3 (Household), Retail Price, 65c.

ROSE AUTOMATIC GRINDERS

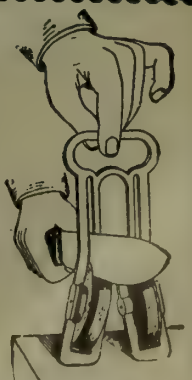
DIRECTIONS

1. Stand the Grinder on a table, holding it upright with one hand, as shown in cut, and do not change its position while using. 2. Run the knife blade through one of the slots, its edge resting between the metal disc and emery wheel, as shown in cut. 3. Use some pressure and run the b'ade its full length forward and backward quickly a few times, which grinds one side. 4. Place the knife blade in the other slot and repeat the operation, as at first, which grinds the other side of the blade.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS.

GET FURTHER PARTICULARS FROM

THE ONTARIO SUPPLY CO., OWEN SOUND, ONT.



Rose Automatic Knife Grinder, No 5.

Profitable Teas

Japan Teas show value in the cup, value to your customers in their general healthfulness and value to you as dealers.

They are the cleanest, purest and most invigorating teas grown and prepared for mankind.

Buy JAPAN TEAS

Every Grocer has the desire to do a good business in coffee. But how many do?

Read This

It's True

By selling **PATERSON'S CAMP COFFEE ESSENCE** you give your customers an article that gives such satisfaction that they will stay with you.

ROSE & LAFLAMME,
Agents, Montreal

George Dalidet & Co.

BORDEAUX,
FRANCE

The Noted Packer of French Products

Peas
Mushrooms
Mixed Vegetables
Sardines

They Are Sellers

Crystallized and Glaced Fruits

Let us hear from you.

Agents:
ROSE & LAFLAMME
MONTREAL

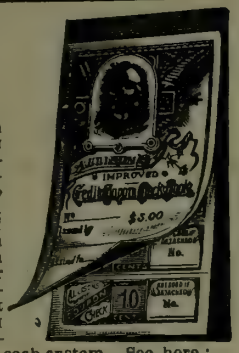
W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

MAKE MONEY

Work up a trade on

SYRUP OF MALT
EXTRACT OF MALT

There is always a call for these.

Get Sample.

GEO. SLEEMAN, Guelph, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

J. S. CREED,

153 UPPER WATER ST., HALIFAX, N.S.
or
BOARD OF TRADE BLDG., MONTREAL.

Druggists, like doctors, must do their best to cure their customers, lest they should be permanently lost to them.

Mathieu's Syrup

of Tar and Cod Liver Oil

is the only ***CURE*** for colds. Don't let any good customer go about coughing. Get him to try a bottle.

The reason Mathieu's Nervine Powders sell so well is because they effect such a rapid cure. Write for samples and prices.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

"There's no Tea like Ceylon."

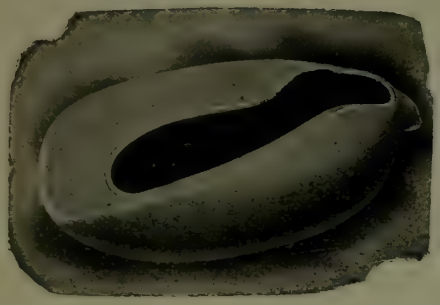
Other scenes may seem fair at a distance, but there's no place like home. Most people have had that proven to them. Other teas may look nice in the package, but there are no teas like

CEYLON TEAS

Most grocers have had that proven to them also. Seller of Good Teas, you know this. You prove it every day to your entire satisfaction, but yonder merchant does not know because he has never tried to prove. You will bear with us while we repeat the story for this merchant's sake. **Ceylon Teas are incomparable. They make friends by the thousand and retain them, because the blending of honesty with quality constitutes a sterling character in tea individuality. It begets confidence, encourages thrift and enlarges the commercial outlook. Sales and steady customers follow.** These are important truths for you, the Man Who is Hesitating. Don't act rashly, but don't be improvident. Examine your tea policy. If you see room for Bigger Sales, know then that it is time to fly the new banner:

CEYLON TEAS

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TRADE MARK.

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

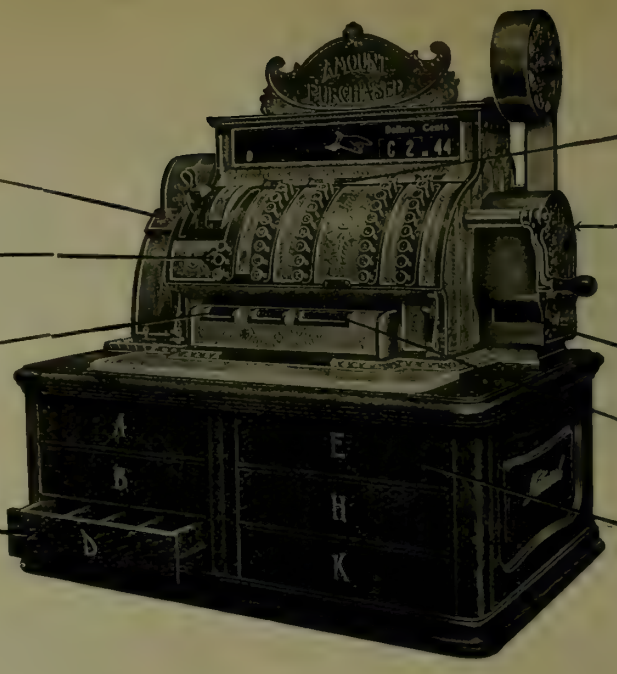
ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a_____ Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. clerks

RIERA'S

"BLUE LION" and "MAPLE LEAF"

VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC **Montreal** **OTTAWA**

INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford Ont.

A. H. ALLEN, Manager

NEW LABRADOR HERRINGS

The first lot this year and they open up nicely.
Just have them in half-barrels. Better order one.

JOHN SLOAN & CO., - Toronto

TODHUNTER'S
EXCELSIOR
Sure to please your customers. COFFEE

Blended by

TODHUNTER, MITCHELL & CO., TORONTO

Social Tea
Social Coffee
Social Cocoa
Social Baking Powder
Social Breakfast Foods

We intend having monthly competitions in the interest of Social goods—you might as well share in the profits.

1st Competition closes November 15
2nd " " December 20

Send us a sample order. Write, phone or wire.

SOCIAL TEA CO., - HAMILTON, ONT.

WE MAKE OUR BOW TO THE TRADE

and introduce our new canning factory at Napanee. We have tried to make it as well equipped and up-to-date as money and brains can make it, and we think we have succeeded. Then, too, we are in a district that isn't excelled for fruit and vegetables.

This season we are staking our future on the quality of

CANADA'S PRIDE

brand of **Corn** and **Tomatoes.** The goods are the best that nature and skill can make them, and our label is a beauty.

Ask your jobber for **Canada's Pride** brand. If he can't supply you write us direct.

NAPANEE CANNING CO., Limited, - - NAPANEE

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product.** It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

IT'S HOLBROOK'S

"THEN WE KNOW IT'S GOOD"

This is the unanimous opinion of all who have tasted HOLBROOK'S GENUINE IMPORTED Worcestershire SAUCE.

LISTEN!

YOUR CUSTOMERS LIKE IT,
YOUR JOBBER SELLS IT.

YOU SELL IT TOO.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

Signs and .. Show Cards

Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which shows you as well hundreds of other styles of Signs.

THE MARTEL-STEWART CO.,
LIMITED
681-683-685 Craig Street
MONTREAL, - CANADA

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.
No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO

No Acid in

YORK

METAL POLISH

York Metal Polish is the quickest, cleanest and most durable polish made. Liquid or paste. 10c. sizes and upwards. Free samples with every order. Free sample to any dealer.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

We Had an Object in View

When we chose the name OLD HOMESTEAD for our canned fruits and vegetables a little over a year ago.

We had an ideal in view when we set about organizing our company and equipping our factory a few months earlier.

Our Ideal was to put on the Canadian market a brand of Canned Fruits and Vegetables that should set a new standard of excellence. To that end we have taken care that:

I. Fruit and Vegetables should be choice and fresh.

II. Every precaution for cleanliness should be taken.

III. The most healthful and effective processes should be used.

In the Name of OLD HOMESTEAD we found a name that represented our ideal that stands for all that is fresh and wholesome and delicious, the kind of fruits and vegetables you enjoyed on the OLD HOMESTEAD when you were a boy.

We stand by our ideal. We ask you to put it to the test. We promise you pleased customers and increased business in canned goods if you put your trust in OLD HOMESTEAD Brand and put OLD HOMESTEAD Brand goods on your shelves.

Don't be satisfied with anything but the best. Insist on getting OLD HOMESTEAD.

The Old Homestead Canning Co.

Picton, Ontario.

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

As to Promises

Words should be weighed in making trade announcements. "Make no promises you cannot keep."

The Trade Mark and the bulk-sold goods that make up the list of

WOOD'S COFFEES

are the result of infinite pains in study, research, experiment and test, backed by the best modern perfecting processes.

We promise it—you prove it.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

TEAS TEAS TEAS

Blends in Bulk

CORONATION

JOHN BULL

KING'S ROYAL

Ceyloya Ceylon Tea

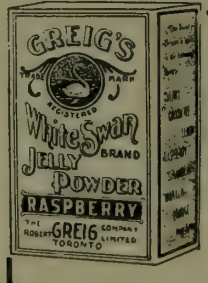
In Packages

For Strength, Flavor and Quality, ***Our Blends*** are unequalled.

WARREN BROS. & CO.

35-37 Front St. East,

TORONTO



GREIG'S

WHITE SWAN

Jelly Powders

All true fruit flavors—High grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED

White Swan Mills, TORONTO

Western Association News and Topics

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

Association Sections.

HAMIOTA section includes merchants in following towns: Kenton, Hamiota, Bradwardine, Westwood, Harding and Oak River. Wm. Chambers, Hamiota, secretary.

Gladstone section.—Gladstone, Plumas, Ogilvie, Keyes and Woodside. Mr. Collins of Galloway Bros., Gladstone, secretary.

Neepawa section.—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare, Neepawa, secretary.

Emerson section.—Emerson, Dominion City, Ridgeville, and West Lynne. Secretary, H. McCaul, Emerson.

Morden.—Secretary, Harry Meikle.

Winkler.—Secretary, Alex. Wilton.

Altona section.—Altona, Gretna, and Rosenfeld. Secretary, W. J. Cobletz, Altona.

Arnaud section.—Arnaud, Otterburne, St. Fierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Souris.—Secretary, W. G. McLaren.

Napinka section.—Napinka and Medora. Secretary, Mr. Kaiser of Coote & Kaiser.

Minnedosa section.—Minnedosa, Basswood and Rapid City. Secretary, Jas. Campbell, Minnedosa.

Shoal Lake section.—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Company.

Birtle section.—Birtle, Foxwarren, Rossburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

* * *

With only some three weeks remaining until November 1st, the association "red letter day," the time seems opportune to review the work accomplished since the semi-annual meeting held in Winnipeg during the Exhibition week. Accordingly we publish this week the entire list of new members secured since that meeting. To put it mildly, this list affords tangible, indisputable evidence of very encouraging progress.

Lenore—Carscadden Bros., Alf. Fulcher. Miniota—J. D. Forsyth & Co., A. Ross & Co., W. L. Hodnett. Arrow River—W. L. Hodnett. Crandall—Brown & Warren, Jas. Todd. Oak River—Hess & Cochrane. Wellwood—C. E. Titus, Dalton & Co., E. Beeman & Co. McKenzieville—E. Downton. Brookdale—J. W. Miller. Eden—S. L. Patmore. Riding Mountain—F. Foulston. West Selkirk—W. Robinson, J. R. Bullock, J. K. McKenzie. Bernie—Foulsten Bros. Souris—McBride & McLeod. Gladstone—S. Schooley, Broadfoot Bros., A. W. White, Galloway Bros. Binscarth—Smellie Bros., Limited. Neepawa—The J. Brown Co., Limited, P. A. Clare, A. E. Fremlin, J. E. Fulton, Tritt & Schragge, J. V. Smith & Co. Strathclair—J. M. Roberts, Geo. Manson, Chapman & Co., W. L. McInnis. Shoal Lake—Smellie Bros., Limited, Treitelbaum & Finkelstein, C. R. Duncan, Western Trading Co. Russell—T. Hill & Son, Smellie Bros., Limited, A. Astbury. Oakburn—Walker & Moffatt, C. Cohen. Rossburn—Hough & Wickware, Wm. Young, V. W. Johnson. Birtle—Miller & Co., H. A. Manwaring, J. Walley & Son, Hough & Wickware. Foxwarren—Baker & Peters, Estate Henry Leckie, J. M. McCrindle. Franklin—A. M. Anderson, P. J. McDermott. Salsgerth—Duggan & Stedman, J. C. Anderson, H. A. Manwaring. Newdale—R. Cristoll, W. R. Lanery, Crossley Bros., Thos. H. Peter. Kelloe—J. F. Cairnes. Arden—McCairnes & Boughton, E. G. Hipwell. Minnedosa—H. Leslie, M. Nystone, Campbell Bros., Dixon Keighley Co., P. J. McDermott, Wright & Co., Phelps & McCormick. Clan William—The J. Brown Co. Limited, P. J. McDermott. Beulah—C. W. Clifton. Hamiota—P. Heddisheimer, J. Arnovitch, Ovans Bros., Wm. Chambers, G. L. Thomas, Jno. Lemon. Rapid City—LePage Bros., Murray & Beattie. Westwood—Geo. Brown, H. Bicknell. Forrest—Clifton Watkins. Carnegie—W. A. Pierson. Pendennis—Chas. Fox, O. H. Stewart. Kenton—E. H. MacLaren, S. T. Atkinson. Harding—Reid & Spence, F. C. Dundas. Bradwardine—Butler & Cascadden, A. E. Fensom. Arnaud—W. Ledoux, Smith Bros. Ridgeville—Hinton & Co., Whitman & Co. Dominion City—Morkle & Scott, Bell & McCaul. Emerson—Bell & McCaul. Otterburn—Geo. Rennart, A. Lasalle. St. Pierre—A. Rennart, L. Tessier, J. Madore, E. Tetreault, Lasalle-Carey Co. St. Malo—D. Maynard. Virden—McLennan & English, Clingan, Scales & Wilcox.

* * *

To complete what might be termed the statistical evidence of progress made by the association during the last few weeks we also publish the names of the various Manitoba towns in which a reform has been made in the selling price of tobacco. In all these towns tobacco was formerly sold either at cost or at a loss. In some places merchants were selling four plugs of Macdonald smoking tobacco for 25 cents. Thanks to the association, notices similar to those printed in The Grocer in previous issues have been posted up in all stores and now tobacco is being sold at a profit. The towns are as follows: Wellwood, McKenzieville, Brookdale, Emerson, Ridgeville, Arnaud, Dominion City, Otterburn, St. Malo, St. Pierre, St. Elizabeth, Oak River, Hamiota, Arrow River, Crandall, Miniota, Lenore, Harding, Kenton, Bradwardine, Carnegie, Forrest, Westwood, Beulah, Oakburn, Shoal Lake, Newdale, Strathclair, Kelloe, Foxwarren, Solsgirth, Birtle, Rossburn, Pendennis, Sinclair, Reston and Pipestone.

On the night of September 28th a very successful organization meeting was held in Birtle at which a strong association section was formed. This section comprises the towns of Birtle, Binscarth, Russell, Foxwarren, Beulah, Rossburn and Solsgirth. There were present at the meeting Messrs. Johnson and Young of Rossburn, McCrindle of Foxwarren, Anderson and Fisher of Solsgirth, Manwaring, Wickware, Walley and Miller of Birtle. Secretary Coulson represented Mr. Smellie of Russell.

Messrs. Smellie of Russell, Johnson of Rossburn and Manwaring of Birtle were elected to act as a committee on produce, staples and credit. Mr. Manwaring is to act as secretary of the committee. The following schedule of prices on staples was adopted to go into force at once (no cash discount to be given): Sugar (gran.) 15 lbs. for $1, $6 per cwt. flat. Sugar (yellow), 17 lbs. for $1. Corn, 15c per can, 2 for 25c. Peas, 10c straight. Tomatoes, 15c straight, 7 cans for $1. Strawberries, 20c, 2 cans for 35c. Syrup, 10 lbs. 60c, 20 lbs. $1.15. Salt, per barrel, $2.50, 50-lb. jute sack 65c, 50-lb. duck sack 75c. Rolled oats, 20-lb. sack 75c. "Force" and "Grape Nuts," 20c or 2 for 35c. "Vim," 2 for 25c. "Orange Meat," 20c, or 2 for 35c. Tobacco, as per printed list. Spools, 6 for 25 cents. Butter, 15c per lb. and return tubs. Eggs, 20c per doz.

It was distinctly understood that these prices go into effect at once.

* * *

On the night of September 26th a meeting was held at Shoal Lake of merchants in that section, which includes the towns of Shoal Lake, Newdale, Strathclair, Oakburn and Kelloe. Chas. H. McGrath, of Shoal Lake, W. L. McInnis of Strathclair and Thos. H. Peter of Newdale were elected a committee on produce and staples and credit, Mr. McGrath to act as secretary of the committee. The following schedule of prices on staples was adopted to go into effect at once (no cash discount to be given): Sugar (granulated), 15 lbs. for $1, $6.25 per cwt. cash, $6.50 credit. Sugar (yellow), 16 lbs. for $1, $5.75 per cwt. Tomatoes, 15 cents straight. Corn and peas, 2 for 25c. Cheese, 17c. Salt, per barrel, $2.50. Salt, jute sacks, 50 lbs. 65c. Salt, duck sacks, 50 lbs., 75c. Pickles, Blackwood & Dyson, sour, 90c; sweet, $1; pail or jar. "Force" and "Grape Nuts," 20c or 2 for 35c. "Vim" 2 for 25c. "Orange Meat," 15c and 25c. Tobacco, as per printed card prices. Butter in tubs, rolls and bricks, 14c and return tubs, or 15c and charge for tubs. Eggs, 18c. Spools, 6 for 25c.

* * *

In last issue were published the agreed price lists now in effect in the Hamiota and Gladstone sections. The Neepawa list is practically the same as the Gladstone. Merchants will find a comparison of the prices obtaining in the various sections very interesting reading.

* * *

Evidently the merchants in the Shoal Lake district are very much in earnest

RISING SUN STOVE POLISH
SUN PASTE STOVE POLISH

Increased Sales

Our enormous facilities enable us to give better quality than can be produced by other manufacturers, and the largely increased sales of both **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish prove that the consumer recognizes this fact. No retail dealer can make a mistake in pushing both **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish. **SUN PASTE** is guaranteed in every way.

MORSE BROS., - Proprietors, - CANTON, MASS.

in their effort to put tobacco on a reasonable selling basis. A notice signed by the merchants in Shoal Lake, Strathclair, Newdale, Rossburn, Kelloe, Beulah, Foxwarren, Birtle, Solsgirth, and Oakburn and similar to those published in previous issues of this paper, has been posted up in all the stores. At the bottom of the notice is this conspicuous sentence :

"ANY CLERK SELLING UNDER THESE PRICES WILL BE INSTANTLY DISMISSED."

* * *

It is amusing to note that Secretary Coulson because of his effective work in raising the price of tobacco to a reasonable figure is now a marked man among the general public in the country districts. He is pointed out with scorn in the hotels as "the man who raised the price of tobacco." While his good work in this matter may not popularize him with the buying public it has earned him the gratitude of country storekeepers in all parts of Manitoba.

* * *

This week Secretary Coulson is busy in the Griswold and Virden sections. The Griswold section will comprise the towns west of Souris as far as Pipestone and those west of Brandon as far as Oak Lake. The Virden section will comprise the towns of Virden, Sinclair, Reston, Pipestone, Routledge, Lenore and Hargrave. To-night (Friday) a big organization meeting of this section is to be held in Virden. A full account will appear in next issue.

* * *

While the arranging of prices on staples and produce is important work, the chief object of the association is to deal effectively with the long credit evil. With the association remedy all readers of The Canadian Grocer are familiar. It has been thoroughly discussed at two general meetings and in the columns of this paper and the result of that discussion has been the hearty approval of the plan. Moreover, the plan has the enthusiastic endorsation of the wholesale trade. The time for discussion has passed ; the time to act is at hand.

On November 1st all loyal members of the association must be prepared to close their books and sell only for cash. To this rule there is the exception that 30 days accounts are to be considered as cash. The great majority of the western farmers will have threshed and marketed their wheat on that date. Certainly by December 1st all will have money for their crops and be in a position to settle their accounts and pay cash. Hence in all parts of the country there is every reason why it should be possible for dealers to insist either upon cash payment or 30 days accounts. November 1st is the psychological moment for the inauguration of such a movement.

In more than 300 stores notices are posted up now announcing the change of policy which goes into effect on November 1st and it is so eminently reasonable that the public are finding very little fault. It matters not if they do grumble for the association members are standing together.

NOTES WORTH NOTING.

IT is said that Argentina will one day be the world's great dairy region. At present there are over 1,800,000 cows in the republic.

* * *

The list of members of the Montreal Board of Trade contains the names of twenty-five firms of commerce whose business is confined almost entirely to the exportation of butter and cheese.

* * *

One man drawing a salary of $2,500 a year will be the means of putting $30,000,000 into the pockets of Iowa farmers, simply because he told them how to produce that much more value in corn. That man is Prof. Holden, sent out last autumn by the railroad authorities to lecture to the Iowa farmers.

* * *

The people of Iowa are congratulating themselves upon the prospect of producing this year the largest corn crop the State has known. Late newspapers are prophesying that the crop will be 400,000,000 bushels or more. And this result will be attained in spite of an unpropitiously wet planting season.

* * *

The convention of the Ontario Beekeepers' Association opens in Toronto on Wednesday, November 15, and lasts three days. Hon. Nelson Monteith will address the convention on the opening day and many interesting discussions are provided for in the long program. The Fruit, Flower and Honey show will be held in Massey Hall on the same dates as the convention.

* * *

A writer in the Technical World for September makes the statement that in the six years from 1897 to 1902 there were imported into the United States 137,000,000 pounds of Java and Mocha coffee, but that the grocers of the country sold to the people during the same period no less than 3,500,000,000 pounds of "Java and Mocha," which means that over three thousand million pounds of the coffee consumed by the people in six years was not what it was represented to be at all.

* * *

Judicious advertising is certainly of advantage to the salesman. The publicity that goes ahead of him prepares the way as do the posters of a coming circus, and he has the advantage of one who approaches the buyer with something about which he is informed, and has the battle half won. Happy is the solicitor who is backed by a concern who can make good on the proposition at hand. His days will be long in the land and his coming, if not at all times hailed with delight, will at least become a cordial and honest welcome.

* * *

Commercial Agent Siang, of Saigon, China, says the exports of rice this year were far below those of last year. Outside of a few recent transactions with France and the Philippine Islands, business is at a standstill, owing to high rates. According to tidings from the interior, the cultivation of the new crop is going on under normal conditions. Exports from January 1 to July 28 amount to 717,287,455 pounds, against 996,456,879 pounds for a like period last year.

* * *

Dairy Commissioner Ruddick has just arrived in England from a tour in Denmark, Holland and Germany. At a luncheon given by the president of the Chamber of Commerce at Bristol he referred to the complaints that have been made about delay in removing perishable goods from the docks, and asked British importing merchants to do their best to help Canadian exporters in this matter. Mr. Ruddick inspected the Royal Edward dock at Bristol now in course of construction at a cost of £2,000,000. He says he has been well received and aided everywhere.

* * *

It is easy to read the character of an employer without seeing him. One has only to go into his market and study the employes—the character of the employer is reflected in them. This of itself is not important ; the important point is that if the employer would have good assistants he must set them a satisfactory example. If the employer is discourteous to customers, the employes

OUR COFFEE TRADE IS CONSTANTLY INCREASING

Use L. S. & B. COFFEE,
EMPIRE COFFEE,
RED FEATHER COFFEE.

You will please your customers and increase your sales.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON, Ont.**

IN STORE
Nelson's Finest Selected Valencias

ARRIVING

T

FINE FILIATRA CURRANTS
FINE CASALINA CURRANTS
DRAINED CANDIED PEELS
BEAVER CANDIED PEELS

Our travellers have full particulars.

JAMES TURNER & CO., - HAMILTON, ONT.

Keep up with the times

***Sell* BLUEOL**

the "NEVER-STREAK" Laundry Blue

—Satisfaction guaranteed to your customers.
—Larger profits made by you.
—More sales made to your trade.

Place a trial order for a box when ordering your next groceries.

For sale by all jobbers.

J. M. DOUGLAS & CO., - MONTREAL

RAISINS

"Selected and Table"

Trenor's Blue Eagle, Selected, 28-lb. boxes.
Reins Dehesa Clusters. 22-lb. boxes.

The very best goods at lowest prices.

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

THERE'S a heap of difference between the ordinary cheese sandwich and the sandwich that's spread with Imperial Cheese. Let the children once get a taste of Imperial Cheese, and there'll be less call for cake. It's such pure, wholesome, delicious food, so different in its taste and flavor from ordinary cheese that it will be a revelation of what delight can be gotten out of diet so simple as this. This cheese is of such consistency that it can be spread on crackers or bread like butter — never becomes hard or dry. It lends itself to a great many different ways of serving. It meets every requirement of an ideal food: the highest percentage of nutrition, a delicate flavor and a rich creamy taste, with just a perceptible touch of piquancy.

Sold in opal jars at all grocers; prices from 10 cents up.

A. F. MacLaren Imperial Cheese Co., L't'd
Detroit, Mich.,
and Toronto, Canada

For sale by all Grocers throughout the world.

will not aim to be polite; if the employer is slovenly in appearance, the clerks will not be careful as to their dress. The employer should be a model of what he desires in his help.

* * *

The imports of soap in Trinidad, notwithstanding the existence of a local factory, average over $150,000 per annum. Blue mottled soap commands by far the largest sale, and this has never been successfully manufactured on the spot. The local establishment only attempts to compete in brown. The trade in high-priced fancy soap is necessarily restricted, but among the masses the consumption of the ordinary washing soaps which come in boxes containing twenty bars, weighing 56 lbs. net, is large, and forms the great bulk of the trade.

* * *

The Wm. Ryan Co. of Toronto, Ont., have purchased the packing and cold storage plant of the Wellington Dressed Meat & Cold Storage Co., Fergus, Ont. It is their intention to put the plant into the most up-to-date shape and run it to full capacity. It has a capacity of 450 carcasses per week and is a fine stone building with the very latest machinery and equipment both in cold storage and abattoirs. The plant was built by farmers and stock-growers in that part of Canada to take care of their product and to make them additional profit from the combining of stockgrowing and packing interests under one control. It was a co-operative scheme and as such does not seem to have made a success.

* * *

China's resources of coal and iron are among the largest and most favorably situated in the world. The extent of the great coal fields has been put at 400,000 square miles, more than seventy times the aggregate extent of all the coal fields of Great Britain.

It is expected that very soon Chinese coal will be delivered at far Eastern ports at prices with which no other coal can possibly compete, and that China, in consequence of this development, will become a large exporter of iron.

To men in the tea and coffee business who are alive: Do something. It don't make much difference if you don't set the world on fire, but, for goodness sake, let people know you are in the world.

BUSINESS PERSONALS.

MR. W. ELLISON, Penville, Ont., has been a visitor in Toronto for a few days, purchasing for Fall trade.

* * *

W. J. Glover, grocer, Winnipeg, Man., has sustained loss by fire.

* * *

S. J. Henry, general store, Cayley, N.W.T., has been burned out.

Mr. W. G. A. Lambe, Toronto, is registered at the Windsor, Montreal, this week.

* * *

Mr. John McDermot, Alliston, Ont., has been a visitor to the Paisley Fair this week.

* * *

Mr. A. Draper, Sackville and Wilton avenue, Toronto, Ont., has sold out to Mr. A. Fox.

* * *

The Canada Cigar Box Co., manufacturers, Montreal, Que., have been burned out, but are insured.

* * *

Mr. F. G. Knox, Byng Inlet, Ont., has been in Toronto for the past week purchasing goods for his Fall trade.

* * *

LaRiviere Farmers' Elevator Co., Limited, LaRiviere, N.W.T., have sustained loss by fire, but are insured.

* * *

Collie B. Drake, general store, Four Falls, N.B., the house and store of this trader are burned and are not insured.

* * *

Mr. A. Draper is just completing arrangements for buying the premises and business of W. Downes, Dunn avenue, Toronto, Ont.

* * *

The "Salada" Tea Co., being pressed for room, have removed their advertising department into the Bank of Hamilton Chambers.

* * *

Mr. J. W. MacFarland, Queensville, Ont., has returned from a ten days' vacation trip to the Soo and North Shore, and is greatly benefitted by the change.

* * *

Mr. S. A. Smith, manager of the Aylmer Cheese and Butter Association, has resigned his position, and contemplates leaving on a trip to the Northwest next week.

* * *

J. A. Monteith & Co., Stratford, Ont., are contemplating incorporating as a limited liability company, with a view

Our travellers have something interesting to show you in a fine tippy

CEYLON TEA

Splendid liquor and leaf.

We want your order for Dried Fruits.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

to opening up stores in the districts surrounding Stratford.

* * *

Mr. J. B. Coombes, Listowel, Ont., who recently bought out Mr. Armstrong's business, has greatly improved the store and increased the stock, and is doing a very fine business.

* * *

Mr. R. J. Sharp, representing W. P. Downey, is making a tour of the Maritime Provinces in the interests of White Dove Cocoanut, and the grocers' and confectioners' specialties of his house.

* * *

Mr. Frederick Kyle, of McMeekin & Co., London, Colombo and Calcutta, was a caller on the Montreal trade during the week, in company with Mr. J. Rose, of Rose & Laflamme, Montreal representative.

* * *

Mr. R. S. Palmer, member of the firm of Chase & Sanborn, Boston, was a visitor to Montreal last week. The Grocer had the pleasure of meeting him in the Montreal office of Chase & Sanborn.

* * *

J. H. Harris & Co., wholesale grocers, Moncton, N.B., owing to the increase in their business, are enlarging their warehouse. The size of the new building is to be 45 x 75, and the walls are to be of solid cement.

* * *

White & Co., Limited, of Toronto, have recently acquired the adjoining premises to their old store at Hamilton, which they intend adding to meet increasing trade. Their address will, therefore, be 32-34 York street, Hamilton.

* * *

Mr. R. A. Dutton, Barrie, Ont., formerly known amongst his friends as "Bobby," is said to have one of the finest stands at Peterborough, and ranks as one of the leading grocers. His friends will be pleased to know that he is still forging ahead.

* * *

Mr. A. Bodenweiser, (Bode) is making a hurried business trip through the Maritime Provinces during the next two weeks. The trade will no doubt hear of him, as he has good things to offer, and can incidentally give a good talk on other lines than gum.

* * *

Mr. Maurice Greenbatte, Parry Harbor, Ont., is opening up in the grocery trade in Wahnapitae. In connection with the store he intends running a contracting provision trade for the lumber camps, and also a wholesale warehouse for the convenience of smaller stores in the locality.

* * *

Mr. John Lefebvre, representing the Ozo Co., Limited, Montreal, has returned from a month's trip to the Maritime Provinces. Mr. Lefebvre reports splendid business, especially for the new line of pickles put up by his firm, he having placed large quantities of same in all the large business centres of the east.

* * *

Mr. Shaw T. Nishimura, the well-known representative in Canada of the Japan Central Tea Traders' Association, who has been spending the last six months in his native land, with his family, sailed from Yokohama on September 26th, on the S.S. Kanagawa Maru, via Seattle, and is expected in Montreal in about three weeks.

NEW COMPANIES.

DOMINION charter has been granted to the Canadian Glass Manufacturing Company, Limited, with a total capital stock of $25,000, divided into two hundred and fifty shares of one hundred dollars, the directors of the company to be Henry D. Herdt, Louis A. Herdt, Emile Galibert, Henri Jonas, Allan R. Oughtred, and the chief place of business to be at the city of Montreal, Que.

* * *

Philip N. Hamm Manufacturing Co., Limited, manufacturers biscuits, Moncton, N.B., are applying for charter.

* * *

Dominion charter has been granted to the Colonial Creamery Co., Limited, with a total capital stock of twenty thousand dollars divided into two hundred shares of one hundred dollars, the directors of the company to be John Nelson McKim, John Ernest Crealy, John Wesly Blair, and Raoul Bisonette and the chief place of business of the company to be at Montreal, Que.

* * *

Dominion charter has been granted to the Zil Company of Canada to manufacture Zil polishes and preserving preparations, with a capital of $20,000, divided into eight hundred shares of $25, the directors of the company to be Leslie Benjamin, John Alvin Gervais, Arthur Pare, Joseph Raoul Constantineau, and

UPTON'S

HOME-MADE

Jams, Jellies

and

Orange Marmalade

are strictly high-grade. They are trade winners, and the wise grocer will always keep them in stock.

It is Your Business

Mr. Grocer to make *profitable* sales *regularly. Nothing* will *aid you* more in doing this than *emphasizing* to *your customers* the *sterling merits* of

Blue Ribbon *Ceylon* Tea

Blue Ribbon Tea builds business on the *solid* rock of *general satisfaction.* If your *trade* is small *look* to *yourself, not* the *tea.* The *Red Label* line is the *favorite* at *40c.*—and *always will be.*

CLOSED

Stop Your Loss!
Increase Your Profit!

Automatic Cheese Cabinets

keep the Cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

This Handsome Cabinet in polished American Chestnut, $7.50 f.o.b. factory.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building,, - - TORONTO

Factory, BERLIN, ONT.

OPEN

Single Standard Automatic Cheese or Cooked Meat Cabinet.

Write for Folder Showing Other Styles

FIRST ARRIVAL

If you want the first and the best send us a Rush Order.

4 Row Figs—10-lb. Boxes
5 Row Figs—10-lb. Boxes
2½ inch Figs—28 and 56-lb. Boxes
2¾ inch Figs—56-lb. Boxes
1-lb. Fancy Figs
1-lb. Basket Figs
Malaga Raisins
New Select Peels

BALFOUR & CO. : Wholesale Grocers, : HAMILTON

NEW FRUITS——

We have a complete stock of

Valencia Raisins— Sultana Raisins

——ELEME FIGS——

RETURNED OCT 16 1905

and can make an immediate shipment of your orders——

——GET OUR QUOTATIONS FOR NOVEMBER SHIPMENT——

You are losing money every day you delay stocking

—NORKA— the only cooked OAT——

The best selling and most satisfactory cereal on the market.

A SARDINE SNAP——

ORDER A CASE

"Nord Star" Norwegian Sardines——

Absolutely the finest smoked sardines on the market

Small fish, 26/28 to the tin. —Finest Virgin Olive Oil.—

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

Steves Emile L'Africain, the chief place of business to be at the city of Montreal, Que.

* * *

Provincial charter has been granted to the Canada Creamery Co., Limited, Toronto, Ont., the share capital of the company to be $100,000 divided into one thousand shares of $100 each, the head office of the company to be at Toronto, and the provisional directors of the company to be Herbert Cosford Sparling, William Rolfe Pringle, John Martin Scheck, Henry David Petrie and William Franklin Robertson.

MEDITERRANEAN FRUIT.

THE activity of the primal market this season on the first business was an unusual one as the buyers in the various consumption markets did not have confidence in the new prices, which are the result of the new consortium of the Bank of Athens; but buyers begin to pay prices. The market last week was a firm one but not so strong. The reason was that the warehouses of the new consortium of the Bank of Athens were not yet opened. This was corrected as the warehouses began to open in all the important currant-producing parts of Greece and resulted in the market growing stronger. The local markets pay less than the prices paid by the consortium, but now with the warehouses opened and taking in currants with full energy, prices will reach the certain limit which the consortium pays and possibly higher. Opinion is that now is the best moment that importers can cover their needs. The prices paid for the cargoes of the first shipments were not so satisfactory as the people thought they would be, but opinion is that this resulted on account of the quality of the first boats which were not so well dried.

Raisins.

The crop is estimated "good," also quality seems to be very nice and dry with a fine color and taste. Shipments did not yet take place but the market will open at a parity of 33 shillings f. o.b. Patras.

Figs.

The market in figs was, and continues to be a very strong one. The chief reason is that there was a great demand from the ports of the Black Sea, also from the States. The United Kingdom has taken an interest in this article as last week a comparatively large business was done at a parity of 12 shillings f. o.b. Patras.

Olive Oil.

The crop of olives is not yet fixed as no one can guarantee the weather. If the weather continues up to the end of September old style as it is now, we are going to have a very good crop.

Patras, Greece, Sept. 12, 1905.

Destination.	Season, 1905. Sept. 10.	Season 1904. Sept. 10.
Liverpool	6,300	4,500
London	4 650	5,250
Out-ports	1,270	1,250
Total U.K.	12,220	11,000
New York	2,650	3,099
Canada	875	650
Australia	750	1,154
France	61	140
Holland	500	2,662
Germany	477	1,155
Sundries		40
	17,533	19,800

HINTS TO BUYERS.

W. H. Dunn, agent for E. D. Smith, Winona, Ont., has just received another car of Smith's preserved jams and bottled fruits. Mr. Dunn reports that the jobbing trade is highly pleased with the manner in which these goods have been taken hold of by retailers in the east.

J. W. Windsor, Montreal, reports good sales of Golden Rule Canadian sardines, several carloads having been placed in Montreal, as well as in Toronto and Winnipeg.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto, report weather conditions now favorable for the shipping and handling of Canada cream cheese. See their ad. for particulars.

H. P. Eckardt & Co., Toronto, are selling "Rowley's Spanish Onions" which are exceptionally fine quality.

New "Eleme" table figs in 10, 20, 30, and 40 lb. boxes and 1 lb. glove boxes, are in store with the Eby, Blain Co., Limited, Toronto.

A consignment of new "Eleme" figs arrived this week for H. P. Eckardt & Co., Toronto.

New Labrador herrings in half barrels are in store with the Eby Blain Co., Limited, Toronto.

"Yacht Club" sardines may be had from H. P. Eckardt & Co., Toronto.

The Eby, Blain Co., Limited, Toronto, have some special offerings in Muscavado raw and Barbadoes crystals sugars in sacks. Their quotations are below the market.

Fresh Pork Sausage

Are now in Season and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

FRESH SAUSAGE

October marks the coming of colder weather—cool nights and frosty mornings. Just the weather for a dish of Savory Sausages, and there are no better than those made by the Fearman Co. Your customers will appreciate them, if you have them ready in stock. We shall be glad to send them to you by express, daily or weekly, and in large or small quantities.

F. W. FEARMAN CO., LIMITED
HAMILTON

GILLETT'S

HIGH

GRADE

CREAM TARTAR

ABSOLUTELY PURE.
SOLD IN PACKAGES AND CANS.
Same Price as the cheap adulterated kinds.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Greamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Oct. 5, 1905.

RECENT country markets show decided firmness and an advancing tendency on cheese. Colored seems to be particularly scarce and in strong demand, but white cheese have also participated in the upward movement, whether this is due to manipulation or not, is not entirely clear at the moment, but our market has been more or less stagnant for some time and a little life, real or artificial, is a welcome feature to many who were obliged to stock up for lack of demand at prices which would leave even a small margin of profit.

The fact remains that prices are so near the top limit that nobody cares to be caught with stocks for the coming Winter months. It has not been a profitable season for exporters of cheese, and now that prices are high nobody is quite ready to risk even the remote possibility of losses, after the close of our navigation, which is always the beginning of a very dull period, taxing the patience of holders of cheese to the utmost.

Only when British importers realize that the available supplies may be insufficient for the natural consumptive demand will they advance their bids sufficiently to pay the holders of cheese in Canada for the anxiety and expense of carrying the goods for months to meet the almost unwilling demand, and our merchants have had so many disappointments in past years that they one and all consider "a bird in the hand worth two in a bush," and they would prefer not to carry any goods after the close of navigation if they can possibly dispose of them before.

Our stocks here are not burdensome, shipments have been in excess of last year's shipments and receipts show a decided falling off as compared with last year's receipts, the natural conclusion is therefore that our stocks must be considerably lighter than at this time a year ago. Reports from British markets speak of moderate stocks there, on the whole, therefore, the situation must be considered quite healthy and the only doubt remaining is the unknown probable consumption. If last year's Winter consumption of cheese in the U. K. could be repeated this year, we would experience a very serious shortage in supplies and consequently very high prices later on, but—the question is, will the consumption be as great this year as it was last Winter?

New Zealand will probably forward her usual quantity. At any rate there are as yet no figures at hand to calculate on much change either increase or decrease in quantities to be expected from that quarter. However, this is more or less used as "bull" or "bear" argument, as it may suit certain operators in Great Britain. If the demand is poor, it has a decided depressing effect on the market, on the other hand if the demand is good, the quantity to be expected from New Zealand is not too large to keep prices from advancing.

So, while our market is very firm now, and while the situation seems healthy and encouraging for those who hold stocks on this side of the Atlantic, the future is still in darkness on account of present high prices and the uncertainty of the consumptive demand during the approaching Winter months.

The situation on butter is somewhat different to cheese, meanwhile there is a good demand in Great Britain for all kinds of butter from all butter producing countries. Germany is said to be a strong competitor this year with Great Britain, and consequently prices are very high, but Australia will shortly be supplying large quantities of their butter to the British markets and our supplies will probably all be wanted for our own home consumption, as our production of butter during the Winter months is naturally very limited and if our exports keep up for some time longer we may have an actual shortage and very high prices. We have no substitutes, such as margarine, to fall back on as they have in the U. K., and our customs duties are prohibitive of any foreign imports, so we must carry sufficient stocks to supply our own needs. With the great scarcity of dairy butter, it seems inevitable now that our prices for creamery will advance considerably later on.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

SINCE the last report from this side some two weeks ago the trade here has ruled very quiet as far as Canadians are concerned. In fact this has been the case for all butters, and business has been duller than ever just at the time when it was hoped a revival would set in. Now, however, the prospects seem to be really becoming brighter, and there appears to be a possibility of improvement. The lengthy period of inaction has been caused by high prices, and people have been buying, so to speak, from hand to mouth. The arrival of Australian butter on the market will naturally distract attention from Canadian.

Canadian dairies have not been quite satisfactory lately, some parcels showing a wide difference as to quality. Some reference was made to this a short while back in this column, but it is a matter which can suffer nothing by repetition, and it is possible that by thus bringing the defect to the notice of interested Canadians now the quality of Canadian dairies will be improved next season. There is plenty of time during the next six months to look into these details and to give the question of improved and regular quality the attention it merits. Some of the Canadian dairies which have arrived on this market have varied so much that the value has differed by many shillings—in one instance as much as 20 shillings. When a country is building up a c.i.f. business, as is Canada, quality is quite the first asset of worth, and upon it a great deal depends. Indeed a circular sent by the Government to farmers reminding them of this fact would not be without beneficial effect.

This brings up another important subject, viz., the cleanliness of boxes. This is a complaint which does not affect Canadian shippers of butter generally, but there are some who are very careless, and it is hoped that if they should read this they will take the hint in the friendly spirit in which it is offered by more than one British butter importer. One or two other minor complaints that have cropped up from time to time are that little splinters of wood very frequently find their way into the butter; that the butter is lumpy, or rather has hard bits next to soft bits and is generally irregular in this direction; that an unpleasant stale flavor sometimes is noticeable. It is suggested that this last may be caused by the careless washing of dairy implements, the stale flavor being communicated to the fresh make by particles of the old make which have not been sufficiently removed.

To-day (September 23rd) Australian butter is in good demand, particularly "choicest," quotations for which are from 108 to 112 shillings, as against 95 to 97 shillings this week last year. As might be expected this interest in Australian has distracted attention from Canadian, so that last moment reports state that the demand for Canadian is somewhat slow. Some parcels of secondary quality Canadian have arrived, but they show signs of storing, and are fetching 104 to 108 shillings. They do not sell readily, however.

It is worthy of note that Danish quotations, 122 to 124 shillings for choicest, 118 to 120 shillings for finest, are higher than for many years past. The reason is clear. Continental markets always make heavy calls upon Danish output about this time of the year, and prices are affected in consequence here.

The cheese outlook is quite satisfactory. Quotations are about the same as last week, 55 to 56 shillings per cwt., but some are inclined to ask 57 shillings, which is a good selling price. Sales all through the week have been transacted with facility. The undergrades of Canadian cheese are scarce at present.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

WILSON'S FLY PADS

General Storekeepers sell from three to five boxes each season.

Are you getting your share of this Profitable Business?

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

DEMAND continues good for all lines of provisions. There are practically no surplus stocks on hand. Arrivals are improving in quantity, but markets being active they are quickly used up. There is a general firmness of all prices. Smoked breakfast bacon has advanced one cent. All mess pork is difficult to get, prices are consequently ruling very firm. Lard has made a still further advance of 1-4c. and is ruling firm at that price. Fresh meat has weakened somewhat and has dropped 1-2c.

Meat—We quote:

Long clear bacon, per lb		$0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb		0 12
Small hams, per lb		0 14
Medium hams, per lb		0 14
Large hams per lb		0 13½
Shoulder hams, per lb		0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		22 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters		8 00
" front quarters	5 00	5 50
" choice carcases	6 00	7 00
" common	5 00	6 00
Mutton		0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 50	9 00

Butter—Butter is coming in in better quantity. There is a good demand, however, and previous quotations are ruling firm.

We quote:

	Per lb.	
Creamery prints		0 24
" solids, fresh		0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—Arrivals continue to come to hand in plenty and they are showing indications of weakening. Demand continues good and therefore prices are unchanged, but there is every probability of a distinctly downward tendency.

New laid eggs, per doz	0 18	0 19

Cheese— Cheese continues without much interest. There has been improvement in the export trade, which has given a little encouragement to the market. There is no perceptible change in quotaaions although the cheese boards indicate somewhat of a weakening tendency and the probabilities are that a decline will reveal itself at an early date. We quote:

	Per lb.	
Cheese, large		0 11½
" twins		0 12

Cheese Board Report.

(For week ending Sept. 28.)

Board.	Boxes.	Price.	
Lindsay	648		0 10½
London	575		0 11⅛
Listowel	3,785	0 11⅝	0 11⅝
Belleville	2,640	0 11⅝	0 11 7-16
Napanee	295*	0 11⅛	0 11⅝
Brockville	8,500*	0 11½	0 11⅝
Cornwall	992*	0 11½	0 11⅝
Iroquois	1,120		
Perth	2,000	0 11½	0 11⅝
Ottawa	909*	0 11⅝	0 11⅝
Vankleek Hill	1,118*	0 11⅝	0 11⅝
Alexandria	1,083	0 11⅝	0 11⅝
Kemptville	*	0 11	0 11 1-16
Campbellford	1,650	0 11⅝	0 11 7-16
Huntingdon, Que.	247*	0 11⅝	0 11 3-16
Cowansville, Que.	581	0 11½	0 11⅝
St. Hyacinthe, Que.	800	0 11½	0 12

*White and colored.

MONTREAL.

The provision market generally is very strong and firm. Live hogs are very scarce and the market much stronger. Prices, $7 to $7.50 per hundred. There is a good demand for dressed hogs, and a strong market. The ruling price seems to be $9.50. Hams remain unchanged: 8 to 12 lbs. at 14 1-2c., 12 to 18 lbs., 14c.; 18 to 25 lbs., 13 1-2c. Bacon, Wiltshire, 14c.; lard, unchanged with fair demand.

Lard, pure tierces	0 10½
" 5-lb. tubs	0 10¾
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 10¾
" " 5-lb. "	0 11⅛
" " 3-lb. "	0 11⅜
Lard, Boar's Head brand, tierces, per lb	0 06⅞
" " ½-tierces, per lb	0 07¼
" " 50-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07⅜
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 13½ 0 14½
Extra plate beef, per bbl	11 50 12 00

Butter—The butter market continues firm. Holders appear to feel that they are safe in holding on for full quotation. Reports from U. K. seem to indicate that the trade there consider our prices high, but the market is firm and higher prices are anticipated. Shipments from this port show an improvement and up to date 98,846 packages more have been exported than in the same period last year.

Finest creamery	0 23	0 23½
Fine	0 22½	0 23
Medium	0 22	0 22½
Fresh dairy tubs	0 19	0 20

Cheese—While the cheese market has a firm tone, there is talk of a slight reaction this week. Reports from the Townships on Monday say cheese was sold at 11c. The demand has fallen off from the other side this week, although inquiries continue to arrive. Holders are strong in their demand, however, asking 12c. for colored Ontarios, though buyers will not go above 11 3-4c. to 11 7-8c. Whites are quoted at 11 1-2c. to 11 5-8c.; Townships, 11 1-2c. and Quebecs, 11 3-8c. The export of cheese shows an increase of 27,426 boxes over same period last year.

Eggs— The egg market continues steady, the tone is generally firm and receipts light. Straight gathered quoted at 19c. to 20c.; No. 2 at 17 1-2c. and cracked eggs 20c., and selects 22c. to 23c.

WINNIPEG.

Creamery Butter—There has been no quotable change in price since last issue, but supplies are not very large and in face of a big demand an increase in price is probable. Selling prices to the trade are as follows:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks	0 24

Dairy Butter—Supplies are not very large and since the beginning of harvest there has been a decrease in the amount of dairy butter offering. Pro-

duce houses are paying 16c. per lb. for No. 1 dairy, delivered in Winnipeg.

Cheese—Prices are maintained firmly at the recent advance. We quote:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—Firmly held. We quote:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats—We quote prices as last week:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Eggs—Produce houses are paying 20c. to 21c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions—There is a very fair sale for both barrel pork and beef, while clear pork is perhaps rather easier. Mess pork is very scarce and in some cases quoted higher than clear.

Beef is unchanged.

Pure lard is high and not freely offered. Refined lard is still low.

Lamb is held at quite a fair price.

Mutton and veal little sold. Pork comes to hand rather more freely and price is still quite high. We quote:

Mess pork, per bbl	$15 00 $20 50
Clear pork, "	18 00 21 00
Plate beef, "	14 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb	0 08 0 09
Pork, per lb	0 07 0 07
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 10½ 0 10½
" " pails, "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—There is a good demand and best grades are rather higher. Stocks light. We quote:

Creamery butter	0 22 0 25
Best dairy butter	0 19 0 20
Good dairy tubs	0 17 0 19
Fair "	0 16 0 18

Eggs—While quite full prices are quoted, market seems rather easier. Stock now offered is good. We quote:

Eggs, hennery	0 25 0 27
" case stock	0 17 0 20

Cheese—Stock is small. Twins are wanted, in fact nothing else will sell. Prices rather high. We quote:

Cheese, per lb.	0 12½ 0 13½

HALIFAX, N.S.

Provisions—The price of butter, eggs and cheese is fairly steady. Consignments of butter are improving. Creamery prints are quoted at 24c., solids at 23c., and dairy at 20c. to 21c.

The export demand is falling off some, and an easier market is looked for.

Eggs are in fairly good supply, but the price is unchanged, quotations being from 20c. to 21c. The cheese market is a little easier.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

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PROVISION IMPORTERS
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GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

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Commission Agents and Merchants.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

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NEW ADVERTISEMENTS.

Newton, G. P., Grand Harbor, N.B.
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Collier Bros., Napanee, Ont.
Thompson, G. B., Winnipeg, Man.

IS IT REALLY A DECLINE?

RECENT trade returns which have come to hand denote a great increase in the consumption of coffee in Canada, and this, in conjunction with an apparent decline in the returns of the importation of tea for the past year, has been taken by some rather to denote that tea is losing its hold upon the Canadian people.

We do not think, however, that the circumstances will bear that interpretation. There are several features which must be taken into consideration when comparing statistics, prominent amongst which is the question of spot stocks.

In dealing with imports alone it is better to take an average of several years, and it is generally conceded that a three years' average will reveal pretty clearly the true nature of things.

Taking, therefore, the figures as we have them for the three years ending June 30, 1905, a gross importation of 81,730,571 lbs. is revealed. Placing this against the gross importation of three years previous, ending June 30, 1902, which shows a gross amount of 67,643,970 lbs., we have an amount showing a gross increase on importation of upwards of 14,000,000 lbs., or an average yearly increase of about four and three-quarter millions, which, after making due allowance for increase in population and a possible fluctuation in spot stocks, shows very material increase in consumption.

It might be remarked that the spot stocks of Canada are never very large, being mainly bought on sample only, drawn from the foreign markets according to the market demands.

It is an undoubted fact that coffee drinking is making considerable headway. With the influx of a great number of foreign settlers, who have probably been accustomed to the beverage, it is not surprising that coffee drinking should also show a marked increase, and this is certainly not indicative of a decrease in popularity of the more favored tea beverage.

There is a great tendency on the part of statisticians to jump to hasty conclusions. By far the better way is for them to consult the trade expert in a matter like this, as there are often issues at stake which control figures and make them in a measure unreliable evidence. From the reports that have come to hand from time to time from the Canadian tea markets it rather points to the conclusion that tea drinking was never more popular than it is at the present moment, and in addition a marked preference is shown for the higher and better grades of tea. Buyers are finding it necessary to differentiate in their selections of teas on account of the public taste becoming more sensitive of late years.

THE DUTCH BUTTER SYSTEM.

DAIRY COMMISSIONER RUDDICK recently took an extended tour through the countries of Holland, Denmark, and Germany, with the view of obtaining the best possible knowledge of the conditions under which dairying was conducted on the European Continent.

From the issue which has attended the exportation of Dutch butter products into other countries, it would appear as though that country had solved the problem of butter making, and without visiting Holland it would be impossible to appreciate the enormous precautions which the Dutch people have taken with a view of placing the best possible article on the market. The country districts are particularly quiet. The farms are placed at intervals of about a mile apart, and in passing through the country one sees little of the farmers themselves.

The key to the situation appears to be in an excellent system of co-operation, and the control which has been introduced of late years by the Government. Any farmer or creamery that desires can come within the purview of the system. If he does, he not only obtains the advantages it offers, but is also liable to heavy penalties if he attempts by fraud to benefit himself, and cause injury to the system.

So perfect is the system of butter control that if the farmer or creamery send out an adulterated article it could be traced to the individual farmer or creamery which manufactured it, when the penalties would immediately come into force. Thus far those thus leagued together have kept faith with the Government, under whose auspices the system has been established.

The system itself has some very interesting features, and consists in the distribution of labels for wrapping the butter. Every label is numbered differently and bears also a letter. A register is preserved of the quantity of labels with the number and the letters they bear, and to which creamery they are distributed. They are made in a special manner and so arranged that if after being placed on a package any attempt is made to remove them they become destroyed and are of no further use. The system has worked admirably, and no case has yet come to light in which a farmer or creamery has used the labels otherwise than for the best produce.

Originally the creameries were started and worked by private owners, but of late years a system of co-operation has evolved itself and is making considerable headway. The immediate and manifest result has been the raising of the standard of quality, and also obtaining a greater uniformity in manufacture, with the result that a ready market and much better prices are obtained than was the case before the co-operation.

To these two features may be traced the rapid and successful development of the butter industry of Holland, viz.: Co-operation, and the Government Butter Control System.

THE "PEDLAR" EVIL.

THE attention of retailers is being drawn more and more to the serious inroads being made by the increase of the "pedlar" nuisance.

There is no doubt but that it presents a serious menace to the retail dealer and particularly to the grocer. Perhaps in no line of trade is this more noticeable than in the packet tea trade. Not

only does it place the grocer on an unfavorable basis of competition but it is also becoming a serious nuisance to the householder himself.

This class of trading is no doubt making headway in many districts. The time, however, has now come when retail storekeepers should become alive to the seriousness of the problem. It is clearly unfair to allow such men as pedlars, hawkers, etc., to escape the responsibilities of storekeeping by the mere payment of a nominal fee.

The storekeeper is the man to whom the large share falls of supporting local taxation for the improvement and development of his district and it is only right and proper that a measure of protection should be afforded him against unhealthy competition.

There are districts which have faced this question in a rational and substantial way. We understand that municipal authorities have full power to deal with this nuisance by bringing into force the power conferred on them to regulate the amount of license granted to such class of traders, up to the maximum of $100. In some districts this power has been acted upon and a substantial minimum license has been fixed, with the result that in those districts pedlars and transient traders are almost unknown.

These districts, however, are rather the exception than the rule and many districts are being seriously affected by this pedlar nuisance. Not only does he often succeed in pushing his wares into households which are found to have really cost more than they could have been bought for in the nearby store. Too often he is unscrupulous enough to resort to an immense amount of falsehood and calumny in order to effect his sales, and has been known to make false and libelous statements concerning many of the popular lines which the public is often credulous enough to believe, and which the local storekeeper has continuously to seek to disperse.

It is high time that the retail merchants roused themselves to activity in the matter, and combined to compel the various local authorities to take drastic measures to obliterate this growing evil.

OUR AUSTRALIAN EXPORTS.

"CONDITIONS of Canadian trade with Australia" was the subject under review in an address given by Mr. J. S. Larke, Canadian commercial agent for Australia, at a joint meeting of the Toronto Board of Trade and the Canadian Manufacturers' Association, on Tuesday, Oct. 3rd.

Mr. Larke is a forceful speaker and showed a great knowledge of, and sympathy for, his subject. The audience of business men could not fail to go away with a clearer conception of the importance of the subject, and a fuller appreciation of the possibilities for expansion in the western colony.

The speaker dwelt at considerable length on the advantages of exporting manufactured products instead of raw materials, as at present. He also referred to the case of peas which, fifteen years ago, were exported from Canada in large quantities. Now there are none exported because the Canadian farmer has found that it pays him better to feed them to hogs and sell as bacon at double the profit.

In the Maritime Provinces there are immense deposits of gypsum. At the present time this is exported to the United States, manufactured into plaster of paris, and then exported to Australia. Inferior grades are made into cement and sold direct in Australia. Why should not both these be mandfactured in Canada, and the profits remain in Canada? With coal mines in close proximity the cost of production should be decidedly lower than in the United States. The same condition obtained in the pulp business. We should do the paper business of the world. In Australia there is a market, $3,000,000 of which should come to Canada.

Passing from this, he outlined the three requisites of successful competition. First, the problem of transportation must be solved. He ridiculed the idea of an ocean service from Vancouver. The cost of the overland haul of three thousand miles could never be overcome. The solution of the question as far as the eastern manufacturers were concerned lay in a line from Montreal. At present exports from Canada went via New York, and being comparatively small were discriminated against by the boats. However, total shipments were large enough to support a monthly service. He mentioned wool, hemp, and sugar as return cargoes.

The second requisite was economical manufacture, and this was advancing rapidly.

Thirdly, a preferential tariff must be worked out between Canada and Australia. This would require education, but was possible.

There is a great market over there. Canada cannot take it all, but she can take a great deal more than she is getting. To secure this increase it is necessary, first, that where the output of the factory is big enough and the market in Australia is sufficiently large and profitable, the factory should send over its representative to do business directly with the Australians. When these conditions do not exist, a combination of manufacturers of kindred, but not competitive, lines could unite in sending out an agent.

For still smaller exporters a company to send Canadian manufactured goods to Australia is needed. The company should have sufficient capital to have offices and warehouses in Canada, and similar means of doing business in Australia. The company would purchase its stocks in Canada and sell in Australia. It would not only be a great blessing to manufacturers with surplus stocks to dispose of, but with good judgment could do a very handsome and profitable business.

There was a sentiment of kinship which prompted the Australians to buy —all things being equal—from Canada in preference to the United States.

Mr. Larke spoke eloquently of the satisfactory business relations existing in Australia. The business men were of a high standard of integrity, and seldom failed in their obligations. Their imports now totalled $250,000 annually, and much of this was within the reach of Canadian enterprise.

At the close of his address Mr. Larke was tendered a hearty vote of thanks, and several manufacturers who had done business in Australia spoke feelingly of the kindness and assistance shown to Canadians in that country. "He was," as Mr. Archibald Campbell put it, "essentially the right man in the right place."

A FINANCE REVIEW.

A PROSPECTUS emanating from the Albert Soaps, Limited, has fallen into our hands and has been perused with great interest. It is not often that companies take the public into their confidence so completely as has been the case in this instance. A more unreserved statement of facts than is usually given is much to be desired. This company, however, has clearly given the status of its business. The reader is struck at once with the fact that the vendors are taking their compensation by means of scrip in the company, and have agreed to continue the management practically free, the only consideration being a nominal royalty on their "Baby's Own Soap," whilst the only cash payment they appear to be entitled to will be the value of the stock and the amounts due from their customers, which latter the vendors guarantee. This arrangement on the face of it has every appearance of a sound commercial flotation.

Continuing further a most satisfactory showing is revealed by the list of profits for the past four years. At January, 1901, the net annual profit was $11,549, whereas at the financial year of 1904 it had reached $15,374, an amount which would be sufficient to clear the mortgage interest and carry 8 per cent. interest to common stock. The

amount of trade done in their special "Baby's Own Soap" is also excellent reading. From a moderate turnover of 27,000 boxes in 1886, it had risen in 1904 to the magnificent total of 233,000 boxes.

The directors' intention is to give the preference in allotment to their many trade clients, and by this means to insure increased interest in their sales, and at the same time securing to the shareholders an apparently thoroughly safe and profitable investment.

INGENIOUS ADVERTISING.

THERE are many schemes abroad which whilst not perhaps coming directly under the head of advertising, yet are of the nature of publicity which is the life of advertising. Prominent among the more recent schemes used is that of demonstration and sampling. The retail storekeeper does not perhaps realize the use to which he might put the simple methods of making his goods known. The average grocer has the idea that nothing can be done differently than has been done by himself and his neighbors with regard to groceries.

This is not the case, however. It is not necessary that an article should be new on the market in order to create a sensation. The sale of old and familiar staples can be greatly increased and fresh interest aroused in them by a little ingenuity and originality.

A wholesale grocer was once struck with the idea of booming his stock of rice which whilst being only an ordinary stock nevertheless had been bought well and showed good quality. He bought a number of new half-barrels, lined them with an attractive fancy paper, painted the hoops in an attractive manner, and after filling with rice placed a sheaf of rice straw, neatly tied with ribbons, on the top. He also enclosed with each barrel a number of well written booklets on how to use rice and also a few attractive show cards to attach to the barrels. He made the idea well known to the retail trade. The result of this novel venture was both beneficial to himself and to his customers. The retailer was struck with the novel idea, the fancy barrel and the booklets made it easy for the grocer to attract his customers' attention, the result being that the grocer's rice sales increased nearly ten times that year on the previous year's sales. There was no price cutting, prices were arranged to cover the whole of the expense. It was simply the extra interest created by the novel method of pushing sale.

SALMON IN PORCELAIN JARS.

Referring to an article in our issue of Sept. 15, in which it was stated that the porcelain jars in which the better class salmon was packed, were sold "only" to the English market, the announcement should have read "mainly" for the English market, as we find that porcelain packed salmon has been sold for several years by Lockerby Bros., of Montreal, under the brand of "Judge," packed by a U. S. packing house. The price is much dearer than the ordinary canned salmon and this has somewhat retarded progress. Its superior quality, however, combining with the idealistic packing of porcelain, has made it a desirable article, and sales are steadily advancing.

STILL SHOWING HER HEELS.

NOT only was Great Britain's export trade during the first half of the present year larger than that of any of her competitors, but the increase in comparison with the same period in 1903 was great.

This increase was £13,200,000 in Great Britain, £9,700,000 in the United States, £10,800,000 in Germany, and £7,700,000 in France.

In spite of the great expansion which has taken place in the trade of her competitors, Great Britain is still the centre of the world's trade and commerce, and she is likely to be so for some time to come. With her smaller population she can hardly be expected to maintain it for all time, but it is a source of gratification to know that in the race for foreign business the Mother Country is still showing her heels to the nations that are trying to outstrip her.

SUGAR BEET CULTIVATION.

THE counties of Essex, Kent and Lambton, in which the sugar beet is being cultivated extensively, are reported by our correspondent as showing a very satisfactory crop this season, and there is no question but what, with fair success, a much larger area will in a few years come under cultivation.

The Wallaceburg Sugar Co. is the principal outlet for beets cultivated in these counties. The price of $5 per ton realized by farmers, f.o.b. cars at shipping and water route points, shows a very handsome return, and though a great deal of attention is required on part of producers, the extra return per acre from cultivation of the beet will encourage the further extension of this branch.

The county of Waterloo, also, is a large producer of sugar beets, and these naturally find their way to the Berlin Sugar Refining Co.

The development of the native sugar industry is one of vital interest to the grocery trade particularly.

MR. HILL SCORES THE AMERICANS

MR. J. J. HILL, the great American railway man who is responsible for the progressive policy which built up the Western States, and who was born near Toronto, has been speaking frankly to his adopted countrymen on the Pacific coast on trade questions. He said the other day:

"The people who are banking on Oriental trade are bound to be disappointed. The United States cannot compete with foreign countries until we can manufacture products at a lower cost, which means cheaper labor. We have outgrown the present tariff laws.

"Great Britain furnishes the Orient half of its iron and steel, the United States less than one-tenth. The transportation rates are the same. We send only raw materials, such as iron, steel and raw cotton, a mere bagatelle. I will never build another ship in this country. The United States, unaccustomed to owning ships on the high seas, offers no encouragement to American bottoms. Kaiser William is the most active seeking agent in the world. The Chinese boycott has been the greatest commercial disaster America has ever suffered. If all other nations on earth closed their doors to American goods, it would not be half as bad as the Chinese exclusion alone.

"The American people are fools and vaingloriously patting themselves on the back over the so-called American invasion of European and Oriental markets, while the other countries, saying nothing, have practically monopolized the trades. As long as the people want politicians to make laws detrimental to the great commercial and industrial enterprises, the United States must expect to get along with a small share of the foreign trade."

PROBLEMS OF BUYING STOCK.

THE bane of the retail merchant is the slow selling article. Some merchants have the faculty of collecting a supply of this class of merchandise, which operates very materially against the profits of the business. A man of course cannot always tell what the demand for the goods he carries on his shelves will always be like, for he must take chances, and if he sold only those goods which are staple articles and which every other dealer handled, he would miss many opportunities to make money; but it is in estimating the size of the demand that he will be able to make for the goods that the secret of successful merchandising lies.

The average salesman introducing a new line is very prone to urge his customer to purchase more than he actually needs, for he figures that if the dealer has a large supply on hand he will make an extraordinary effort to push the goods. With this idea in view, special deals involving discounts for quantities are offered, and here is where the good merchant shows his calibre. He realizes that there is no money in tying up a lot of his capital for the sake of making an extra two or possibly five per cent., when he could invest the money in something which will turn several times in a year, and he will refuse to take advantage of these extra concessions and will buy conservatively.

The temptation is often very strong to load up on a certain article, but the man who has the courage and stamina to stick to the policy of buying only what he needs will have his capital in such shape that he has a big advantage over the man who is always looking for the extra quantity discount.

A NEW APPOINTMENT.

Mr. L. L. Stewart, Montreal, has been appointed city representative for the Blue Ribbon Tea Co., Limited, Toronto. Mr. Stewart is well known among the jobbing and retail trade of Montreal and should make good for the Blue Ribbon Co.

FIRST IN QUALITY, consequently FIRST IN SALES

Of course, we mean

"SALADA" CEYLON TEA

Therefore, don't you think it would be best to push "SALADA" and thereby retain the good-will of your customers?

Remember, we prepay the freight and Guarantee its Sale

Prices and Samples from

"SALADA" Toronto or Montreal.

The Tea that received the Highest Award at St. Louis, 1904.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

BRANTFORD PREPARED

Corn Starch

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn have produced a better grade of Corn Starch than the trade has ever known before.

Based on merit and backed by heavy advertising, the inevitable result has been a DEMAND, and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, Limited
Brantford, Canada

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Oct. 5, 1905.

On the street a healthy tone was manifested. Whilst there has not been an abnormally high amount of business transacted, still, jobbers are expressing every satisfaction with existing conditions.

A great deal of interest continues to be manifested in tea buying on the street, and some very good samples were in evidence since our last issue, with prices ruling firm at previous quotations.

Mediterranean fruits are getting interesting as arrivals are approaching, and travelers are getting well posted in the various lines.

Canned goods are increasing in activity probably on account of the quotations being considered on a very moderate basis. It is still impossible to fully execute orders, but no serious difficulty is expected to arise.

Tomatoes have been occupying a good deal of attention as it was at first thought that the supply would be short and that prices would advance in the near future. American tomatoes are being watched lest they should invade this market, but such a contingency is not likely to arise as American prices, though low, are not on a low enough basis to warrant their affecting the Canadian market.

Sugar has developed considerable weakness since our last going to press and the expected drop of 10c. has manifested itself. This is without doubt entirely in sympathy with the extreme weakness of raws and the still downward tendency of foreign markets. Stocks are low, but no great activity is in evidence nor any disposition to increase holdings.

Syrups and molasses are showing little further interest. Prices continue firm.

Coffee trade has increased materially in volume of late and is attracting much greater interest. Prices are ruling fairly firm and no fluctuation is expected.

Tea has been attracting much greater notice, in fact, the trade is assuming a distinctly more healthy character. Buying is stimulated more by the increased attractions of the samples coming to hand and which are consequently bringing prices on to a more even basis.

Foreign dried fruits are expected to arrive at an early date and prices generally are assuming a firmer attitude. In currants particularly it would not be altogether unexpected for an advance to be reported at an early date, for reasons given in our special note. Raisins are very firm with a distinctly upward tendency. Walnuts are reported as revealing a great shortage on previous estimates and the crop is expected to be lower than has been the case for several years.

Rice is attracting a good deal of attention, the demand being stimulated by the short condition of the tapioca market.

Spice has only a limited interest and prices are ruling steady.

Honey is steadily making headway. Arrivals are reported good both in quality and in quantity, with prices unchanged.

Beans are not moving with much activity and there is a weakening of prices owing to the reports of the opening prices for new crops being on a lower basis than last season.

Fish has shown an increase of activity on new arrivals. Oysters are attracting a good deal of notice and are considered to be in very fine condition. Finnan haddies are now on the market at an 8c. quotation. Ciscoes have also arrived and are quoted at $1.25. Dried fish is uninteresting and prices only normal.

Grain is not very active and is manifesting a weakening tendency right through. It was expected that there would have been an increase in domestic demand, but buyers seem disposed rather to wait developments than to increase their holdings.

Flour as regards domestic trade has little of interest to report, local buyings being only of a hand to mouth character. Export trade, however, has made considerable progress and some fairly heavy sales have been reported, with prospects of an increase.

Breakfast foods are making steady headway, probably on account of the near approach of the Autumn season.

Hides, etc., have steadied themselves considerably during the week under review and the market is now considered to be in a much healthier condition. Prices, however, are considered to be on too high a basis to encourage the laying in of any considerable stock and no material change is expected in the immediate future.

Canned Goods—Canned goods continue to command active business. Sales have been effected well in advance and country orders are coming readily to hand. It is generally conceded here that the new prices which have been recently published are rather on the moderate side than otherwise. It is expected that some prices will advance in the near future. Canned peas are very firm and an advance may be reported at any time. Tomatoes are considered good buying at present prices. New prices for standard apples are now at $2.00. Other prices remain unchanged.

We quote:

Group No. 1 comprises
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee" "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal.	....	2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	77½	1 75
Gals, standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Ga's	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals, standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25

Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal, standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½s, heavy syrup	1 82½	1 80
3s, heavy syrup	2 12½	2 10
Beets—		
2's sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal. on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	1 40
3's	1 82½	1 80
Parsnips—		
2's	0 92½	0 90
3's	1 02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Cateups, tins, 2's	0 65	0 80
" " gal		4 50
" jugs		7 70

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s, "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The local markets for sugar have developed the weakening referred to in our last issue and on Tuesday, the 3rd inst., a general drop of 10c. on granulated was reported. This drop has no doubt occurred out of sympathy with the low prices which have been ruling for raws. Foreign markets have been in an unsettled condition for several weeks and sugar has reached very low prices and still remains with a weakening tendency at foreign points. The present drop was not altogether unexpected, as buyers had shown for some time little disposition to lay in stock. The increased demand for preserving naturally has kept the market in an active condition, so that trade has been pretty good. At the present moment there is somewhat of a lull in the sale owing to the season's demand having reached a final point. At the present moment there are few indications of any increase in trade beyond immediate enquiries. Should, however, the market assume a firm attitude on present low prices, increased trade may be expected of the nature of laying in stocks which are practically depleted. We quote:

Paris lumps, in 50-lb. boxes	5 43
" in 100-lb. "	5 33
St. Lawrence granulated, barrels	4 78
Redpath's granulated	4 78
Acadia granulated	4 63
Berlin granulated	4 78
Phoenix	4 78
Bright coffee	4 63
Bright yellow	3 78
No. 3 yellow	4 53
No. 2 "	4 38
No. 1 "	4 28
Granulated and yellow, 100-lb. bags, 5c. less than bbls	

Syrups and Molasses—Trade generally somewhat slow in this line, although there are indications of a movement in corn syrups. The confectionery trade in molasses has been active, but present reports denote somewhat of a decline in volume. The New York market indicates only small activity for molasses. Offerings have been low for primal markets and consumers are showing disposition to hold off and wait developments. We quote:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The domestic trade shows a steady advancement of a character which denotes movement in consumption. There appears to be every evidence that coffee drinking is increasing in favor. Whilst trade generally is for the stronger grades of coffee, there is still manifested a growing disposition in favor of the milder grades. On the New York market an easier tendency is generally denoted. The spot market particularly has been dull and no trading of importance is reported on latest advices. European markets are also reported as easier. The primal markets denote shipments on a much reduced scale, but the stocks which have accumulated during the free movement of coffee from the plantations are now practically cleared up, so that future movement reports will represent the actual movement of coffee from plantations. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—Local tea trade continues somewhat active and samples which have come to hand continue to show better liquoring properties and experts are still expressing their satisfaction. Prices are consequently well maintained as general values are considered to show a more even basis. Latest reports from the London market denote somewhat of a weakening tendency, especially in Indians, owing probably to the falling off of heavier buyings which have been in evidence lately. Some very fine parcels, however, brought forth keen competition.

Ceylons, by comparison with Indians, might be described as much steadier, particularly for medium grades with a slight upward tendency. Ordinary teas, whilst maintaining their price, have not been particularly active. The better class of Ceylons were picked out and freely bidden for. China teas arrived in small bulk and were readily picked up.

Altogether the European market might be correctly described as having quieted down to a very steady basis, prices being considered as firm and showing good values. We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Paklung	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good commop	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—Advices to hand report the shipment of currants from Patras on Sept. 10, so that bulk arrivals may be expected in the near future. Prices generally are firming up, walnuts particularly showing signs of an upward tendency. Reports to hand denote a crop not as good as the early short reports contained. Raisins are selling freely at present prices and values continue to maintain a firm aspect. Currants show clear evidence of a firmer attitude, the primal markets denote much firmness, owing to the fact that the warehouses of the new Government corporation are now opened and in operation which is speedily showing itself in

"AUTUMN LEAF" BRAND CREAM SUGAR CORN

May cost more, but it is worth more. Of the thousands of cases that went out last year not one can or tin has ever been reported as poor or swelled. How many brands have that record? Now, our Process is the Maine Style, whereby the corn is cut fine and the Cream scraped from the cob, thereby the delicious flavor is retained and the corn has a creamy appearance that cannot be obtained by the old style coarse-cut. We affirm that we have to offer a few thousand cases of the Fanciest Corn ever put in this or any other country. While we have Tomatoes and Raspberries, and intend packing a full line of CHICKEN SOUPS, CATSUP, etc. We claim the "AUTUMN LEAF" BRAND Cream Sugar Corn leads all others, and Mr. Retail Grocer, it is to your advantage ten to one that you have our BRAND on sale. You are the one we wish to reach. Write us, and we will tell you how you can obtain the best line of Can Goods that is packed, and at prices, quality considered, that you ever handled. We are answering all inquiries as fast as possible. If you are looking for a cheap line of goods do not try ours. We are not in that crowd. We me t them every day that say a can is a can. Do not be mislead, you can't fool the consumer. Try the "AUTUMN LEAF" BRAND, AND YOU WILL FIND A CORN THAT WILL PLEASE THE HIGHEST CLASS OF TRADE.

The FRANKFORD CANNING and PACKING CO., Limited

INDEPENDENT PACKERS

FRANKFORD, ONT.

A. H. ALLEN, Manager

this applies also to farm and dairy products generally. Cheese, butter and eggs are holding up unusually strong, and the volume of business turned over this year is far in excess of corresponding period last year in all these lines.

Canned Goods—Remain unchanged and business is featureless. The Canadian Canners, Limited, are making a hundred per cent. deliveries on corn. What proportion of tomatoes will be delivered is not yet developed. Jobbers are making deliveries of the fruit orders as promptly as they are receiving them from the canners. Canned fish of all kinds are obtaining somewhat better attention, and in some grades of salmon there appears to be a decided scarcity. Lobsters also are scarce this season, and are being held at firm figures. Canadian sardines are getting more into favor with the trade. This is no doubt due to the improvement in the packing, as well as in the style of the tins. We quote :

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	0 82½
Gallon, per doz	5 00	....
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02½	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pumpkins—		
3-lb. tins	....	0 72½
Squash—		
3-lb.	....	1 00
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " " "	....	2 10
Raspberries—		
2's, black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75

Specifications of Groups.

Group No. 1 comprises following brands : Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises : Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905 :

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—The sugar market still continues to show weakness. The reduction of 10c. per hundred lbs. was made by refiners on Tuesday of this week, making basis of granulated $4.60. The disposition of the American refiners seems to be, however, to try and check the slide, and the cutting that has been indulged in in that market may at any moment cease. Since the reduction noted above, the foreign beet market has recovered slightly. Among the jobbers the feeling continues to prevail that it is safe only to buy from hand to mouth, and they are basing their orders on this idea. Country merchants also seem to be of this opinion, as orders are light. We quote :

Granulated, bbls.	$3 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes and bbls.	5 20
" ½-boxes and ½-bbls	5 30
Extra ground, bbls.	5 05
" 50-lb. boxes	5 25
" 25-lb. boxes	5 35
Powdered, bbls	4 75
" 50-lb. boxes	5 05
Phoenix	4 65
Bright coffee	4 55
" yellow	4 55
No. 3 yellow	4 50
No. 2 "	4 35
No. 1 " bbls.	4 10
No. 1 " bags	4 30
Raw Trinidad	3 65 3 68
Trinidad crystals	4 30 4 55

Syrups and Molasses—Conditions of trade in these lines are unchanged. Business is on the quiet side in molasses, prices of which remain unchanged. In some quarters higher prices are looked for and a better trade is anticipated on account of the light stocks generally held. Corn syrups are obtaining better sale, the approach of the cooler weather tending materially to better business. We quote :

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—Is unchanged with a better feeling in Brazils, Santos and South American coffees generally. New York reports firmness, with trading only fair. Locally roasters report trade good and looking towards better business in the near future. We quote :

Good Cucutas	0 11½ 0 13
Choice "	0 12 0 13
Jamaica coffee	0 10½ 0 12
Java	0 18 0 24
Mocha	0 17 0 20
Rio	0 10 0 12
Santos	0 10½ 0 12

Tea—The tea market this week has the interesting feature of a decidedly strong advance in China greens. Cables to hand on Monday advise of an advance of 20 per cent. on the lower grades. As Ping Sueys, during the past few weeks, have been much inquired for, the present advance has further tended to stimulate the demand. It is anticipated that a sympathetic advance in the medium and high grades may develop.

China blacks are also receiving attention, and a firmness in London is being reflected on the local market.

Ceylon greens maintain their strong position, and the advance noted in our issue of last week has provoked better business. Ceylon blacks also continue strong.

Japans—The position of the Japan tea market is one of continued strength and firmness. Up to the middle of September there was a definite shortage of over nine million pounds, and this, in conjunction with the fact that the market is bare of old stocks, (which was not the case last season) places Japan teas very strongly. Locally there has been little heavy turnover, but the market here is firm. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	..	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits— Considerable interest is shown on the street in dried fruits of all kinds.

Sultanas—Some active business has been done at slightly lower prices than last reported. Type samples received by mail show excellent quality.

Valencias—The market having receded from foreign prices held during the last two or three weeks, has induced fairly heavy buying for shipment by S.S. Jacona. Early fruit, which arrived via Liverpool, shows excellent quality in selected grades, but fine f.o.s. is not above the average. There are a number of unknown brands offering at prices considerably under those of old established marks. Qualities of these have yet to be determined.

Malaga Raisins—Are offering at remarkably reasonable figures, and some business has been done in loose muscatels, three and four crown. Lower grades than these seem to be neglected.

Dates—It is rumored that owing to the obstruction in the Suez Canal, the first arrivals at New York would be delayed some ten days, but so far this

rumor has not been verified by those most deeply interested. Prices for this shipment have not yet been fixed.

Almonds—Taragona soft shell are still offered at prices last quoted, and large inducements to reduce same have failed to effect their object. Shelled Almonds—Are about as last quoted, with the usual demand at this season of the year.

Walnuts—The crop is reported the smallest on record, and in consequence prices are very firm. Early shipments will be made about the first week in November, but as yet there has been no great activity by importers and buyers. Shelled Walnuts—In sympathy have further advanced, which has likewise checked the usual heavy buying which obtains at this season of the year.

Comadra Figs—Contrary to the usual course, these have advanced from opening prices, and the market is reported firm, with the probability of still higher prices.

Currants—The syndicate being now practically in operation has had the effect of steadying the market. There are no changes to report from our last.

California Evaporated Fruits — The latest reports from the Coast indicate prices on all kinds of dried fruits to retain their firmness, and in the case of seeded raisins to be even somewhat higher. Prunes, also, are handled very firmly, and as the stock of 1904 crop is now reduced to a very small compass, holders at the Coast seem to be in a position to keep the market up, and perhaps even advance it. We quote :

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " ⅛s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08
Prunes—	**Per lb.**
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filatras, uncleaned	0 04⅝
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04¾ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06¼ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—There are no changes to report in rice. Business is about as usual, with prices unchanged. Tapioca maintains a firm tone, and business is reported as fairly good by jobbers. The recent advance seems to have stimulated inquiries from the retail trade. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—The general condition of the spice market is unchanged. Firmness is supported in cassias and ginger, while black and white peppers also are toning up some. Nutmegs still continue very cheap, and it would seem to be an opportune time for grinders to stop. The local conditions reported are for fair trade. We quote :

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Honey—Business in honey continues quiet, with somewhat better demand for comb honey. There will not be much activity in these lines until somewhat later, when the cold weather has permanently set in. We quote :

White clover, extracted tins	0 06½ 0 07
" kegs	0 07½ 0 07½
" comb, new	0 12 0 13
Buckwheat	0 05½ 0 06

Maple Products—The market in maple products is on the dull side and prices are easy. The season, however, is expected to open up very shortly, and a good trade is looked for. The consumption is increasing every year, and the

The Only Spice of Life for Horses, Cattle and Poultry

is Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

development of the maple sugar industry towards supplying pure goods will still further increase the demand. We quote :

Maple syrup, in wood, per lb	0 06½ 0 07
" in large tins	0 06½
Pure new sugar, per lb	0 09
Pure Beauce County, per lb	0 09

Beans—Beans are getting interesting. Holders up west are asking from $1.35 to $1.45 for prime hand-picked. There are no quantities obtainable, and a corner is mooted. $1.50 to $1.60 seemed to be about the prices asked by the trade here this week. We quote :

Choice prime beans	1 50 1 65
Lower grades	1 40 1 50

Evaporated Apples—Evaporated apples are decidedly interesting to the trade. There is every reason to assume of further advance. Reports of speculators having bought up not only the evaporated stock, but also made a set for all the apples obtainable, are current on the market. Certain it is that it is almost impossible to get acceptance of any quantity of evaporated stock. Offers of carload lots have been turned down even at 7½c. Some old stock was cleared out during the week at 7c., but 7½c. to 8c. seems to be about what the trade has to pay for good stock.

Fish—There is a good demand for all kinds of fish, and supplies are ample for all requirements. Prices are low for this season of the year. The bulk oyster trade is beginning to pick up a little on account of the cooler weather of the past week. The price remains fairly high on account of these goods arriving by express. There are none as yet to hand by freight, though they are expected towards the end of the week, and it is not unlikely that prices will ease up.

In salt and pickled fish a few arrivals of salt herrings are noted, which are meeting with ready demand at prices quoted. The quality of same is good. New B. C. and Labrador salmon have also arrived, the quality of which is fine, and the demand good. Boneless and skinless cod are in about the usual demand. Stocks, however, of skinless are light and an advance is looked for. The same also applies to green cod. We quote :

Green cod, No. 1	7 50
" " 2	6 50
Fresh B.C. salmon	0 14
Gaspe Salmon, per lb., frozen	0 15
Sturgeon	0 10
Fresh white fish	0 09
Fresh dore or pickerel	0 08
Lake trout	0 08
Fresh haddock, per lb	0 04 0 05
Fresh pike	0 07
Fresh halibut	0 10
Fresh steak cod	0 06
Oysters, in shell, Malpeques	9 00
Choice standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 07½
Bloaters in boxes, 100 fish	1 00
Smoked herring, per box, new	0 10
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 25
" " " bbls	6 50
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 75
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	7 50
" " (200 lbs.) bbls	13 50
" " (300 lbs.)	18 50
Lake trout, salt, 100 lbs	4 50
New pickled B.C. salmon, bbls	12 50
" " half bbls	7 00
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Grain, Flour and Cereals.

Flour—Quiet market both locally and for export, the latter especially dull. Prices are too far apart for business. Exports to date have fallen off over 300,000 bbls., as compared with similar period last year. Prices unchanged. We quote :

Winter wheat patents	4 90 5 00
Straight rollers	4 60 4 70
Extra	4 30 4 40
Straight rollers, bags, 90 per cent	2 20 2 30
Royal Household	5 00
Glenora	4 70
Manitoba spring wheat patents	5 00
" strong bakers	4 70
" bakers	4 10

Rolled Oats—A somewhat better feeling prevails in rolled oats; caused, undoubtedly, by the cooler weather. Inquiries are coming in more freely, and good business is looked forward to be dealers. We quote :

Fine oatmeal, bags	2 50 2 60
Standard oatmeal, bags	2 55 2 60
Granulated " "	2 55 2 60
Rolled oats, "	2 10 2 20
" bbls	5 00
" 90-lb. bags	2 40 2 45
" 80-lb. bags	2 10 2 20

Feed—Market well stocked, but demand has fallen off for bran. Arrivals are heavy, and this keeps prices easy. We quote :

Manitoba bran, in bags, per ton	16 00 17 00
" shorts	19 00 20 00
Ontario bran, in bulk	17 00
" shorts	20 00 21 00
Mouillie	24 00 27 00

Hay—Market continues strong and active, with prices unchanged. Local demand reported good. Arrivals satisfactory, but owing to steady demand no stocks are accumulating. We quote :

No. 1 timothy	8 00 8 50
" 2 " choice	7 50
" 2 " ordinary	7 00
Clover	6 00
Clover mixed	6 50

Hops—There is no change to report in the situation of hops this week, prices ruling steady. We quote :

B.C.	0 22 0 25
Choice Canadian	0 18 0 19
Fair to good	0 15 0 16

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Oct. 5, 12.30 p.m.

BUTTER—Market unchanged and quiet, with prices steady; fancy, 23c. to 23½c.; choice, 22½c. to 23c.; good to fine, 22c. to 22½c.

CHEESE—Market firm, with fair demand; prices unchanged.

EGGS—Demand good, with fair supplies; fine weather helping production; straight gathered, 18c. to 18½c. at country points.

PROVISIONS—Market firmer owing to heavy demand for live hogs; prices unchanged.

B. C. REPORT.

Vancouver, B.C., Sept. 28, 1905.

THOUGH the Dominion Fair at New Westminster was not blessed with fine weather yesterday for its opening ceremonies, Jupiter Pluvius made amends to-day and took a day off, with the result that warm sunshine and Italian skies brightened the prospect considerably. Most creditable preparation has been made by the Fair management and so far the exhibitors have made equally creditable displays, though there yet remains a good deal to be done in some of the outside exhibits. Within the four main buildings the manufacturing exhibits, the produce, vegetables, fruits, grains and grasses are all in place. Many district exhibits are entered, one even from Edmonton and Strathcona, Alberta, which while noticeable for the lack of the fruit which forms the principal feature of British Columbia district exhibits, has a fine display of vegetables and grain, together with coal, brick, cement manufactures, leather, furs, etc.

* * *

The Transportation Commission appointed by the Dominion Government to investigate matters relating to trade and transportation in Canada, held a session in Vancouver this week, and is now in Victoria. Mr. J. H. Ashdown, of Winnipeg, and Mr. Robert Reford, of Montreal, are the members of the commission, Mr. C. N. Bell, of Winnipeg, being secretary. The Board of Trade and business men of Vancouver met the commission and presented their views with respect to improving and increasing shipping facilities from this port, making a strong point of the value of False Creek if improved by Dominion aid into a good harbor, which can easily be done.

As the commission had previously held meetings in Calgary and Edmonton, at which strong representations were made to have this port made the shipping point for Alberta grain, the Vancouver men had some strong backing in making their pleas. It was pointed out that there was a market in the Orient for all the wheat Alberta could produce, and that this was the natural point from which it would be shipped. The commission will hold another session here, when Mr. Roy, the Dominion engineer who has been surveying the basin of False Creek, is expected to be well enough to attend. In the meantime they have gone to Victoria where meetings are being held.

* * *

Reports increase in number with respect to wheat and flour export from Vancouver. A Calgary despatch credits the Ogilvie Company with the intention of establishing a flour mill at the coast, to capture the Oriental trade. Mr. J. S. Dennis, land commissioner of the C. P.R., who was in Vancouver recently from Calgary, predicts that in a short time elevators of a million bushels capacity will be erected in Vancouver to receive Alberta wheat for export. He said he believed this would occur within a year.

* * *

Latest advices from the north aver that navigation on the Yukon will close any day after October 10th. Not over 2,000 tons of Dawson-bound freight await transportation down the river from White Horse, and the bulk of the shipments have gone north from here, so that there will not be any additions of moment to the pile. If the river does not fall too low there will be no freight left over when navigation closes. As the stage of water is still at a good distance above low water for navigation, there is no fear of any blockade.

* * *

The Canadian-Australian steamer Miowera due to arrive in a few days from Australia via Fiji is bringing 900 tons of raw sugar from Suva for the British Columbia Sugar Refinery. Outbound a shipment of British Columbia apples and onions will be sent to Australia by the steamer. Some of the onions will be shipped from stock grown in the State of Washington, from seed brought from Australia. Latest advices from the Antipodes state that onions were then quoted at $120 per ton, so that there should be a profitable trade in the ship-

We Won't Like to Say "We Told You So!" But—

We have had last month very many inquiries from the trade throughout Canada with reference to the shares which we are offering the trade in Albert Soaps Limited. A goodly number of dealers have subscribed, or promised to subscribe for some shares; others are thinking it over, but from a large number who might well take some interest in this proposition we have not heard at all. Perhaps they think we are seeking their money and that the enterprise is one which will not give them satisfactory returns. Possibly they do not realize the opportunity which is being offered them.

We are about now to place this stock before the public in a general way, and from the inquiries we have already received we know it will be eagerly taken up, but we are as anxious as ever to have dealers in soap interested with us.

We want Albert Soaps Limited to be not only the most profitable concern of its kind to its shareholders in Canada, but we want its shareholders to be among those who help its success by selling its goods, but DON'T PUT OFF, it's a case of "DO IT NOW."

If the matter interests you write at once. In a few months, which will pass very quickly (you know how soon a three months' note comes due) you will be hearing of the dividends which others are receiving on this stock. We will not then say: "We told you so," but you will appreciate the point.

The soaps made by the Albert Soaps Limited are a household word throughout Canada, and the new Company is devising means to make their goods even more popular than they have been in the past.

BABY'S OWN SOAP

is steadily forging ahead of all competitors and is easily the best seller of all toilet soaps.

We see large profits ahead for those who join us now.

If you have not already received a prospectus, we will cheerfully send you one.

ALBERT SOAPS LIMITED

MONTREAL

ment. At other seasons Australia can ship onions to this coast with profit, but the fact that the seasons are opposite makes it possible to send return shipments of the same products at this season.

* * *

Every district in the Okanagan is represented with a magnificent display of fruit at the Dominion Fair at New Westminster. Vernon, Armstrong, Enderby, Kelowna, Peachland, Summerland and Penticton are to the fore with apples, pears, grapes, peaches, plums, and every variety of tree fruit, fresh, while large bottled displays of smaller fruits are shown, preserved in their natural state.

The commercial display, showing fruit packed in regulation packages and by the most approved methods, is an object lesson in more ways than one. For instance it is educating those who are still clinging to antiquated and slovenly methods of packing, that to get trade they must put up their goods in business-like and attractive style. It is also educating visitors in the knowledge that British Columbia is preparing to supply the whole Canadian west with its big requirements in fruit.

Mr. Maxwell Smith, Dominion Fruit Inspector, who has returned from a trip in the Northwest, says that the bulk of the fruit on sale in Alberta is from British Columbia. He states that jobbers there are now offering for winter apples $1.25 per box, f.o.b. British Columbia shipping points, with $1.50 for choice winter stock.

* * *

The passing of the sailing ship as a salmon carrier was marked last year. This year the canned salmon pack of British Columbia is going to the foreign markets and to the markets of the Old Country entirely in the holds of the big steam freighters. Fully half a million cases will soon be on the way to England, one vessel of the Alfred Holt line, the Keemun, taking out 140,000 cases. Other consignments go to Australia and to the Orient. The salmon is practically all shipped in coast-wise steamers to Vancouver, where it is transhipped to the holds of the big ocean-going liners.

The only sailing ship now loading or to load is the schooner Alden Besse, bought by a Japanese firm to load salt salmon and the cheaper varieties of canned salmon for Japanese trade.

* * *

Not all the pack of the Fraser River sockeyes put up by British Columbia canners will be sent forward at the present time. The big pack of Alaska pinks has caused the American packers who control that variety of salmon to slash the market in the Old Country, with the result that the canners here will hold a great part of their pack rather than further demoralize the market by hurried forwarding of the pack.

* * *

The herring run of Vancouver Island has begun at Pender Harbor where two concerns are curing and packing the fish. Kippers and other forms of cured herrings are sent to market from these plants. The run at Nanaimo which is the largest does not begin so early.

* * *

The phenomenal late run of sockeyes, continuing as it has right through the month of September, is now showing signs of abatement. As a rule the humpbacks signal the end of the sockeye run, but this season they have continued right along even though the cohoes are now running freely. The fact that many of these fish at the beginning of the late run were in fairly good condition, holding the fresh, bright color indicative of being in salt water, is claimed by some authorities in the fishing business here to show that these fish have been delayed somewhere on their usual course, and that they were not "spent fish," a few of which are usually seen late in the year, having exhausted themselves in attempts to get up the rivers.

* * *

The New England Fishing Co. steamer New England reached port from the northern halibut banks on Saturday night with 120,000 lbs. of halibut for eastern markets.

N. S. Markets.

Halifax, Oct. 3, 1905.

THE Retail Grocers' Association held a meeting during the week when a number of matters concerning the trade were considered. One of the resolutions passed was directed towards having employes of the Intercolonial Railway paid more promptly in future. The grocers claim that they are put to great inconvenience through the neglect of the authorities in not having cheques reach Halifax the first of every month. A copy of the resolution will be forwarded to the Minister of Railways, and also to D. Pottinger, the general manager, at Moncton.

The grocery trade continues good and no complaint is heard. The market at the present time may be said to be at its best. With the exception of sugar, prices are pretty steady.

Sugar—During the latter part of last week a despatch received here stated that all grades of refined sugar were marked down in New York on Friday, 20c. per hundred pounds. No announcement of a decline has yet been made in Halifax, the initiative always coming from Montreal, but there is no doubt that the New York decline will become effective in Halifax. though it may be reached by stages. No grocer in Halifax, wholesale or retail, is carrying any sugar stock worth mentioning, orders being sent in to the refineries from time to time, just as required, so that none of the dealers will suffer by this decline. The price of sugar is now $1.10 per hundred pounds less than it was at the highest figure several months ago, two drops of ten cents each having been recorded this month and there is likelihood that another is near at hand.

Dealers report much better demand for molasses, and they predict that the market will improve from now on. Handlers of this commodity here are now talking of higher prices, but the weakness of the sugar market at the present time is against an advance. The quotations are:

Barbadoes (fancy)	38 to 40
Trinidad	35 to 42
Porto Rico	34 to 39

NEW BRUNSWICK MARKETS.

St. John, N.B., Oct. 3, 1905.

WITH the beginning of the last quarter of the year the trade may be said to be at its best. There is not the good feeling of a year ago. It is hard to pick a line showing any particular profit.

Just now there is interest in "merchants' week," which will be held during this month, and particular effort is being made that it shall be a success. It means much to get the outside buyers into the city at this time of the year.

Rice—Is being quoted quite a little higher. It is said the Japan crop is short and that the Japs are buying largely of Rangoon rice which is the grade imported here.

Spices—In general are firmer, except nutmegs, which keep very low.

Oil—In burning oil the slightly higher price lately quoted is held firm and the situation is strong.

Salt—In Liverpool coarse salt a cargo was landed this week and a large cargo is due in about fourteen days. There is a continued good demand particularly from nearby American ports, where there are very large sardine and smoked herring industries. Prices are firm. Business in fine salt is somewhat quiet.

Canned Goods—The interest mentioned last week continues, particularly on vegetables there are open prices. For many years these lines were sold so close that no money was made. They were just beginning to show a fair return when, it is said, because some were breaking their agreements in regard to prices, the situation, at least for the time, was made worse than ever.

Dried Fruit—It is expected California raisin prices will be quoted this week. It is a matter of great dissatisfaction that these prices are quoted so late. New Valencia layers have been received.

Sugar—There are extremely light stocks held. While there is no change this week in price, the trade are not buyers. Considerable English sugar was landed by the Glasgow steamer this week.

SIDE LINES WANTED.

MANUFACTURERS, Jobbers, Brokers. My specialty is specialty work. If you have anything new to place on the market, or anything old to force back on the market, or any new territory to open up in Western Canada, please communicate with me. I want to secure one or more good lines of standard goods on a time and territory contract. Have sold the grocery trade in Oregon, Washington and Idaho for 3 years. Will shortly locate in Alberta. As references as to salesmanship and reliability. Box 272, CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [41]

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
309 Board of Trade Building, - TORONTO

To delight Housewives and Children

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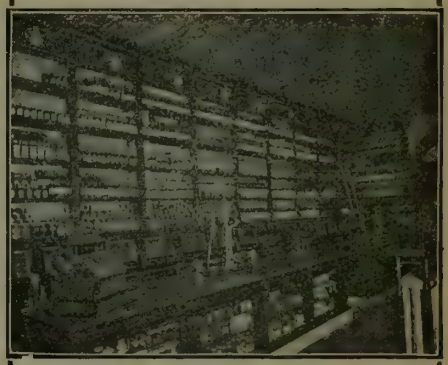

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Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 5th, 1905.)

Groceries.

MONEY is still a somewhat scarce commodity in the west, and business is being transacted now in anticipation of the large sum to be put in circulation almost immediately by the marketing of the crop. It is, therefore, satisfactory to note that the crop is being marketed rapidly and that the railways will be able to move a large proportion of it before the close of navigation on the lakes. In the meantime the wholesale grocery trade is active in anticipation of a big impetus to business in coming months. Wholesalers are preparing to collect all their outstanding accounts before the end of the year, and in this they have the co-operation of the retailers. In hundreds of stores throughout the west notices are now posted up announcing that all goods will be sold for cash after November 1st, and that accounts must be paid then. Every effort is being made to take advantage of the big crop to put the prosperity of the west on a sound, substantial basis.

There are not many price changes to record this week. Some new foreign dried fruits have arrived in the city and prices are noted below.

Sugar shows no change since the declines early in September. There is a better demand for oatmeal since the decline noted last week.

Tapioca has been advanced again, the wholesale price now being 5c. per lb.

It will be another month before new evaporated apples reach the western markets. Indications point to very high prices, but it is impossible yet to state what the opening price will be.

Sugar—There is a less than normal demand from the retail trade owing to the uncertainty prevailing as to the future of the market. The trade are afraid to order on what they consider a falling market. Subject to possible changes recorded in last minute report, we quote:

Montreal granulated, in bbls	5 35	
" " in sacks	5 30	
" yellow, in bbls	4 85	
" " in sacks	4 80	
Wallaceburg, in bbls	5 25	
" in sacks	5 20	
Icing sugar in bbls	5 95	
" " in boxes	6 15	
" " in small quantities	6 55	
Powdered sugar, in bbls	5 75	
" " in boxes	5 95	
" " in small quantities	6 20	
Lump, hard, in bbls	6 05	
" " in ½-bbls	6 15	
" " in 100-lb cases	6 05	
Raw sugar	4 25	4 50

Canned Goods—With all the new season goods already on the market at certain fixed prices, there is nothing of interest to note this week in the canned goods situation. We quote as last week:

Succotash, 2's, group 1, per 2-doz. case	2 63	
" " 2 and 3, per 2-doz. case	2 58	
Beets, 3's, group 1, per 2-doz case	2 39	
" " 2 and 3, per 2-doz. case	2 34	
Pumpkins, 3's, group 1, per 2-doz. case	2 04	
" " 2 and 3, per 2-doz. case	1 99	
Plums, Damson, e.s., group 1, per 2-doz. case	2 13	
" " 2 and 3, per 2-doz. case	2 08	
" Lombard, e.s., group 1, per 2-doz. case	2 23	
" " 2 and 3, per 2-doz case	2 18	
" greengage, e.s., group 1, per 2-doz. case	2 33	
" " 2 and 3, per 2-doz. case	2 28	
Peaches, 2's, group 1, per 2 doz. case	4 08	
" 2 and 3, per 2-doz. case	4 03	
" 3's, group 1, per 2-doz. case	6 14	
" 2 and 3, per 2-doz. case	6 09	
Pears, 2's, F.B., group 1, per 2-doz. case	3 58	
" groups 2 and 3, per 2-doz. case	3 53	
" 3's, F.B., group 1, per 2-doz. case	5 09	
" groups 2 and 3, per 2-doz. case	5 04	
Apples, gallons, group 1, per doz.	2 60	
" 2 and 3, per doz.	2 55	
" 3-lb. " 1, "	2 13	
" 3-lb. " 2 and 3 "	2 08	
Cherries, red pitted, group 1, per 2-doz. case	4 33	
" " " 2 and 3, "	4 28	
Currants, new, red, 2 doz. cases, group 1, per case	3 48	
" " " 2 & 3 "	3 43	
" black, " " 1 "	3 83	
" " " 2 & 3 "	3 78	
Gooseberries, new, " " 1 "	4 08	
" " " 2 & 3 "	4 03	
Lawtonberries, " " 1 "	3 83	
" " " 2 & 3 "	3 78	
Raspberries, red (new), 2-doz cases, group 1	3 63	
" " " 2 & 3	3 58	
" black, new " " 1	3 53	
" " " 2 & 3	3 48	
Strawberries, " " 1	3 33	
" " " 2 & 3	3 28	
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25	
" 2's, whole, " "	3 75	
" 2½'s, whole, " "	4 50	
" 2's, grated, " "	4 50	
Tomatoes, 3's, per 2 doz. cases, group 1	2 34	
" " " 2 & 3	2 29	
Corn, 2's, " " 1	1 98	
" " " 2 & 3	1 93	
Peas (No. 4), 2's, " " 1	1 53	
" " " 2 & 3	1 48	
Peas (No. 3), 2's, " " 1	1 68	
" " " 2 & 3	1 63	
Beans, golden wax " " 1	1 93	
" " " 2 & 3	1 88	
Beans, refugee, " " 1	1 98	
" " " 2 & 3	1 93	
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River, " "	6 00	
" River s Inlet, " "	5 90	
" Red Spring, " "	5 75	
" humpback, "	3 75	
" cohoes, "	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30	
" " " 5 to 9 cases	6 20	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" " 2's, "	1 90	
" " 3's, "	2 60	
Soups (Van Camp's), per doz.	1 25	
Boneless chicken, lb. tins, per doz.	2 75	
" turkey " "	3 25	
" ducks " "	3 25	
Canned chicken (Man. Can, Co.) per doz.	3 25	
" turkey " "	3 25	
Corned beef " 2's "	2 75	
" " 1's "	1 55	
Roast beef (Man. Can. Co.), 2's, per doz	2 65	
" (Clark's), 1's, per doz	1 50	
" " 2's, "	2 65	
Potted meats, ½'s, per doz.	0 55	
Veal loaf (Libbey's), ½ lb., per doz.	1 25	
" 1 lb. "	2 50	
Ham loaf " ½ lb. "	1 25	
" " 1 lb. "	2 50	
Chicken loaf " ½ lb. "	1 85	
" " 1 lb. "	3 05	
Lunchtongue (Clark's), 1's, "	3 00	
" (Aylmer), 1's, "	2 90	
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80	
" " " 1-lb. tins, "	3 10	
" " " 1-lb. glass, "	3 35	
Chipped " " ½-lb. tins, "	1 45	
" " " 1-lb. tins, "	2 50	
" " " 1-lb. glass, "	3 05	
Sliced bacon, " 1-lb. tins, "	3 10	
" " 1-lb glass, "	3 25	
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	
2-lb. " "	2 65	
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00	
" " ½ lb. talls, per 4-doz. case	10 25	
" " 1-lb. talls, " "	14 50	

Salad Dressing—We quote:

"Montserrat," pints, per doz	4 00	4 25
" quarts, "	6 80	7 00
Local brands, pints, "	1 60	2 50
" quarts, "	3 00	4 50
" bulk, per imp. gal.		0 65
Durkee's, per 2-doz. case		7 00
Royal, small, per doz.		2 85
" large. "		4 75
Vinegar (C. & B.), bottles, pints, per doz.		1 20
" " " quarts, "		2 10

Sauces—We quote:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Syrups and Molasses—Quoted at following steady prices:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb.		0 04
New Orleans molasses in ½-bbls, per lb.		0 02½
" " in barrels.		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal.		0 31
" ½ " "		0 33
" 5 gal. bats, each		2 25

Coffee—Green Rios are still very firm. We quote prices as last week:

Whole green Rio, per lb.	0 11
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19

Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—Prices are quoted as follows:

Epps' ¼ lb package, per lb	0 33
Fry's ¼ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ¼'s	0 25
Van Houten's, ¼'s, per doz	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ¼'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ¼ and ½, per lb	0 22
Fry's " " "	0 22½

Jam—We quote:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton) "	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Teas—We quote as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits— New season quotations on peaches, pears, nectarines and plums will be found below. Choice silver prunes are quoted now at 10 1-2c. per pound. We quote:

Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 3 crown, per lb		0 07
" " " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package	0 07½	0 08
" fancy seeded in ¼-lb. packages per package		0 08
" " choice seeded in 1-lb packages per package		0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
prunes, 90-100 per lb		0 05½
" 80-90 "		0 05½
" 70-80 "		0 06
" 60-70 "		0 06½
" 50-60 "		0 07
" 40-50 "		0 07½
" choice silver, per lb		0 10½
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 05½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11½
Peaches, choice, per lb		0 13
" standard "		0 12½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 11
Nectarines, choice		0 12
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Nuts—We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 14

Rice, Tapioca and Sago—Tapioca has

The Extensive Advertising of

Clark's Meats

Stimulates the demand and increases sales. The fine quality and handsome packages retain the demand.

60 varieties 60

FISH

Smoked Herring a Specialty.

In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

Fresh and Frozen
Lake and Sea Fish
Oysters
and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

POULTRY, FISH

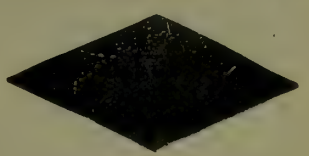
GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791. WINNIPEG,

THAT WORD DIAMOND



on Maple Syrup means Purity and excellency of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited - Montreal

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

AFTER SIXTY YEARS
A New Form of
COX'S CELATINE is
COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

CONDENSED OR "WANT ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

FINE grocery business for sale in town of Lindsay; total amount of business per year, $30,000. Communicate with L. Chaput, Fils & Cie., Montreal. [40]

HAY AND FEED business for sale, including office, warehouse, horse, lorry, scales etc., $1,600; without horse and lorry, $1,300; warehouse holds fifteen carloads, and is on railway siding; best stand in Toronto for farmers' trade. For further information apply to L V McBrady, 46 King St. West, Toronto. [40]

SITUATION VACANT.

WANTED at once, retail grocery salesman; permanent position to right man; state age, experience, salary expected and other particulars. W. Dowling & Co., Brandon, Manitoba. [41]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [43]

POSITION required by young man (40), manager, book-keeper or position of trust in general, grocery or hardware store; references exchanged. Box 276, THE CANADIAN GROCER, Toronto. [41]

SIDE LINES WANTED.

YOUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address, "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [37]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

been advanced to $5 per cwt. Prices are now quoted as follows:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04¾
Tapioca, per cwt	5 00
Sago, per lb	0 03¾

Pot and Pearl Barley—Quoted as last week, at following prices:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets is now quoted at 8 1-4c., a slight reduction.

Spices—Pickling spices are in strong demand. Prices are still quoted as follows:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb.	0 70
Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Maple Products— New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Evaporated Apples—It will be some weeks yet before new evaporated apples will reach the western market. Indications all point to high prices. Old stock is held at 8c. to 9c. per lb.

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Fish and Oysters—Quoted as follows: Take in Table

Lake Superior trout	0 09
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 12½
Halibut "	0 11
White fish (L. Winnipeg), per lb	0 06
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnan Haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 85
" " " No. 1,	9 50
" " " No. 2,	8 40
" " fibre, per nest of 3	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Breakfast Cereals—There is an improved demand for oatmeal since the decline in price noted in last issue. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 90
40-lb. " "	1 95
20-lb. " "	2 00
8-lb. " "	2 30
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Buckwheat Flour—We quote at $1.70 per half sack.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

982. A Belfast merchant with large business experience and extensive connections, desires the names of Canadian firms, preferably those not already represented in the United Kingdom, with a view to becoming their representative. This gentleman can handle canned salmon, canned fruits and vegetables, canned meats and tongues, cheese, butter, apples and other fruits.

984. Inquiry is made by a London firm for the names of Canadian firms manufacturing binder twine and rope.

985. A firm of engineers have asked to be placed in communication with manufacturers of wood handles in Canada.

988. A commission agent in West Bromwich wishes to represent a Canadian shipper of flour.

989. A Birmingham firm inquires for Canadian anufacturers of all kinds of turned wooden goods, particularly handles.

990. A Birmingham commission agent wishes to represent firms in Canada handling hams, bacon, lard, tongues, etc.

991. A Birmingham firm wishes to be put in touch with Canadian shippers of potash.

993. A firm in Nuneaton would like to hear from Canadian shippers of hay.

1001. A Birmingham firm would like to find a market in Canada for their pearls, pearl handles, and Japanese handles.

1018. A Lancashire manufacturer of polishing cloths, printed and finished complete, would like to do business in Canada.

1022. A Midlands anufacturer of dubbin and boot polishes, saddle soap and similar lines, would like to do business in Canada.

1023. A Leicester manufacturer of boot and shoe laces wishes to extend business with Canada.

1024. A Cape Town and Johannesburg firm of commission agents desire to represent a Canadian manufacturer of school furniture.

1025. A Cape Town commission agent desires to represent on commission a Canadian exporter of butter and cheese.

"PRINCE OF WALES"

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

CANNED SALMON

We beg to notify the trade of the arrival of a lot of new salmon. They are the well known brands:

British America — O-Wee-Kay-No — Golden Net

These are trade-winners, and our prices are right. Try them?

GEO. ROBERTSON & SONS, Wholesale Grocers, KINGSTON

"Bee" Baking Powder Will Raise Your Average Profit

If you are interested enough in seeing that the goods you handle obtain for you the highest possible profit, write the

"Bee" Starch Company, Montreal

for particulars as to how much profit can be made by handling their lines.

Every merchant should be interested in making all possible profits consistent with the handling of good goods.

"Bee" Brand are the Best Value

Snowdon, Forbes & Company
Montreal

BOOKS FOR BUSINESS MEN

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Short Cuts, Correspondence Helps, Card Systems, etc.

$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

The Buyer, The Manager, The Superintendent, The Book-keeper, The Secretary, The Sales Agent and all those interested in knowing "what it costs" should secure a copy. Send for circular

Price, $3.00 Post Paid

Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

Some Subjects Treated

Accounts Receivable	Accounts Payable
Adjustments	Assets
Averaging Accounts	Bad Debts
Balance Sheet	Bond Accounts
Bank Accounting	Capital
Capital Stock	Card Ledgers
Cash Books	Cash Discounts
Checking Systems	Cost Accounts
Cross Entry	Distribution of Accounts
Depreciation	Double Entry
Expense	Installments
Interest	Journals
Ledgers	Merchandise Accounts
Etc.,	Etc.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Price, $3.00 Post Paid, Bound in Half Leather

The MacLean Publishing Co. Toronto Montreal Winnipeg
Limited

FRESH AND CURED FISH

RECORD SHOAL OF FISH.

A REMARKABLE shoal of fish made appearance recently in the Courtenay Bay district. Scattered over the flats and along the eastern shore of the bay, piled up in places to a height of from two and a half feet, are to be seen thousands of barrels of fish. And although since they first appeared many have been hauled away, there are to be more than ever, as other great shoals have followed the first.

During the tide immense schools of sardine and large herring were chased by hake and haddock. These larger fish in turn were followed by dogfish, and the whole mass swam right into Courtenay Bay.

Here on the flats when the tide went out they were left. The dogfish seemingly did not come in far enough to get caught, as only one or two of them have been found. But the herring and hake are all piled up together, or scattered over the broad flats.

At one place in the cove near the Almshouse there is an area fully three hundred yards long by a hundred and fifty wide where herring, hake, haddock and some cod are piled up to an average height of two and a half feet. And extending from there down to Red Head, and up the flats beyond Crouchville, the sands are literally hidden by these millions of fish. No one over there remembers anything like it ever occurring before.

B. C. HERRING.

ALREADY a herring run is noted from Pender Harbor, where the small fish run some weeks earlier than at Nanaimo, the principal point where the herring are caught, and where the enormous run parallels the fourth year run of sockeye salmon on the Fraser River. There are two concerns now curing herring at Pender Harbor and already some of the kippers have been sent to the Vancouver market. The run at Nanaimo will this year be the signal, when it commences, for a very considerable activity in the work of curing herring.

The sockeye salmon run has taken a sudden late spurt, and though there are not the number of fish running, or many fishermen on the river and gulf, the catches have gone as high as 400 to the boat. Some of the canneries have received pretty large quantities.

The lateness of the season, and the fact that the sockeye are longer in the fresh water has some effect on the quality, and the fish now being packed are not considered the equal of those packed earlier in the season, and taken when still in salt water, or but a short time in the fresher waters of the Fraser estuary.

REMOVING A CANNERY.

The English Bay cannery is to be wiped off the map. Its site is being offered for sale, and the machinery is to be dismantled and removed to the Skeena River, where the owners will erect a cannery in time to pack next season.

The new cannery will be situated on Smith Island, at the mouth of the Skeena River, and it is expected to have the buildings in readiness to receive the plant this Fall. Work has not yet been started on Smith Island, but will be commenced shortly.

The English Bay cannery has always been a paying one, and the site is excellent. The cannery has often been able to put up two thousand cases of fish before the plants on the Fraser River have been able to put up one. One of the principal reasons for selling the English Bay plant is that when the run on the Fraser is a failure the run at English Bay is also valueless. By having a cannery in the north the chances of a small pack are lessened, as there might be a good run on the Skeena when there was a poor one on the Fraser.

FRAUDULENT PRACTICES.

The reputation enjoyed by the French sardine is the highest of any, consequently the packers of French sardines are justly indignant at an attempt which has recently been made by Spanish and Portuguese packers to pass their inferior fish off as French. The custom has been for foreigners to ship into France boxes containing 140 to 150 sardines, which are divided into boxes of smaller size and offered as French. This commerce has assumed such proportions that much uneasiness exists in the minds of those engaged in packing the genuine article. As a remedy it has been suggested that all foreign imports of sardines should have the name of the country where they are packed plainly stamped in the centre.

HAS BEEN A SUCCESS.

Dominion Fisheries Inspector Edward G. Taylor reports that the experimental introduction of eastern oysters into the coastal waters of British Columbia has at length been followed by complete success, through wise selection of waters in which to plant the importations. So far the bivalves are thriving well and promise to multiply with gratifying rapidity.

FISH TRADE WITH JAPAN.

Of the 50,000,000 people in Japan 3,000,000 are engaged in fishing, and 10,000,000 are directly dependent upon the fisheries for a living. The acquisition of half of the island Sakhalin will add to Japan's available fisheries, though not to the exclusion of western fish products from Japanese markets. Japan has already acquired a taste for Canadian canned salmon, and there will always be a market there for cheaper grades that sell from 7½ to 10 cents a tin retail. This will furnish the Pacific coast a good outlet for a considerable quantity of fish of the pink grades.

Season 1905

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

Our Forces In The Field Enlisted To Sell

REINDEER MILK

Grant, Oxley & Co. - - -	HALIFAX, N S
F. H. Tippet & Co. - - -	St. JOHN, N B.
J. Winfield - - - - - -	QUEBEC, Que.
J. A. Taylor - - - - - -	MONTREAL, Que.
W. G. A. Lambe & Co. - -	TORONTO, Ont.
J. H. Herring - - - - -	HAMILTON, Ont.
Nicholson & Bain - - - -	WINNIPEG, Man.
Nicholson, Bain & Johnson	CALGARY, Alta.
Martin & Robertson - - -	VICTORIA, B C.
Martin & Robertson - - -	VANCOUVER, B.C.

IT IS A PLEASURE TO SELL GOODS OF KNOWN QUALITY THAT ARE GUARANTEED TO PLEASE.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Codfish Time is All The Time

ESPECIALLY SINCE THE ADVENT OF

"HALIFAX" AND "ACADIA" PREPARED CODFISH, HALIFAX FISH CAKE, AND HALIFAX SHREDDED CODFISH

Nevertheless, with the advent of cooler weather, there comes a hankering for these delicious fish cakes, fish balls, and what not, that can be so easily made with these fish preparations. With them can be made breakfasts that you can eat with a relish. Consumers are finding this out and there is a growing demand. If you are not selling as much as you should perhaps you have not perfectly brought them to the attention of your customers. Let us assure you that they are well worth talking about. It's "up to you" to increase your fish business.

AGENTS:

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

WALL PAPER
The "Staunton" Line for 1906 is so exceptionally attractive that to many a dealer the difficulty is to find room for all the good things he would like to buy.
Give us the opportunity to show samples before you place any order.
STAUNTONS LIMITED
TORONTO

You'll Have to Hurry!

NEARLY ALL SOLD!

Sent for approval. If you keep it send $1.00; If you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

WALL PAPER ADVERTISING.

A WESTERN house which devotes one department to wall paper does some exceedingly good advertising for it. The subjoined advertisement is a sample of what may be done in this line. A department which has to do with decoration must of necessity do considerable work in educating the public up to the right standards. The heading for this ad. was Wall Paper Ideas, and it read as follows :

A prominent lady once asked a famous artist with what he mixed his paints. "With brains, madam," is the reply that has gone down in history. And so it is in decorating the home. Merely pretty papers do not make a pleasing decoration. They are only the materials a master decorator uses to produce delightfully artistic and pleasing effects for the home.

This house has long been famous both for the superiority of its wall papers and the co-operation given customers in securing decorations that prove a lasting source of satisfaction.

You will be interested in the latest ideas secured by Mr. Stoner during his recent visit in the east.

THE WALL PAPER BUSINESS.

ADVANCE sales of wall paper for Spring, 1906, are heavy. Retailers anticipate a big season, as the prosperity of the present should ensure free buying on the part of the public next year. Besides the greater variety of patterns and the general excellence of the papers, which have been put out by the Canadian manufacturers this year, promise a big season. The public is being educated up to the use of more artistic effects and finer qualities, and this all tends to the general use of better papers.

The last few seasons have shown great advances in the general conceptions of wall decoration. Formerly the only idea was to get up a paper on the wall and ceiling and a border around the top. No consideration was given to the effect such a paper would have on the general style of furnishing in the room. Much less was the question of colors worked out in a scientific or artistic way.

Now the whole subject is treated in a rational way. A scheme of colors has been developed which rests for its basis on actual observations. It is found that a red colored paper has a cheering and exhilirating effect on the mind. It is warm in tone. Hence red has been generally adopted as the most suitable color for dining rooms.

Again, it has been shown that fantastic figures in the design prevent the mind from resting. So they are being excluded from sleeping rooms, and the simplest patterns are substituted for them. Many more instances could be quoted of a similar nature to show the effect study has had in the development of wall paper fashions.

WALL PAPER IMPORTS

IT is gratifying to note that the increase in the amount of wall papers imported from foreign countries during 1904-5 over those of 1903-4 is very small. Although the total amount of wall paper consumed during the past year has greatly increased over the consumption for the same length of time two years ago, the amount imported rose from $188,330 to $199,924, a very small amount, comparitively speaking. Even this increase is referable to the better quality of paper which is now being used by the Canadian buyer, for the total number of rolls has decreased from 2,553,701 in 1903-4 to 2,408,418 in 1904-5.

More Details about

The BUSINESS MAGAZINE

Our new home publication for the Busy Man and his Family.

Subscriptions are now coming in far in excess of our anticipations. When the first number appears, in the course of a few days, we anticipate having by far the largest subscription list of any new publication that was ever launched.

So far there have only been three refusals to our solicitations for subscriptions—a fact that speaks volumes for the confidence our patrons repose in us.

We believe our new publication will surpass the expectations of every subscriber. The reading matter selected covers a wide range of interest and no matter how narrow your taste you will be sure to discover one article at least to attract your attention. There will not be a dull page in the Magazine—everything is bright, readable and instructive.

During the past week every subscriber to The Grocer has been offered a special inducement to subscribe to The Business Magazine. Remember, this offer only holds good until the first number is published. If you have not yet heard of the offer write in for full information at once.

To all others we can but repeat that the subscription price of The Business Magazine is $2.00 per annum. If you feel interested fill in the following form and forward to us :

The MacLEAN PUBLISHING CO., Limited

Toronto **Montreal** **Winnipeg**

Subscription Form

THE MacLEAN PUBLISHING CO., Limited
TORONTO

Please put me down as a subscriber to the Business Magazine, for which I agree to pay $2.00 per annum.

_____

ECHOES OF THE OLD COLONY.

St. John's, Nfld.

ONE of the best known "Knights of the Grip" in Canada and the United States, Colonel J. L. Block, of Royal Baking Powder fame, has been paying us his semi-annual visit. His order book shows that Royal more than holds its own.

* * *

The price of shore fish keeps up wonderfully and assures a good Fall business.

* * *

Cod liver oil is away down in price. There is a great deal of this oil left over from last year still unsold.

* * *

Large quantities of apples are brought into this country by each steamer arriving from Halifax. Prices rule high and the quality is not of the best.

* * *

The Crown Manufacturing Co., manufacturers of confectionery, baking powders, spices and aerated waters, are doing a good business in their respective lines.

* * *

W. M. Lawrence, representing Messrs. Bryant & McDonald, Halifax, has been doing good work in the city for his firm. This is Mr. Lawrence's first trip as representative for the above firm.

* * *

The Ambassador of Commerce, Jack Ryan, of the Royal Stores of this city, leaves for Canada and the States by next steamer. He will be away for a month or six weeks.

* * *

M. Aitken, of Carvell Bros., Charlottetown, P.E.I., paid his first visit to the Ancient Colony last week. He was much pleased with what he saw. Mr. Aitken thinks P.E.I. produce will be a fairly good price this fall.

* * *

A well known member of the fraternity, Mr. Edw. J. Sheldon, of Boston, has been in the city the past three weeks. Mr. Sheldon left for Labrador where he has some lumber interests. Few men who visit the island are better known than Mr Sheldon.

* * *

The duty on currants will be taken off in the near future, the Government having made an agreement with the Government of Greece to take off the duty on their products in return for that Government reducing the duty on codfish.

* * *

Thos. Smyth Co. are putting in a new department to their large business. They will make a specialty of spices, etc. It is quite evident that this is a progressive company and would seem to show the handiwork of our old friend T. T. Cartwright.

* * *

By the time these items reach your readers the well known form of J. Lister Nicholls, Gillett's representative, will have turned his back on us, well pleased with his work in this far-away land. Mr. Nicholls reports this his banner year for the company and their goods are very popular here.

* * *

J. M. Urquhart, manufacturers' agent here, is selling large quantities of "Beaver" flour these days, also of Armour Packing Co.'s goods. "Jim" is a hustler in business, as good a one at business as he used to be when chasing the puck on the ice in his palmy days as a hockeyist in Montreal.

* * *

Mr. John Messervey, of Carvell, Rallenbury & Messervey, Charlottetown, P. E.I., paid his periodical visit to us and left for the Garden of Canada by Sunday's express. Mrs. Messervey accompanied him. Judging from the broad smile on our friend's face when we shook his hand at the station he must have been well pleased with the amount of orders he took.

* * *

Mr. T. T. Cartwright, vice-president of the Thos. Smyth Co., of this city, leaves about the middle of December for Colombo. The Thos. Smyth Co. have gone into the tea business on a large scale and propose to go at the business from the very root, and are sending Mr. Cartwright to Colombo to look into the tea trade where it is grown. The company will make a specialty of Ceylon teas.

* * *

Fish cheese has made its appearance on the market and has been well received. This is a fine article and will without doubt be one of the staple articles carried by grocers and fish dealers. Put up as it is a one-pound tin equals three pounds of fresh fish. Already shipments have been made to Boston, New York and other American cities. The reports received are very flattering. Thos. Smyth Co., Limited, are the selling agents and they report sales as far in excess of their most sanguine expectations.

BEAN, CORN AND BEET REPORT.

THE following report, which has come to hand from J. B. Stringer & Co., Chatham, Ont., gives a concise statement of the bean, corn and sugar-beet crops of Western Ontario. It will be seen that a general good crop is expected.

Beans—Have had favorable weather, and the early planted are all harvested in good condition, but as about 75 per cent. were late, will take two weeks yet of favorable weather to secure. A few are threshed and although the quality is fine the yield is not large, 10 to 15 bushels to the acre, so there is promise of not more than about 70 per cent. of last year's yield, and as prices for the new crop are a little lower than last year at opening of season, farmers are not free sellers.

Corn—This crop has come on very much better than first expected of it, due of course to the unusually favorable weather. While much was planted late, and little reliance placed on it, yet it is now going to count. The crop will be no bumper one, in fact it is estimated much under a good year, but glad to say will get well ripened, something that hasn't happened to the crop for 3 years past, to the great loss of producers and shippers.

Sugar-beets—A large area of land is now given up to this crop in Essex, Kent, and Lambton, and due to a favorable season promises exceedingly well. The beets all find their way to Wallaceburg Sugar Co. by train loads and boat loads, producers realizing $5 a ton delivered on bank of river and on board cars at shipping points, with an increase if over normal percentage.

BUSINESS CHANGES.

BADY & MOORE, general store, Hamiota, N.W.T.; the stock of this business is to be sold by auction.

T. A. Mulligan, general store, Wardsville, Ont., is dead.

Alex. Neilly, grocer, Brandon, Man., hns sold his business.

W. H. Bruton, confectioner and fruiterer, Napanee, Ont., is dead.

McCarty Produce Co., Toronto, Ont., have assigned to Osler Wade.

S. D. Walker, general store, Algonquin, Ont., has been burned out.

R. W. Springgav. miller, Byng, Ont., has been burned out, but is insured.

Bangs Bros., grocers, Calgary, Alberta, N.W.T., are giving up business.

C. F. Kent, general store, Douglas, N.W.T., is succeeded by Mr. McCorvie.

C. R. Banting, grocer, Brandon, Man., has sold his business to William Rourke.

James Pittman, baker, Petrolia, Ont., has sustained loss to his business by fire.

Wm. Logan, general store, Tupperville, Ont., has sold his business to Mr. Stewart.

T. G. Hoar, tobacco merchant, Killarney, has sold his business to Thomas Tuck.

E. Dumpy & Co., grocers, Norwood Grove, N.W.T., have assigned to C. H. Newton.

Joseph Critz, general store, Snyder, Ont., has sold his business to W. P. Kilgour.

Larson & Buck, confectioners, Manitou, N.W.T., are succeeded by Larson & Nairn.

A. S. Smith, liquors, St. Thomas, Ont., has sold his business to A. E. Ponsford.

William Love & Co., bakers and confectioners, Montreal, Que., have dissolved partnership.

J. A. Brassard, general store, Murray Bay, Que.; the assets of this business have been sold.

Shobbrook & Wilkes, confectioners, etc., have dissolved partnership. E. J. Wilkes continues.

A. C. Lawson, general store, Cartwright, N.W.T., has sold his business to Cannon & Pickle.

S. G. Newell & Co., general store, Stuartburn, N.W.T., has sold his business to N. Foorsen.

J. L. Olivier, groceries and liquors, Montreal, Que.; the assets of this business have been sold.

Precious & Co., grocers, St. Thomas, Ont.; the assets of this business have been sold to J. F. Waddell.

Alf. Bouchard, general store, St. Paul's Bay, Que., is dead. V. E. Paradis is preparing statement.

Alexander McDonald, Jr., general store, Harrigan's Cove, N.S., has assigned for the benefit of his creditors.

The Loynachan, Scriver Co., Limited, of Montreal, Que., one of the largest butter and cheese commission firms in the city, have consented to assign. A meeting of creditors is to be held, and it is likely that some satisfactory arrangement will be arrived at.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

Jamaica
Oranges
Stock is FINE

LEMONS
Some FANCY STOCK at LOW PRICES

CRANBERRIES—Cape Cods
Well Colored

Spanish Onions Sweet Potatoes

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Canadian
Peaches
Pears
Apples

Large arrivals of Grapes. Full assortment of Varieties.

WRITE FOR PRICES.

37 Front East MIND Phone Main 5665

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

It will pay you to sell

SHIRRIFF'S
FLAVORING
ESSENCES

Satisfaction guaranteed in every bottle.

The standard for more than twenty years.

Imperial Extract Co.
TORONTO

GREEN FRUITS AND VEGETABLES

CALIFORNIA ORANGES.

THE orange crop of California has every prospect of equalling last year in extent of fruit. Estimates place it at about thirty thousand cars. The trees all over the producing section look uniformly in fine shape and the fruit also looks good. Movement in northern California navels will start about November 1. There are only about 100 cars left at this writing in the State of the old crop to ship.

The Redlands district will have about the same crop as last season, Riverside possibly a little less. At Glendora and Azusa the crop is a great deal heavier than last season, about 35 per cent. In other sections the crop will run on all fours with that of last year.

California orange growers are thoroughly satisfied with the results of last season, with the exception of very small growers, who only had a very few cars to market and were forced to dispose of same just at the time of the slump, but the men who could work right through the season from beginning to end were entirely satisfied with the showing made.

B. C. FRUIT CONDITIONS.

AT the present moment the shipment of apples, grapes, plums and tomatoes is going on with activity. The shipment of peaches is near an end for this season. From all points where peach trees have been set out and have matured, shipments have been very satisfactory, and the record of profits is almost universally received with scepticism. Earlier in the season it was stated that $300 and $400 per acre was realized from peach plantations at Peachland. This has been verified and the result has been duplicated in other places. At Kelowna, one acre, or to be more accurate, 90 trees which were set out on an acre, yielded a return of $500 to the owner, for the 1905 peach crop.

At Summerland and Penticton and other points along the lake as well as in the district south of the lake, peach trees are being set out and attention being given to their cultivation. So far the results have been uniformly successful. It has been demonstrated that the Okanagan is in the peach belt, not only for superior fruit, but for certainty of crop and for freedom from all the usual pests which are familiar elsewhere. The climate seems to be proof against the diseases and parasites which attack peach trees.

Last year the shipping of peaches from the Okanagan district in a commercial way was looked on as a novelty. This year it is a recognized feature of the fruit industry. Next year and thereafter, people will be wondering why they so long neglected such a sure and profitable fruit crop. The trees are in bearing four or five years after being set, out, and in this respect offer a much quicker return than the slower growing apples and plums. The market offered in the Northwest is unlimited and growing rapidly. The quality of the peaches from Okanagan is so much superior to anything from California that there is no competition.

EXPRESS CHARGES.

Many growers in the Niagara fruit districts are complaining that the express companies are making more profit on the fruit than the growers themselves.

One man with a large fruit farm, who shipped peaches to points in Ontario, has accounts which prove that the express companies received one-half the gross receipts obtained for the fruit, in addition to which the grower had to pay for the packages and the packing.

Another grower paid 15 cents per hundred pounds more for shipments at the station nearest him than at one five miles farther away from Toronto, the explanation of the express companies being thaa in the latter case they had to meet steamer competition. Some of these cases are likely to be drawn to the attention of the Railway Commission.

ONTARIO MARKETS.

Green Fruits.

Toronto, Oct. 5, 1905.

ACTIVITY has continued to be the feature of the local markets. Domestic fruits have been ruling and giving satisfaction as regards quality, with arrivals plentiful. It is expected, however, that arrivals will show decline during the coming week and that the Niagara fruit will have reached an end at an early date.

California fruits are ended as far as a commercial commodity extends. There are a few arrivals expected, but they are not considered of any consequence.

Jamaica oranges have eased somewhat. Lemons have dropped 50c.

Apples are continuing to arrive and some good specimens are on exhibition. A carlot of winter fruit recently fetched an easy price of $3.00 per barrel.

We quote:

Oranges, late Valencias, per box	5 00	6 00
Oranges, Jamaica, per barrel	5 00	5 25
Lemons, Verdilli	5 00	5 50
Bananas, large bunches, crated	1 40	1 50
Bananas, 8's, per bunch, crated	0 50	0 75
Bananas, 7-hand bunches, off track	0 30	0 40
Peaches, domestic, per basket	0 30	0 75
Plums, domestic, per basket		0 05
Tokay grapes	2 00	2 50
Cantaloupes, Rockafords, per crate		4 00
" Canadian, baskets, 25 crates		0 60
Apples, new, per basket		0 30
" barrels	2 00	3 00

Vegetables.

The vegetable market reports trade as good, but at the same time it has not

equalled our previous report. Prices are ruling firm and in some instances there has been a slight advance. Tomatoes have advanced 5c. per basket, wax beans have also stiffened to 30c., marrows are commanding a high range of price, cucumbers have left the market owing to recent frost.

We quote:

Jersey sweet potatoes	3 00	3 50
New potatoes per bush	0 50	0 60
Onions, per bushel		0 80
Spanish onions, per small crate		1 00
" large cases		2 50
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 15	0 25
Beets, per bushel		0 50
Carrots, per bushel		0 40
Outdoor lettuce, per doz. bunches		0 20
Wax beans, per basket		0 30
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 25	0 30
Vegetable marrows, per dozen		0 75
Green corn, per doz		0 10
Parsnips, per bushel		0 50
Squash, " doz	0 75	1 00
Leeks, " bunch		0 25

QUEBEC MARKETS.

Green Fruits.

Montreal, Oct. 5, 1905.

The condition of the green fruit market is tending to quietness, there are no features of any importance to note, and trade generally is only fair.

Canadian basket grapes are coming in in large quantities and meeting with ready sale.

Peaches and plums are nearly over and arrivals are few.

Almeria grapes are arriving, though the sale of same is light and there will not be any heavy demand until cold weather sets in. We quote:

Finest Almeria grapes	4 25	5 75
Plums, in baskets	0 30	0 50
Peaches "		0 60
Pears "	0 40	0 60
Pears, boxes		3 50
Plums, crate		1 65
Peaches, box		1 00
Apricots, crate	1 25	1 40
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 25	1 50
Cocoanuts, per bag of 100		3 25
Pineapples	4 00	4 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
Apples	2 25	3 00
Sweet potatoes, per bbl	2 25	3 35
Canteloupes, per crate		6 00
Watermelons, each	0 30	0 35
Raspberries	0 10	0 12
Blueberries, per box	1 15	1 25
Fancy California oranges, 150 size		6 25
" " " 175 to 300 size		6 00
Lemons, per box	4 25	4 75
Jamaica oranges, per bbl		4 50
Grapes, 10-lb. basket	0 15	0 30
Sweet potatoes	2 25	2 50

Vegetables.

No changes to report in vegetables. Business taken all round is none too active. Traders around Bonsecoeurs market do not look for any great activity, but claim to be doing a steady trade. Supplies of all kinds are coming in in quantities sufficient for requirements of the trade.

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 20
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Green house water cress, per doz		0 50
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 75
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Cucumbers, doz		0 15
Home grown cabbage, per doz		0 40

OPENING OF FALL BUSINESS

Foreign Goods Arriving **Travelers Starting Out**

Local Fruits being nearly over, demand for Imported Goods will be heavy. We mention a few new arrivals:

Jamaica Oranges,
Sweet Potatoes,
Spanish Onions,
Lemons.

Mail Orders given personal attention and selection.

NEW FIGS
in fancy boxes and glass jars.

LONG ISLAND NATIVE OYSTERS

WHITE & CO. LIMITED
TORONTO and HAMILTON

APPLES FOR EXPORT

GLOVER, HILL & CO., Liverpool, Glasgow and Cardiff.
THE NORTH OF ENGLAND FRUIT BROKERS, LIMITED., Manchester, England.

These old reliable firms give the best results—consign to them—correspond with us.

W. B. STRINGER & CO., Agents 61 Front East, TORONTO.

JAMAICA ORANGES

exceptionally choice—sound, sweet, good color.

Prices low. Write or phone for quotations, also get our prices on any other seasonable fruit.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Good 360 Lemons

$5.00 per box. Special price in lots.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

Peaches **Grapes**

Crawford Peaches

They are Pure

They are Good

Better Jams and Jellies than the ***E.D.S. Brand*** might have been found if other makers had adopted better methods and used better materials. But where are the makers doing so? You can be sure of the undeviating quality of the ***E.D.S. Brand*** because they have stood the test wherever used. Your store would be improved with ***E.D.S. Brand*** Jams, Jellies, and sealed fruits in glass, on your shelves.

The Eby, Blain Co., Limited, are Toronto agents for these goods; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Canadian Representatives:

TH. J. PSIMENOS
4 Cullum St. E.C., LONDON, Eng.

TORONTO—P. L. Mason & Co.
ST. JOHN—J. Hunter White
VANCOUVER, B.C.—C.E.Jarvis & Co.
VICTORIA, B.C.—H. Donkin
MONTREAL—A. Durocher
WINNIPEG—Joseph Carman

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Tomatoes, box		10 20
Spanish Onions, cases		2 00
Red onions, brl	1 75	2 00
Turnips, bag		0 75
Sweet potatoes	2 25	2 50

MANITOBA.

Green Fruits.

Winnipeg, Oct. 3, 1905.

Business is active. The California lemon market is declining, but local prices are maintained until stocks are disposed of. We quote:

Montana crabapples, per case	2 00
Ontario fall apples, per bbl.	4 50
Concord grapes (Ontario), per basket	0 30
California Tokay grapes, per case	3 00
Peaches (freestone), per case	1 25
Washington plums, (blue), per case	1 25
Washington pears, per case	2 50
California pears, per case	2 50
Ontario pears, No. 1, per basket	0 90
" " No. 2, "	0 65

Oranges and Lemons.

Late Valencia oranges, 126's	5 25
" " " 150's	6 00
" " " 176's to 200's	6 50
Fancy California lemons, 300's and 360's per case	10 00
Verdilli lemons, 300's and 360's, per case	8 50

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb.	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb.	0 02

ST. JOHN.

Green Fruit.

St. John, N.B., Oct. 3, 1905.

Apples—Are quite high. Best stock is scarce. New Brunswick apples—that is our soft fruit—seldom sold as high as this year. Gravensteins—our best Fall apple—will be high. There is increased inquiry for western apples, but they are also high.

Oranges—Sales are small at present high figures.

Lemons—Are a small stock, full prices rule.

Bananas—Have not as large sale and are rather lower.

Peaches and Grapes (Ontario fruit)—Are quite freely offered and prices well maintained.

Pears—Are low with considerable poor fruit offered.

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited

COLLIER BROS., NAPANEE, ONT.

Something New in Fancy Mustard Packages

We are offering to the trade a novel and rapid selling line of **Fancy Mustard Packages**—a line that every grocer will sell rapidly. Ask our **Mr. Fielding,** Ontario Representative, and **Mr. Bernard,** Quebec Traveller, to show them to you.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL
Sole Makers.

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

No **Presents, Crockery** or **Clocks** with our teas, but what we do give is the **best of satisfaction** with **Mother's Favorite**

MELAGAMA

Ceylon Tea, put up in lead packages, 25, 30, 40, 50 and 60 cents per pound, black, green or mixed. **One trial will convince.**

MINTO BROS., 55 Front St. E., Toronto.

F. J. WHITE, Manager.

INCREASE

your trade and profits by handling only the best **CHOCOLATES** and **CONFECTIONERY**.

YOUR

Customers expect the Highest Quality for their money. Sell them the very best, and

PROFITS

and patronage will come your way.

STEWART'S

Chocolates and Bon-Bons

are

PURE and of the HIGHEST QUALITY.

THE

STEWART COMPANY LIMITED

TORONTO

90c.

Per Gross is Our Price for all Our Range of One Cent Goods. Less 3% Cash.

If you send us your order for an assorted lot we'll give you the good big kind—good sellers and quality. Guaranteed or send 'em back at our expense. Also don't fail to get our price on pail goods before you buy.

IMPERIAL BISCUIT CO. LIMITED

GUELPH, ONT.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BISCUITS AND CONFECTIONERY

CHILDREN'S CANDIES.

WHILE it is quite generally admitted that there is more money in the sale of bob-bons and high-class confectionery, proportionately, than there is for the cheaper class of penny or gross goods, yet the quantity of the latter sold is so great as to furnish, in many cases, the larger portion of the confectioner's income. It is the latter also which demands by far the greater energy and inventive genius in their preparation. Children are very exacting customers in their own peculiar way, and demand that their candies shall always be up-to-date and seasonable. Chocolate creams and confections of a standard order retain a steady popularity year after year, but it is different with the children's candies, which must every season be offered up in a new and more pleasing shape. It matters not that exactly the same ingredients are used, it is form the youngsters look at, and this must meet with their approval. Older people may look at quality in confectionery, but children look for novelty.

The manufacture of gross goods is, in fact, a constant reproduction of old candies in new forms. "Name" is what really counts in the sale of candy, and a judicious manipulation in the use of names secures success of a new line of sweetmeats.

A NEW SUGAR.

BY the discovery of a new form of vegetable sugar, diabetics, to whom sweets are poison and bread worse than no food, will now, it is claimed, be able to enjoy some of the luxuries of life. A new compound from which sugar, bread, milk, and other articles of diet of a harmless but nourishing nature may be made, has been invented in collaboration by a Liverpool sugar expert and chemical engineer and a Liverpool doctor

At the present time saccharine is the only substance which is generally used by diabetics as sweetening material. Yet we have it on authority that saccharine has a harmful effect on people suffering from diabetes, of whom there are many thousands of all ages and conditions in this country.

The diabetic cannot assimilate carbonhydrates, and more or less of the sugar which he eats with his food, whether it be cane or beet sugar, lactose which is contained in milk, or grape sugar, is transformed into poison in his blood. The starch which forms a staple part of bread is equally injurious to the sufferer from this disease, and he tries to avoid it by desperate means. Even the bran and the almonds which he resorts to contain starch, however.

After long and hard research, the two Liverpool gentlemen alluded to think they have been successful in finding a sweetening substance which can be assimilated without injury by diabetics. It is a sort of fruit sugar, and is identical in the main constituents with honey. It is sweeter than ordinary cane or beet sugar, it is pleasant to the palate, and can be made in the form of a powder, syrup, or a solid mass, or in tablets.

The foods which can be manufactured from it would occupy an elaborate bill of fare. Bread is as necessary to the diabetic as to anyone else, and it is claimed he may be able to carve his loaf with impunity and eat pastry and sweets with a relish, which past abstention will make all the keener.

The question of cost in the manufacture of this substance is of first importance. A very similar sugar may be had of some chemists, but the difficulty of its extraction makes it prohibitive. Poor diabetics cannot afford to live on food which costs 6s. per pound. By the new process it is claimed that food can be manufactured at a cost which will bring it easily within the reach of the poorest people.

It is also claimed that the new sugar will be adopted in various industries on account of its being sweeter and more soluble than ordinary sugar.

We're Sure Of It

IT'S
A
PRETTY
PICTURE

A box of

on the Counter

but when you see the biscuits—what revelations! "Never thought they were so good," says many a dealer to himself, "or I would have ordered long ago. My customers are asking for them already." Are you procrastinating about that order of yours? **Perfection Cream Sodas** lead. Know that for a surety. Then act.

3-lb. cards or tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

We're Sure Of It

The Finger of Opportunity

points every Grocer to

ORANGE MEAT

A great number of storekeepers are already allied to **Orange Meat**—in fact, inseparable from it; but still there are those who "wait." Yet a fairer offer than ours and a brighter outlook than the present could not be obtained. We give every assistance to "new beginners," but they don't need our assistance very long. When the tasty-looking packages are seen, the posters pasted up, and the food has been "tried," the seller finds the buyer when he wants him. That is the way it should be, but only can be with a good article—**Orange Meat**. Yes, you start off to-day with a few cases and we will answer for to-morrow.

THE

Frontenac Cereal Co.

LIMITED

KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

TRANSPORT DIFFICULTIES.

HARVESTING in the Northwest Territories has proceeded apace, and the wheat is moving east at rapid rate. At Fort William it is computed that some 20,000,000 bushels of wheat will reach the Canadian elevators at Lake Superior before the close of navigation.

The transportation problem this season will be the most difficult that has ever been faced. To handle the stupendous amount of grain that must be forwarded from the present time to December 5, when the last vessels will clear from Fort William, requires not only an immense tonnage, reasonably quick loading and unloading, but, above all, an adequate supply of cars to clear the elevators at the Georgian Bay terminals.

One of the first considerations is that of elevator accommodation. At Fort William and Port Arthur the capacity is about 17,000,000 bushels, and the capacity of the receiving elevators is somewhere in the neighborhood of 6,000,000 bushels.

It is believed the Canadian navigation companies can look after their end of the work better than the railways at either end of the great lakes.

Taking into consideration the extraordinary conditions created by a crop of from ninety to one hundred million bushels, and the factors in its transportation, it would seem that the key to the situation rests largely with the railroads, which must provide plenty of cars to relieve the receiving elevators and bend their energies to systematic storage and quick loading at Fort William and Port Arthur.

The man who has closed a specific contract for delivery at a specified moment has speculated on unusual conditions that cannot be altered in a day. The task is too large and embarrassment is inevitable in many such instances. About December 10, however, when the fleets of ice-coated carriers crowd the Georgian Bay harbors with the last cargoes of the season, the situation should not present all the difficulties that now seem to crowd themselves into the vanguard of Canada's bumper crop in its march eastward.

U. S. WHEAT AND THE BOYCOTT.

It is estimated that millers on the Pacific coast will lose trade equal to fifty per cent. of their output unless the United States Government takes some action in the immediate future, which will result in a more liberal construction of the Chinese Exclusion Act.

One firm's orders for more than 100,000 sacks of flour have been canceled by Hong Kong agents within recent days, and not one sack has been sold by this firm to the territory over which the boycott extends since August 1.

The ultimate outcome of the situation must inevitably be a reduction in the price of wheat on the Pacific coast. Eastern Washington wheat is now selling for about five cents a bushel less than it would if the Chinese market had not been closed.

Sooner or later the farmer will have to face the old question of a Liverpool market, which means that wheat will sell for from forty to fifty cents a bushel instead of seventy and seventy-five cents.

B. C. OAT CROP.

Some days of extremely heavy and unexpected rain have been rather a handicap to the farmers of the lower mainland in getting in their grain. Heavy crops of oats, the principal cereal grown on the arable lands of the lower Fraser valley, have been out in stook in some cases, and there is bound to be some damage, though the fact that it came pretty late in the harvesting season has prevented as much damage as there would otherwise have been.

INTERESTING EXPERIMENT.

In order to determine the comparative quality of the different grades of the 1904 crop of Spring wheat, milling tests were undertaken at the University of Minnesota agricultural experiment station, under the direction of Professor Snyder.

Ten samples of wheat, ranging from No. 1 Northern, weighing 61 lbs. to the bushel, to "rejected" (rusted) wheat, which weighed 49½ lbs. to the measured bushel, were ground on the experimental mill at the station. The yield of flour was found to be directly proportional to the weight per bushel of the cleaned wheat.

The heavy-weight, clean and high-grade wheat yielded 68.5 per cent. of total flour and 46.6 per cent. of patent, while the rusted sample yielded only 51.7 per cent. of total flour and 40 per cent. of patent.

The amount of flour recovered was about 4 per cent. less than it would have been had an additional stand of rolls been employed, but the results were strictly comparable. The sample of rusted wheat yielded 16.8 per cent. less flour than the high-grade and soundest sample.

A MANUFACTURED FLOUR.

Artificial flour appears to be one af the latest chemical propositions. It is believed possible to chemically combine the constituents of wheat flour and so avoid the risks attendant upon the cultivation of wheat.

All artificial foods are to a large extent devoid of dietetic value, are not easily assimilated. Nature's method of organization, or order of combination is different from that of the laboratory, so that two articles may be almost identical so far as their constituents go and yet one be of value as food, the other worthless.

For example, take glucose and cane sugar. The latter is a true food, the other artificial, and we have no evidence that it is assimilated Or take sugar and saccharin. Both impart a sweet taste, but the saccharin is not of the slightest use to the system.

"GOLD CROWN"
FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

White Dove Cocoanut

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD *ONCE USED, ALWAYS USED*

Most Attractive Package on the market.

W.P. DOWNEY, 26 St. Peter St. MONTREAL

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

9 prizes out of 12

That is the record of our products and the Grimm Champion Evaporators' system, secured at the

OTTAWA (Central Canada) EXHIBITION

There is no purer **Maple Syrup** and **Maple Sugar** made in Canada than **GRIMM'S.**

LOOK AFTER YOUR TRADE AND BUY GRIMM'S. *WRITE FOR PARTICULARS*

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

Draw a Heavy Line
between
BORDEN'S
brands of
Condensed Milk and Evaporated Cream and the numerous imitations and poorer grades on sale.

"Eagle" brand Condensed Milk—and—"Peerless" brand Evaporated Cream

are standards of purity in the Condensed Milk line. Why handle doubtful lines ?

For sale by all jobbers.

William H. Dunn, Montreal.
Jos. Irving, 92 Wellesley St., Toronto.

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Don't be the Last Grocer

to order or you will get the small end of the trade. **Pebble** and **Pharaoh Cigars** sell well the year round, but they sell the quickest for the Grocer who orders first. You cannot get better terms than mine. You cannot get better cigars than the

PEBBLE and PHARAOH

Let me fix you up—start you in profitable merchandise. Not one cent of yours is jeopardized.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

The 10-Cent Size of T & B

is not a very big piece of Tobacco—just the usual 10-cent size—but there's a ***great deal*** in it. That's the point which influences sales every time. **T & B** is out to win—on merit.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO CROP CONDITIONS.

GENERALLY speaking the harvesting of tobacco in the States is progressing favorably, and it is generally conceded that the crop will turn out a good one in every respect. The unfavorable weather conditions which earlier were in evidence apparently did little general damage. At the present time housing is nearly completed.

* * *

In Pennsylvania most of the tobacco crop has now been housed. It has been got in in excellent condition and the crop is generally considered to be the best which has been secured for several years.

* * *

In Kentucky tobacco is about two-thirds cut and housed. The yield is reported somewhat under the average but quality is reported as generally satisfactory.

* * *

In Virginia throughout the tobacco belt cutting and housing is being steadily proceeded with. Many planters have finished and there are comparatively few fields remaining. The quality of the leaf is considered above the average and good cures are reported.

* * *

In North Carolina cutting and curing are still in progress in the central districts and the crop is reported in good condition. It is curing well with good color and texture. In the eastern portion curing is completed.

* * *

In Tennessee nearly the whole of the crop has been harvested in excellent weather and is now in the barns.

* * *

In Ohio the harvesting is nearly completed; curing does not show much color and the leaf is somewhat light in weight. In the low lands some crops were damaged by the weather during the month of August.

* * *

In New York State tobacco is nearly harvested and is reported in excellent condition. In some sections there is a light damage by wind and worms, but speaking generally the whole of the stock shows good quality and excellent condition.

* * *

In Wisconsin the harvest has been delayed by rain but is now nearly completed. The previous hailstorms have left their mark but the main portion escaped injury and is of excellent quality.

DOMESTIC TOBACCO.

THE Hon. Nelson Monteith, Minister of Agriculture for Ontario, on the occasion of his visit to Chatham Fair, utilized the opportunity for a tour through the southern portions of Essex and Kent, where tobacco is grown and said that he was greatly impressed with what he saw.

"I was convinced," he said, "that the tobacco industry has a future in this Province, and we propose to do what we can to help it along. I am informed that tobacco is now being cultivated in Wisconsin in a more northerly latitude than most of Ontario, and I believe that the acreage in this Province can be very greatly increased. I am assured that we can grow just as good tobacco in Ontario as they can anywhere in the States, though we may not be able to equal some of the Havana brands. The crop, though hard on the land, is a very profitable one to the farmer, who often clears after all expenses as much as $100 an acre.

"I propose to make investigations regarding seeds, cultivation, and methods of curing, with a view to placing as full information as possible before the farmers of the Province."

CUBAN TOBACCO.

Owing to the increased planting of sugar the tobacco crop in Cuba is not as large as formerly and for that reason the prices of the finer grades are bound to remain at the higher figures.

Tobacco, although not cultivated as extensively as the sugar cane, serves as a basis for two important industries, one of which is the agriculturist, who prepares and packs the weed for export and the other is the manufacturing of the millions of cigars and cigarettes consumed in the country or exported, giving employment to skilled workmen and contributing to the welfare of the laboring classes of Havana.

NOTES.

The Imperial Cigarette and Tobacco Co., Limited, St. John, N.B., recently sustained serious loss owing to a fire practically destroying their tobacco factory. The damage to stock and property is estimated at $25,000 particlly covered by insurance. The fire was extinguished in about an hour and was confined to the two top floors.

* * *

The Canada Cigar Box Co., 127 Dalhousie street, Montreal, Que., sustained loss to stock in a fire which recently broke out in their factory. Damage to the value of from $8,000 to $10,000 was caused by the outbreak. The building, which was formerly a church, was not much damaged owing to its walls being constructed of thick stone.

* * *

Oscar Silberstein, tobacco merchant, St. John, N.B., has suspended payment. It is reported that he will resume business as soon as his affairs have been straightened out. Early last season he made an extension of his business by erecting a shop at Seaside Park, his venture costing him about $800. The season, however, has been a poor one and his returns have not been up to expectations.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

(Omitted from last issue)

LUDGER BOULANGER, general store, St. Samuel de Gayhurst, Que., the assets of this business have been sold.

R. Blyth, grocer, Ottawa, Ont., has retired from business.

Albert Pesant, grocer, Montreal, Que., J. Oscar Proulx curator.

A. E. Steele, general store, Trail, B.C., is succeeded by C. H. Gill.

John Munden, baker, Gananoque, Ont., advertises his business for sale.

C. W. Foy, butcher, Forget, N.W.T., has sold his business to L. Gavrey.

D. Pepper, grocer, Orangeville, Ont., has sold his business to D. Le Barre.

M. L. Housseau & Co., grocers, Montreal, Que., Rhea Rousseau registered.

William Johnson, grocer, Owen Sound, Ont., has assigned to J. A. Horning.

G. Vipond, butcher, Killarney, N.W.T., has sold his business to H. D. Coleman.

T. Bouchard, grocer and liquors, Montreal, Que., assigned to Alex. Desmarteau.

Thomas G. Hartling, general store, West Newdy Quoddy, N.S., has assigned.

A. Skojeski, general store, Sirdar, B. C., has advertised his business for sale.

Turner & Wilcox, butchers, Raymond, N.W.T. has been succeeded by J. F. Turner.

Leduc & Denis, general store, Coteau Station, Que., has assigned to Nap. St. Amour.

W. F. Vanstone, grocer, Wingham Ont., has sold his business to Louis J. Kruse.

George Elliott, general store, Hamiota, N.W.T., has sold his stock to John Lemon.

H. A. Barber, general store, Harrow, Ont., a meeting of creditors will shortly be held.

Wm. C. Cumming, general store, Doaktown, N.B., is offering 25 per cent. compromise.

J. H. Tate, confectioner, etc., Ladysmith, B.C., has advertised his business for sale.

Andrew S. Harkness, of Harkness & Son, general merchants, Alvinston, Ont. is dead.

M Fleurant, cheese manufacturer, West Bolton, Que., Nap. St. Amour curator.

Mrs. Delia Hogue, cigars, etc., Montreal, Que., has sold out to Miss H. Ouelette.

Horning & Pearson, butchers, Oxbow, N.W.T., are succeeded by Horning & Ramsden.

Isabella Simmington, grocer and baker, Moose Jaw, N.W.T., has sold out to W. Heasman.

Samuel Smith, grocer, Westmount, Montreal, Que., has filed consent of assignment.

F. W. Robinson, baker, Brockville, Ont. The assets of this business have been sold.

T. A. Bourque & Co., wholesale grocers, Sherbrooke, Que., Philias Therrien registered.

The Montreal Confectionery, Montreal, Que., Chas. Mikas and Michael Lakas, registered.

Hector Dubreuil, grocer, Montreal, Que. The assets of this business have been sold.

John Crichton, grocer, Valleyfield, Que. The assets of this business have been sold.

The assets of P. E. Guerin, general merchant, Embrun, Ont., have been sold by auction.

James Graham, general store, Aberarder, Ont., has sold his business to E. Hummiford.

W. J. Earl, general merchant, Fairy Bank, Man., has sold out to Dalgleish & Burwash.

Eusebe Gibault, grocer and liquors, St. Jerome, Que., has assigned to Kent & Turcotte.

A meeting of the creditors of Remi Legault, tobacconist, Montreal, Que., has been called.

Walter Inness, general merchant, Jamestown, Ont., has sold out to McDonald Bros.

Alex. W. McDonald, general merchant, Hopewell, N.S., has assigned for benefit of creditors.

D. H. Rennaldson, importer and wholesale grocer, Montreal, Que., has consented to assign.

Edwin Bodkin, general store, Lawrence Station, Ont., advertises his business for sale.

Donley Bros., general merchants, Three Hills, Man., are changing style to Donley Supply Co.

E. H. Turner, confectioner, Medicine Hat, N.W.T., has sold his business to George Martin.

Nap. Martineau, grocer and liquor dealer, Montreal, Que., has held a meeting of creditors.

J. A. Montpetit, grocer, Maisonneuve, Montreal, Que., the assets of this trader have qeen sold.

D. N. Godbout & Co., general store, St. Guillaume D'Upton, Que., H. Lamarre, curator.

Joseph Gagnon, general store, St. Flavien, Que. Assets of this trader to be sold shortly.

Jos. Hardy, grocer and liquors, Quebec, Lefaivre & Taschereau named provisional guardians.

William Somerville, baker and confectioner, Chatham, Ont., advertises his business for sale.

Ashworth & Co., butchers, Montreal, Que., James Snodgrass and William Ashworth registered.

Hamelin & Aubin, general store, Montreal, Que. The assets of this business are shortly to be sold.

J. A. Dagenais & Co., wholesale fruits, Montreal, Que., Mrs. Alcide Dagenais has registered.

Adam & Allan, general merchants, Lang, Man., have dissolved partnership. A. W. Adam continues.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

QUALITY CIGARS

HOGEN MOGEN 5 center. ROYAL SPORT 10 center.

In addition to turning out the best values in Canada, we are furnishing Free a showcase to all who buy 5,000 assorted—not less than 1,000 "ROYAL SPORT." We are not philanthropists but our large turnover enables us to serve you better than any other firm. Write to-day for particulars or, better still, send a trial order for 100 or 1,000 assorted.

THE SHERBROOKE CIGAR CO.,

SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Oct. 5, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 35

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 25
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	21 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins. 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

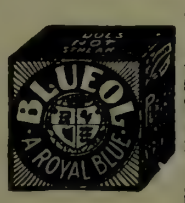
"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

IF YOU WANT A **JAM** THAT WILL BUILD UP TRADE AND ON WHICH YOU CAN MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER A TRIAL CASE OF 4 DOZ. OF **BATGER'S** NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	5 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

You have a **direct** interest in protecting your customer's health and purse.

You sell him what he and his family eat and what they expend in the household necessities.

You protect their health and pockets when you supply them with

Edwardsburg "Silver Gloss" Starch

for the laundry, and

Benson's "Prepared" Corn for the kitchen.

Stock these lines. Every Jobber carries them in stock.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

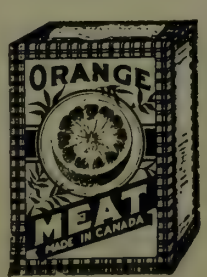
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee " brand, 8oz., cases, 120 pkgs.	$3.00
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	case

Soap and Washing Powders.

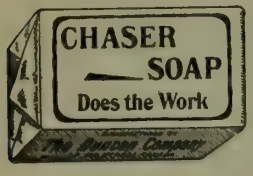
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, boxes each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Bee" brand starch—

laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 06
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

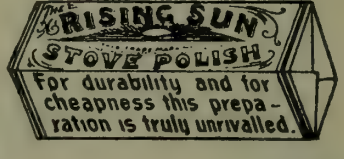
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

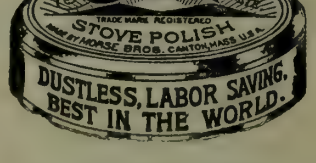
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0	38
4 boxes, each 3 doz.	
Enameline No. 0	65
6 boxes, each 3 doz.	
Enameline liquid, boxes, each 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

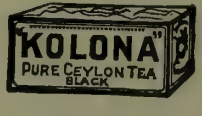
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

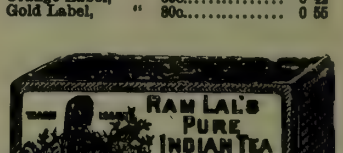
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

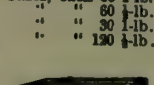


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-1b. boxes	0 32½
ЖMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 28
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

ЖMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

WILSON WAYS

I. PURITY AT ANY PRICE

No other vinegar factory is kept more scrupulously clean than that factory of ours at Tillsonburg. There greatest care is exercised in the selection of apples, and nothing but the pure juice is retained. From this pure juice

GOLDEN RUSSET VINEGAR

is made by a secret process. It is put up in three strengths: XXX, 84 grains; XX, 72 grains; X, 60 grains. It is made only by

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

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THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville Basket Co.
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Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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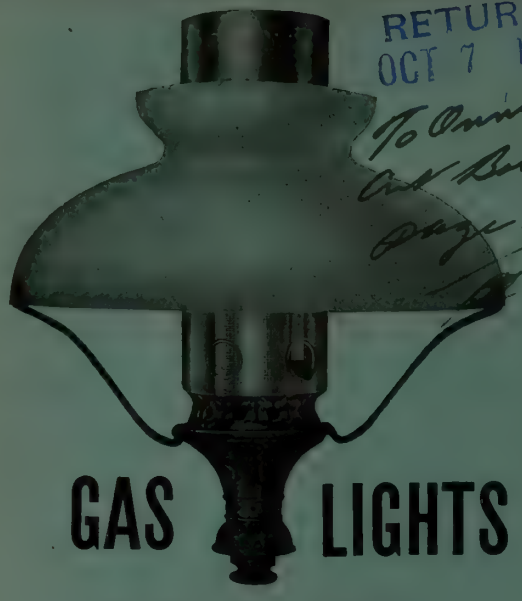

GAS LIGHTS

For your store or dwelling.

Remember we keep all the good ones.

Write for Special Catalogue or Price List.

GOWANS, KENT & CO.
TORONTO

IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES"

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, OCTOBER 13, 1905. NO. 41.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

Always please your customers.

Five hundred varieties to choose from.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Four Good Lines

for the Fall

"Kkovah" Jellies

Flavored with real Fruit Juices.

"Kkovah" Plum Puddings

Put up in 1, 2 and 3-lb Bowls.

"Kkovah" Fruit and Ginger Wine

In Decanters.

"Kkovah" Candied Peel

THE BEST VALUE ON THE MARKET.

***SUTCLIFFE & BINGHAM,* Limited**
17 St. John Street,
MONTREAL.
Works : Manchester, England.

Grocers

—Encourage the sale of high-class lines—especially when the profit is all that you can ask for.

IVORINE

COLD WATER

STARCH

is beyond question the best Cold Water Starch—and that means the best of all starches ; and at the same time is highly profitable, paying 60%.

Your Jobber has it.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

High Quality

for Thanksgiving!

"Griffin" Brand Dried Fruits

The top notch of perfection is reached in the "Griffin" Brand of Dried Fruits—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The work of the most skilful cook in the world goes for naught without good materials. If you want to give your customers high quality for Thanksgiving cooking, give them the "Griffin" Brand *and be safe!*

Seeded Raisins

packed by Griffin & Skelley Co. are

Cleanest

Best Seeded

Best Stemmed

No cracked seeds left in raisins, as they use the 3 roller process, the most perfect patent known.

Sold by Leading Wholesalers Everywhere

ARTHUR P. TIPPET & CO., AGTS.,

8 Place Royale, Montreal.

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Domestic and Foreign Agencies solicited.

Highest references.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS

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Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

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Tel. Main 778. Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents and Importers.

29 Melinda St., TORONTO

25,000 cases canned goods to offer

TOMATOES PEAS

CORN CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public

Commercial Chambers, Water St.

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A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

CHARLOTTETOWN, P.E.I.

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

VICTORIA, B.C.

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VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and COMMISSION BROKERS

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CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

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COMMISSION BROKERS.

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Wholesale Grocery Broker and Manufacturers' Agent

Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson

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WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***

Members Western Wholesale Brokers' Association,

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159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON

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J. McA. CAMERON

Manufacturers and Wholesale Commission Agent

Correspondence Solicited

Vancouver, B.C. P.O. Box 912

Reference—Bank of Hamilton

"Only this DWIGHT'S BAKING SODA and Nothing More"

is needed in the **BAKING SODA** line in your store, because there is nothing that is **purer, stronger** or better than **"COW BRAND" Baking Soda.**

For Sale by all Jobbers

CHURCH & DWIGHT, LIMITED

Manufacturers - - - - - - - MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
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MINCE MEAT
A RELISH
OF COLD
WEATHER
IF IT'S
LYTLE'S
MINCE
MEAT

One of the seasonable lines to keep before your customers is Mince Meat.

We're meeting the needs of the trade in better shape than ever before, and we always did please.

—IN PAILS.

The T. A. LYTLE CO., Limited

124-128 Richmond St. W., Toronto, Can.

Rose Automatic Scissors Grinder.

ROSE AUTOMATIC GRINDERS

The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

Rose Automatic Knife Grinder, No. 5.

The Ontario Supply Co., Owen Sound, Ont.

Don't hesitate, but say **NO** to those who are trying to turn you from the sale of

Japan Teas

—All sorts of specious and far-fetched arguments are —employed to effect a change in your tea trade— —Despite all the ink and effort to oust Japan Teas, the —imports into Canada were larger last year than pre- —vious season. . . Apparently the people know what they —want.

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it — if they don't they miss sales.

ROSE & LAFLAMME,
Agents, Montreal

"Goodwillie's"

Your Customers Know the Name and will ask for Goodwillie's

Get Ready for the Demand

Agents: ROSE & LAFLAMME, Montreal.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

They Sell

Every Time

FLOWER POTS, FERN PANS, SAUCERS, BASKETS, ETC.

There is a big trade in these. We have the goods ready to ship and the prices are right. No. 3 assortment Pots and Saucers; 6-7 inch, 50-6 50-5, 36-4. Special price, including crate, $1.40 net. Special orders filled.

THE FOSTER POTTERY CO, *HAMILTON, LIMITED.*

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
153 Upper Water Street ***HALIFAX, N.S.***
Board of Trade Building ***MONTREAL***

Please your Customer

Don't disappoint your best customers when they ask for

Mathieu's Syrup

of Tar and Cod Liver Oil

Extensively advertised and of great intrinsic value, it is being called for even more than ever before.

Mathieu's Nervine Powders are also in good demand; try them and you will soon want more.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

The Tea Verdict

In the Tea Case the Jury (the people) have pronounced

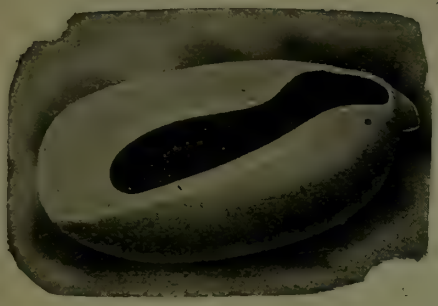
"We find

Ceylon Teas

to be the best."

Grocer, you are the Judge. What the verdict? None but: "I award Ceylon Teas my continuous custom."

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

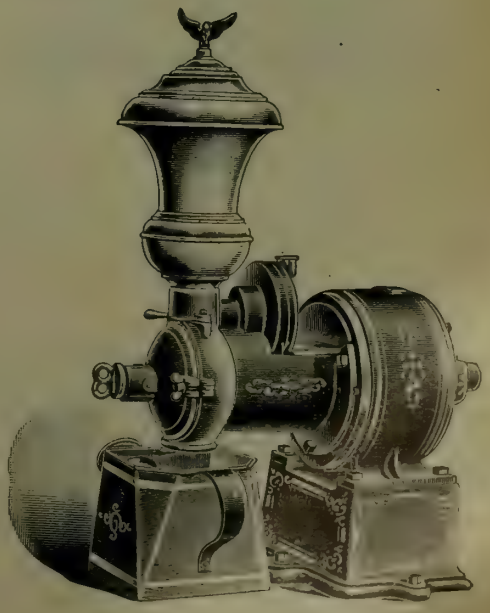
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

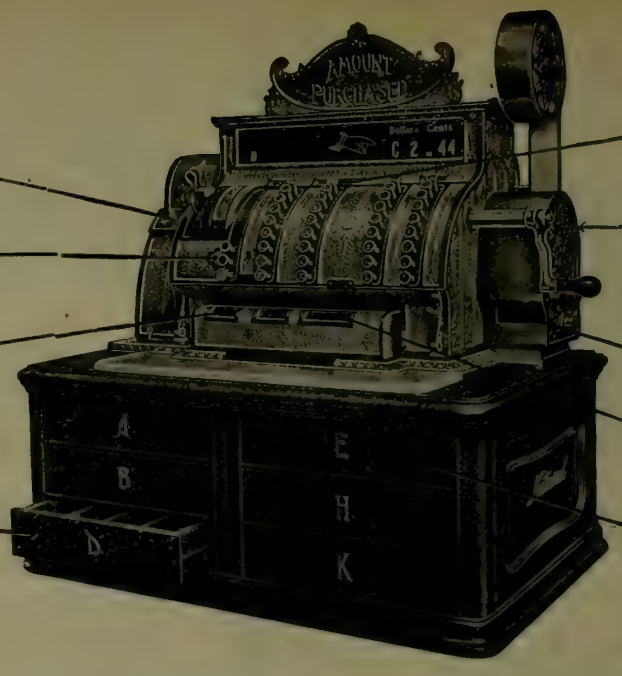
The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

*I own a*_____ *Please explain to me what kind of a register is best suited for my business.*

This does not obligate me to buy.

Name

Address

No. clerks

SPECIAL "WALKER BIN" COFFEE CASE

5 feet long, 37 inches high, 18 inches deep, with 4 bins (lettered with names of coffees) having a capacity of 50 lbs. of roasted coffee each.

SPECIAL OFFER :

To enable the Grocers of Canada to become better acquainted with **WALKER BIN FIXTURES** we offer this handsome case, made up in either oak or American chestnut (light or dark finish), at the following prices delivered :—

Ontario and Quebec points—not west of Sudbury nor east of Quebec	$22.50
Points in Manitoba, in Ontario, west of Sudbury, and all points east of Quebec city	25.00
Northwest Territory points	27.50
British Columbia points	30.00

We Pay the Freight.

In ordering state whether oak or chestnut—light or dark finish.

Write for booklet on complete line "Modern Grocery Fixtures."

The Walker Pivoted Bin & Store Fixture Co.

Factory, Berlin, Ont. **516 Board of Trade Building, Toronto, Ont.**

We Want You To Know

because it is to your interest as well as to ours, that the OLD HOMESTEAD brand canned

Corn and Tomatoes

we are putting up this year are positively the best ever packed in Canada.

The season has been perfect and the Picton district a veritable garden. Here we are right in the centre of it and we are putting up the choicest the garden can afford for the trade of Canada.

A standing invitation is extended to the trade to visit our factory and see the kind of goods we are putting up and the neatest factory in America.

They are positively the best, are OLD HOMESTEAD Canned Goods. There is no doubt of it. Give them a trial and you will prove their worth. Ask your wholesaler for OLD HOMESTEAD Brand. If he can't supply you write us direct.

The Old Homestead Canning Co.

Picton, Ontario.

Canada's Pride

This is the name of our brand of

CORN and TOMATOES

It's a good name and the goods deserve it. They are made from the pick of the crop and are canned in a factory having the very latest equipment where care and cleanliness are strictly enforced. Lastly, every can bears our beautiful gold embossed label which makes it an easy seller.

You will find that your customers will come back for **Canada's Pride** once they have tried it. If you are doubtful, try it yourself. Your jobber can supply you; if not, write us direct.

NAPANEE CANNING CO., LIMITED - NAPANEE, Ont.

W A CARSON, MANAGER.

GREIG'S

WHITE SWAN

Jelly Powders and Flavoring Extracts

Goods that the most exacting housewife can always depend on — goods, too, that give the dealer a nice profit.

PRE-EMINENTLY HIGH-GRADE

The ROBERT GREIG CO., Limited
White Swan Mills, TORONTO

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product.** It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

$600.00

in cash to be given away to your customers in

COMPETITIONS during the balance of 1905 and 1906

Your customers will be interested and will want the goods. Why not send us a sample order by mail for 100 pound lot of "Social" Tea, assorted? We claim 40-cent Black, Mixed or English Breakfast Tea is the best 40-cent packet Tea in Canada to-day.

SOCIAL TEA CO.,

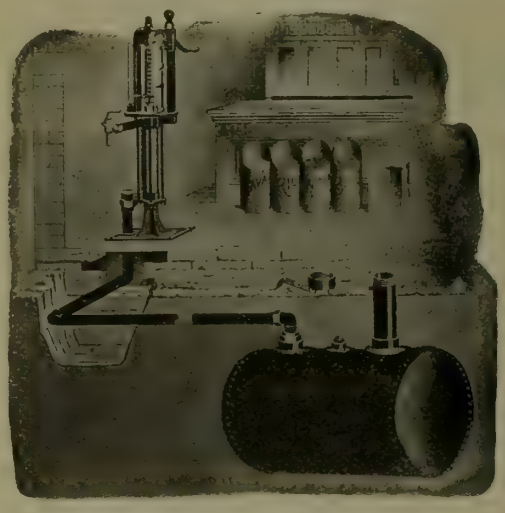
LUMSDEN BROS., Proprietors - - - HAMILTON, Ont.

TAKE NO RISKS WITH GASOLINE

BUT USE

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED.

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF-GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG *"B."*
THERE'S NO TIME LIKE NOW.

S. F. BOWSER & CO. 530 Front St. W., TORONTO.

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS
IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer an afford it.
No grocer can afford to be without it.

Price and Terms Right. Write for Folder

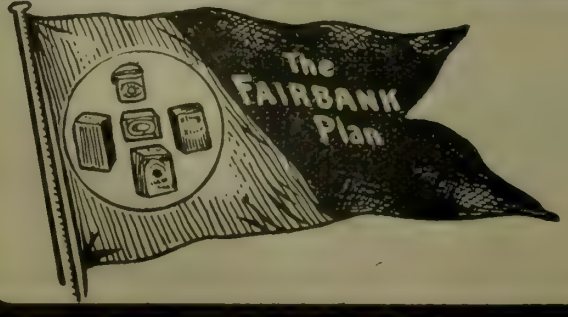
THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

"AUTUMN LEAF" BRAND
CREAM SUGAR CORN

May cost more, but it is worth more. Of the thousands of cases that went out last year not one can or tin has ever been reported as poor or swelled. How many brands have that record? Now, our Process is the Maine Style, whereby the corn is cut fine and the Cream scraped from the cob, thereby the delicious flavor is retained and the corn has a creamy appearance that cannot be obtained by the old style coarse-cut. We affirm that we have to offer a few thousand cases of the Fanciest Corn ever put in this or any other country. While we have Tomatoes and Raspberries, and intend packing a full line of CHICKEN SOUPS, CATSUP, etc. We claim the "AUTUMN LEAF" BRAND Cream Sugar Corn leads all others, and Mr. Retail Grocer, it is to your advantage ten to one that you have our BRAND on sale. You are the one we wish to reach. Write us, and we will tell you how you can obtain the best line of Can Goods that is packed, and at prices, quality considered, that you ever handled. We are answering all inquiries as fast as possible. If you are looking for a cheap line of goods do not try ours. We are not in that crowd. We meet them every day that say a can is a can. Do not be mislead, you can't fool the consumer. Try the "AUTUMN LEAF" BRAND, AND YOU WILL FIND A CORN THAT WILL PLEASE THE HIGHEST CLASS OF TRADE.

The FRANKFORD CANNING and PACKING CO., Limited

INDEPENDENT PACKERS

FRANKFORD, ONT.

A. H. ALLEN, Manager

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

THE REAL CAUSE OF IT

It is always well to consider the points and attributes of all good, standard things, commercially speaking.

There is always a reason for recognized superiority.

The cause for precedence in

WOOD'S COFFEES

is found in the best application of the lessons of intelligent experience to the development and perfection of the higher quality of berries from the finest Coffee districts of the world.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

We are looking for active up-to-date grocery brokers to handle our

Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

American Pure Food Co.
Montreal

RAISINS

Valencia

Special quotations on a'l brands,
Finest Selected.

Malaga

Extra Choice Fruit—Large Assortment—Low Prices.

Warren Bros. & Co.
35-37 Front St. East
TORONTO

REVIEW OF THE WORLD'S WHEAT CROPS

FEW exercises in statistics are of greater general interest than the estimates annually made of the world's grain crops. For many years successive Hungarian Ministers of Agriculture have taken a leading part in this useful sphere of investigation, and the care exercised by the Department at Budapest has been rewarded by remarkably close realizations of the forecasts which are consequently accepted widely as authoritative.

* * *

A year ago dismal forebodings as to a shortage of the world's cereal food supply were rife, and were hardly dissipated until the Hungarian Minister put forward his figures, which indicated that the wheat-exporting countries might have a surplus of 72,875,000 quarters to meet an estimated requirement of 69,666,000 quarters on the part of the countries which do not grow enough corn to feed their populations. Events proved that though the shortcomings in the United States harvest were conspicuous enough to justify the fears entertained before the whole field was reviewed, the increased production of Canada, India, Australia, and Argentina was on a large enough scale to bridge the gulf between sufficiency and scarcity.

* * *

In publishing his estimate of this year's crops, the Minister has revised that of 1904, which lowers the actual deficit of the importing countries to 68,100,000 quarters and the surplus of the exporters to 71,000,000 quarters. The differences between the Minister's original figures and the revised conclusions regarding last year's crops are very small indeed, and go far to confirm the reputation of the Hungarian statisticians. Their great interest in the subject arises, it need hardly be said, from the circumstance that Hungary ranks among the countries with a large exportable surplus; last year it was bracketed with Canada as fifth in that respect, the leaders being the United States, Argentina, Russia, and the East Indies. Before leaving last year's figures we may remark that of a requirement of 26,680,000 quarters by the United Kingdom, 16,100,000 quarters was adjudged to be obtainable from Canada, India and Australia.

* * *

When the detailed figures for separate countries are added, the aggregates come out at 399,326,000 quarters for 1905, against 388,600,000 quarters for 1904, which agrees with the general tone of reports from the wheat-growing centres. The countries—practically all European—which do not fully feed themselves are credited with wheat crops aggregating 109,940,000 quarters, against 107,600,000 quarters last year, and, as was expected, the only countries which show any material retrocession on the 1904 results are France, Spain and Belgium. In France the wheat was badly knocked about by the weather at a critical time of its growth, and the unpropitious surroundings of the harvest intensified the loss of quality. The crops of Germany and Austria also suffered storm damage, but in each case the yield has improved on the 1904 standard, in spite of this unfortunate experience, which was common to a great part of the continent. The United Kingdom is credited with 7,682,000 quarters, against 5,800,000 quarters last year, an increase of over 32 per cent., which renders it a little more self-supporting than in recent years, but still leaves it dependent for nearly three-fourths of wheat consumption on oversea sources. Thanks to the growth of population, the deficit of the importing countries is enlarged from 68,100,000 to 69,644,000 quarters, but England's shortcoming is estimated at 26,680,000, against 27,800,000 quarters last year; so that, relatively, it is much better off in this respect.

* * *

Looking now at the exporting countries, we find the Hungarian Minister putting their aggregate wheat yield at 289,386,000 quarters, an advance of 8,386,000 quarters on last year's corrected estimate. All, and more than all, this gain, is attributed to the American continent, which is allowed 84,410,000 quarters, against 72,700,000 quarters, or nearly one-sixth more than last year's deficient crop. This closely coincides with the generally-accepted estimate.

* * *

Russia, which ran the United States close last year, is now a long way behind, but the Hungarian estimate of 69,690,000 quarters, against last year's 70,200,000 quarters, would seem to dispose authoritatively of the exaggerated reports of impending scarcity throughout Russia. Of course, the incompleteness of the system of communications in Russia frequently has the result of preventing the transference from centres where grain is plentiful of supplies which are urgently needed in less favored portions of the Empire. Strangely enough, the smaller Russian crop of this year is held sufficient to provide an exportable surplus of 12,650,000 quarters, against 9,700,000 quarters a year ago.

* * *

As in 1904, India stands third in the list of exporting countries, though not of actual exporters; for the latter position belongs to Argentina, which ships two-thirds of her wheat, while India sends away only a small fraction of her total production. The Indian figures have, of course, been ascertained with considerable exactitude, as the crop is reaped when wheat is being sown or is only sprouting in most other grain countries, and the Hungarian figure of 34,592,000 quarters, against 43,700,000 quarters last year, adheres closely to the Calcutta Statistical Department's calculation of a falling off of 77,721,000 bushels, of which eight go to the quarter.

* * *

Hungary comes fourth among the world's wheat producers, and, in connection with Croatia and Slavonia, has a crop of 21,252,000 quarters, against last year's 18,400,000.

* * *

Argentina has enlarged her wheat production from 16,600,000 to 19,320,000 quarters; it was only 11,800,000 in 1903 so that there has been an increase not far short of 50 per cent. in two years—a circumstance which goes far to account for the enhanced value of British investments in Argentina railways and other undertakings.

* * *

Canada makes slower progress, for her wheat crop is put at 12,420,000 quarters against 12,000,000 last year; but there will certainly be a vigorous stride when the land recently broken up comes into bearing and the extension of railways brings additional acreage into cultivation.

* * *

Australia yields 7,084,000 quarters, against 7,800,000. The most astonishing advance of all is made by Roumania, which has the great crop of 9,890,000 quarters to atone for the poor 5,400,000 of 1904.

* * *

With an increase of 8,386,000 quarters in their estimated production, the exporting countries are expected to have 68,448,000 quarters of surplus wheat, against 71,000,000 last year; so that they will, apart from accumulated stocks, not quite cover the European deficiency if the Hungarian statistics prove approximately accurate. The exportable surplus from British possessions aggregates 11,960,000 quarters, or about 43 per cent. of the amount England must import. The fact that the populations of these possessions are able to consume a greater proportion of their wheat accounts largely for this diminution of their capacity to feed the Mother Country; but in itself it points to distinct growth of local prosperity.

SAUCE CAMPAIGN.

Holbrooks, Limited, manufacturers of Worcester Sauce of that name, have opened up a branch office at 28 Front street east, Toronto. The success which this company has received since the commencement of the year, when their sauce was introduced to the Canadian market, has encouraged them to launch out in a more substantial manner. Mr. H. Gilbert Nobbs has just returned to Canada from England, and will continue this vigorous campaign of advertising and sampling. Their idea appears to be to thoroughly work Eastern Canada before going to the Northwest. Mr. V. D. Stead has come over with Mr. Nobbs, with the intention of representing them among the retail trade of Toronto.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

FACTORY RUNNING OVERTIME

The immense demand for **RISING SUN STOVE POLISH** and **SUN PASTE STOVE POLISH** keeps our enormous factory running overtime, and the wheels are now turning fourteen hours a day. The superior quality of our product does it. The largely-increased sales of both goods this year over corresponding period last year warrant us in claiming that every retailer will find it to his interest to push vigorously the sale of both **RISING SUN STOVE POLISH** and **SUN PASTE STOVE POLISH**. They please the consumer.

MORSE BROS., - Proprietors, - CANTON, MASS.

NOTES WORTH NOTING.

REGINA is to have one of the largest sugar refineries in the west. The B.C. Sugar Refinery Co. intend erecting a plant at Regina. Tenders are expected to be closed shortly. It is proposed to have the plant in operation before January 1st. Tenders call for a plant larger than anything in the west, barring British Columbia property, and it will be the distributing point for sugar for the Northwest.

* * *

The Department of Agriculture has ordered the prosecution of two Nova Scotia apple growers, on the charge of improper packing.

* * *

The reduction works established at Canso, N.S., for the conversion of dog fish into commercial products are kept fully employed, and are turning out eighty tons of material daily.

* * *

A single "Ideal" packing machine in the "Salada" Tea Co.'s packing room packed 15,000 pounds of tea in the first three days of this week. This was in pound packages, the usual electrical weighing machine doing the weighing.

* * *

The merchants of Jamaica have decided to send a delegate to appear before the Tariff Commission in regard to the duty on sugar. It is asserted that the island is not getting any advantage from the Canadian preference. The Canadian manufacturer gets it all.

* * *

An almost miraculous haul of fish has just been made at Looe, Cornwall. The quantity was so great that it was impossible to draw the net up on the beach as usual. The net was secured until the fall of the tide. It was then found that 60,000 fish, weighing from twelve to fourteen tons, had been taken.—London Chronicle.

* * *

The vegetable growers of the Province of Ontario have reported to the Agricultural Department that they are of the opinion that no efforts should be taken to have the tariff increased on such vegetables as are needed by the working classes. They, however, think that there should be an increase in the tariff on such articles as lettuce, cucumbers, and early tomatoes, which are to be regarded as luxuries.

The London Dairymen's Pure Milk Protective Association has been formed, with these officers: President, H. W. Aylesworth; vice-president, George Saul; secretary, Ernest Phoenix; treasurer, P. F. McClary; executive committee, H. W. Aylesworth, R. M. Berry George Tupholme. The object of the association is to protect the milk supply, and prosecute all persons found using formaldehyde or other preservatives.

* * *

The total amount of Niagara fruit received in Toronto by rail and water during September, was 1,373 tons. Of this, 628 tons came by boat and 745 tons, or 87,566 packages, by train. Of these receipts and of fruit previously stored here, 89 carloads, or 1,135 tons, were shipped out by the wholesale houses to the Provincial trade. In August, 1,021 tons were shipped to Toronto, 358 tons by boat and 663 by rail. The total shipments received by rail this year are 1,932 tons, an increase of 135 tons over last year.

* * *

Representatives of the fruit growers of British Columbia, appearing before the Tariff Commission, were keenly anxious to have all duties on fruit retained and some of them increased. The claim was made that British Columbia had fruit land enough to supply all the fruit required for the west. Exception, however, has been taken to this statement. It is stated that if both Ontario and British Columbia will bend their energies to sending the Provinces of Manitoba, Saskatchewan, and Alberta, good fruit well packed and at proper seasons, they need never worry about tariff.

* * *

A note from Victoria states that much interest is being created on the mainland by the discovery of a new fruit, which, after investigation, was found to be a mangomelon, which, however, was never known to grow in this country before, but it is regarded as a luscious fruit in the Hawaiian Islands, where it is cultivated to a great extent and exported. The ones raised were grown by Wm. Ashbury of East Delta, quite by accident. They have come up along with a patch of muskmelons which he had planted in the Spring, and the seeds of the mangomelon must have been mixed with the other seeds. Even the grower did not know what they were and brought a box of them to town to find out. They are of good flavor and thoroughly ripe, but not nearly so large as the ones grown in southern climes.

* * *

Mr. Thomas Macfarlane, chief analyst of the Canadian Government, has completed the examination of 60 samples of black peppers and 86 samples of white peppers. Of this number only 40.7 per cent. were found to be undoubtedly genuine and 47.7 per cent. were proved to be adulterated. The collection of samples was made all over the Dominion. Wheat flour was found to be a common ingredient of adulterated commodity. Other foreign substances which deteriorate the peppers were maize starch, stone cells and wheat starch. Where the peppers were found to be impure the percentage of foreign substances ranged from one to sixteen per cent. The peppers were obtained in February last at the request of Hon. Mr. Brodeur, who is conducting a vigorous campaign to suppress the adulteration of food.

* * *

The analysts of the Inland Revenue Department, Ottawa, have recently completed an examination of jams, jellies, and marmalades offered for sale in Canada, which goes to show that in spite of the warning that was given to these industries last season, adulteration still prevails to an alarming extent. Of all the samples together 66 per cent. contained glucose, 15 per cent. preservatives, and 30 per cent. dyes. Thirty-three per cent. were pronounced genuine.

Out of 55 samples of black currant, gooseberry, peach, plum, raspberry and strawberry jams, only 12 were found genuine. Forty-three contained glucose, three preservatives, and three were dyed. Twenty-nine samples of marmalades were taken altogether, of which thirteen were found genuine, sixteen contained glucose, one preservative, and three were dyed. Out of fourteen samples of jelly, only eight were pronounced genuine, six containing glucose, three preservatives, while three were dyed. The preservatives used were benzoic acid and salicyclic acid.

When you extend credit to your customers, do it right; there is economy in doing it right. Take a few moments of time to-day to get a report on his character and paying ability. It will mean less trouble to-morrow. It will save yourself aggravation, embarrassment, loss of time and loss of temper. Above all, it will save you loss of money.

Every Little Fish Expects to become a Whale

WE HAVE A FEW OF THEM NOW IN STOCK, namely : Smoked Halibut and Salmon, Hard Cured Cod in quintals, B. & S. Cod, in cases ; Empire Cod Strips, Shredded Codfish, Boston Codfish Balls, Norwegian Fishballs, Labrador Salmon and Herrings, Canned Bloaters, Herrings in Shrimp and Anchovy Sauce, Smoked Herring in Oil and Tomato Sauce, Mackerel Soused and in Tomato Sauce, Kipperines, Crabs, Scallops, Shrimps, Clams and some of those fine Aberdeen Red Herrings packed 100 in a tin.

Will be pleased to have your order for any or all of above assortment. They will help your trade as it has helped ours.

"The Quick Shippers"

LUCAS, STEELE & BRISTOL,
Wholesale Grocers HAMILTON.

THIS WEEK'S ARRIVALS INCLUDE

New Valencia Shelled Almonds,
" Sovereign " Malaga Clusters, boxes
1/4 " 1-lb. Cartons
" Imperial " Malaga Clusters, boxes
1/4 "
" Regal " Malaga Clusters, boxes
Eleme Preserved Figs in Glass.

JAMES TURNER & CO., - HAMILTON, ONT.

"BEE" BRAND
AMMONIA POWDER

is the ***STRONGEST*** and ***BEST*** Ammonia Powder packed, and is one of the

Big Profit Paying Articles

put up by the "Bee" Starch Co. It will pay you to drop them a line if you are interested in making money for yourself. "Satisfaction guaranteed or money back," is our motto.

SNOWDON, FORBES & CO., Montreal

NEW CURRANTS

Cases and half-cases.
First shipment now in store.

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO

MANUFACTURERS' AGENTS
GROCERS' SPECIALTIES

REPRESENTING

ST. CROIX SOAP MFG. CO., SURPRISE SOAP

AMERICAN CEREAL CO., QUAKER OATS, ETC.

T. A. SNIDER PRESERVE CO., CATSUPS AND SOUPS.

THOS. UPTON CO., LIMITED, JAMS AND JELLIES.

BENSDORP'S ROYAL DUTCH COCOA.

MACONOCHIE BROS., LONDON, ENG., FISH, PICKLES, SAUCES, ETC.

UNION MATCH CO., DULUTH.

BEAUCE MAPLE CO., SYRUPS.

MacLaren's Imperial Cheese

MacLaren's Roquefort Cheese

Canada Cream Cheese

Imperial Peanut Butter

NOTHING BETTER

BUSINESS PERSONALS.

THE Capstan Mfg. Co., Toronto, have installed a new mince meat machine with a capacity of a ton per hour, to meet the demands of the Fall trade.

* * *

Vancouver Fish Co., Vancouver, B.C., have been burned out.

* * *

Dubensky & Co., general store, Bancroft, Ont., have sustained loss by fire.

* * *

Ernest Bastien, grocer, Montreal, Que.; the stock of this trader has been slightly damaged by fire, but is insured.

* * *

Mr. T. B. Greening, of the Pure Gold Mfg. Co., Limited, Toronto, was a caller on the Montreal jobbing trade last week.

* * *

Robt. Greig, of Robert Greig Co., has returned from a three weeks' trip to the Maritime Provinces. He looks much the better for his trip.

* * *

A meal mill owned by Mr. W. H. Fowler of Carleton, was badly damaged by fire last week. It has not yet been possible to estimate the damage done. The mill was not insured.

* * *

Mr. O. C. Dusossoit, representing Hohmann & Maurer Mfg. Co., Rochester, N.Y., was a visitor to Montreal trade this week, and was met by The Grocer at the Acme Can Co.'s offices.

* * *

Messrs. Doctor Bros., proprietors of the "Red Store," Moose Jaw, N.W.T., will open new and extensive premises on River street. This is quite a new store, with new stock and some new departments.

* * *

Mr. H. H. Clarke, manager to B. Anderson, Haliburton, Ont., was a called at the Toronto office of The Grocer. He reports trade as very good, and collections coming in well. He was busy making purchases for Fall trade.

* * *

Capt. John A. Gunn, of Gunn, Langlois Co., Limited, Montreal, was in Toronto last week attending the annual meeting of Gunn's, Limited. This is Capt. Gunn's seventeenth year in the

UPTON'S

HOME-MADE

Jams, Jellies and Orange Marmalade

are strictly high-grade. They are trade winners, and the wise grocer will always keep them in stock.

WE ARE HEADQUARTERS FOR

DRIED FRUITS

Best Packers' Fruit. Prices Right.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

provision business, during the last five or six of which he has been in charge of the Montreal branch.

* * *

Hugh J. Hickey, of Mason & Hickey, Winnip went east to Toronto last week.

* * *

M. Bull, of Royal Crown, Limited, Winnipeg, was ill for several days, but he returned to his desk a few days ago.

* * *

Mr. W. H. Despard, manager of White & Co., Limited, Toronto, spent last week in New York and other business centres in the east.

* * *

The Walker Pivoted Bin Co. are shipping this week case sections to Wood & Green, Calgary, Alta, and counter sections to A. E. Hill Co., Limited, Carman, Man.

* * *

F. J. Cairns, Saskatoon, is completely refitting the grocery department of his large store with fittings supplied by the Walker Pivoted Bin Co. When completed Mr. Cairns will have one of the finest grocery departments in the west.

* * *

The cheese factory in North Smith, Ont., and the cheesemakers' residence, have been destroyrd by fire. There was about $2,000 worth of cheese in the factory, half of which was saved. The loss is about $4,000, with loss on buildings partly covered by insurance.

* * *

Fire has completely destroyed the general store of John Dobensky, of Bancroft, Ont. The Bancroft Hotel narrowly escaped, being on fire several times. The burned building was the property of Councilman James Best. The contents of the store and building were both insured. Cause of fire unknown.

* * *

W. Ledoux, of Arnaud, Man., was in Winnipeg last week on business. Mr. Ledoux has been very active in promoting the interests of the Western Retail Merchants' Association, and the organization in his district is very effective.

* * *

Lewis P. Mason, of Mason & Hickey, Winnipeg, returned to the Manitoban capital last week, after an absence on business extending over several weeks. He visited the trade as far west as the coast, and also made a flying trip to the east.

* * *

Robert Hughes, better known as "Bobbie," who sells crockery and glassware for Gowans, Kent & Co., has just completed an eight weeks' trip in Manitoba and the Northwest. He had one of those full-order-book smiles on when The Grocer man met him, and he says business was never better in his line in the west.

* * *

Miss N. Smith, late proprietor of the West End confectionery business, Lindsay, Ont., left for an extended visit to British Columbia last week. The confectionery business has been purchased by Miss E. Tangney.

When the "Salada" Tea Co. opened their first mail on Monday morning, Oct. 2nd, there were over 20,000 pounds of orders in it. In the first mail that was opened on Monday morning, Oct, 9, there were 31,000 pounds of orders in it. They claim that out of every three pounds of tea consumed among 230,000 people in the city of Toronto, one pound is "Salada."

* * *

Messrs. L. Chaput, Fils & Cie., the well-known grocery firm of Montreal, have pleasure to inform the trade and their numerous friends that they have been appointed agents for Messrs. Stormont, Tait & Co., Oporto, Portugal, large shippers of port wines of high quality. The reputation of this firm is second to none, and they were appointed purveyors to the King, Carlos. The quality of their wines is the best. A fairly large shipment is due to arrive in November. Prices and samples will be submitted with pleasure.

* * *

The Alexander Brown Milling Co., Toronto, Ont., have applied to the Board of Control for a renewal of their lease of city property at the foot of Princess street, as it is proposed to rebuild on the site of the burned elevator. They ask that the slip at that point be filled in and that leave be given to construct a switch from the C.P.R. tracks down the street extension. The board fear that the switch will interfere with the city's chance of getting a siding into its own property. The mill company say that it is just a choice between rebuilding on

IN STORE

Second Shipment of

2, 2¼, 2½, and 2¾ inch FIGS in 10, 24, and 48-lb. boxes.

First Shipment of Choice Clusters.

One car of Trinidad Raw Sugar.

We have five-crown Currants, cleaned, and six-crown cleaned Currants.

One car new Prunes, all sizes.

You will consult your best interests by interviewing our travellers on these items or phone

No. 595

our expense.

BALFOUR & CO., WHOLESALE GROCERS HAMILTON

WELCOME IT

"Who Goes There?"

Blue Ribbon *Ceylon* Tea

And its all-conquering force of Longevity, Purity, Salability. "If I stop it, what happens?" asks Grocer-Sentry No. 1. **It goes in greater amount to yonder store and lays siege on your custom. That's the fortune of Commerce.** "If I welcome it, what comes?" **What comes, why? Trade Triumphs, Business Booms, Sure Success.**

WELCOME IT

WELCOME BLUE RIBBON TEA

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

NEW MALAGA RAISINS

Our fresh shipments are in store—the quality is exceedingly fine. We are acknowledged the largest importers of this line. Our assortment cannot be excelled.

BOXES, 22 lbs.—Quarter flats—5½ lbs. Fancy 1 and 2-lb. Cartons.

—OUR QUOTATIONS ARE LOW—SEND US YOUR ORDERS—

NEW PEELS—

This season's peels are now in store, and in quality are quite fully up to our import standard. This year we have three brands, each the best value of their grade on the market.

SPECIAL PRICES ON CASE LOTS—

"ANCHOR" Finest fancy dipped caps.

"STERLING" Selected candied. High quality.

"EXCELSIOR" Priced low, but exceptionally good.

—LEMON—ORANGE—CITRON—7-lb. boxes, Cases 16 and 32 bxs.

NUTS— IN STORE

NEW VALENCIA SHELLED ALMONDS.
NEWLY SHELLED GRENOBLE WALNUTS.

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

the old site and moving out into the country.

* * *

E. D. Lowe, of the Rolla Crain Co., Limited, Ottawa, was a caller at the office of The Grocer this week. Mr. Lowe was on his way to Western Ontario, and especially the Parry Sound district, where he will call upon the trade in the interests of his company.

* * *

Mr. J. F. Shoemaker, representing A. Colburn Co., of Philadelphia, was met by The Grocer in Montreal this week. Mr. Shoemaker was not soliciting business, as owing to the imposition of the Commercial Travelers' Tax he did not feel like taking chances of being "jugged" or held up. Mr. Shoemaker's opinion of the Quebec Commercial Travelers' Tax Act will not bear printing, and he, like hundreds of other travelers representing United States houses, will be forced hereafter to give Montreal a wide berth. As Mr. Shoemaker explained, this absence of American travelers will be a serious loss to the hotels and railways, and so directly to the Province. American houses will not do much less business, but it will be done by correspondence, or their representatives in Ottawa and Toronto.

NEW COMPANIES.

PROVINCIAL charter has been granted to the Russell Bottling Works of Ottawa, Limited, the share capital of the company to be twenty thousand dollars divided into ten thousand shares of two dollars each, the head office of the company to be at Ottawa and the provisional directors of the company to be Albert Osias Rochon, William George Thomson, Telesphore Rochon, Omer Joseph Rochon and Minnie Thomson.

Provincial charter has been granted to the Robson Leather Company, Limited, Oshawa, Ont., the share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at Oshawa and the provisional directors of the company to be Charles Norman Robson, Frank William Robson and Thomas Thorsby.

Provincial charter has been granted to the Port Colborne Milling Co., Limited, Port Colborne, Ont., the share capital of the company to be forty thousand dollars divided into four thousand shares of ten dollars each, the head office to be at Port Colborne and the provisional directors of the company to be Joseph Phillips Hanham, Samuel T. McColl, Alexander Crawford Mitchell, John Daniels Kinnaird, and Otto Carl Nathaniel Kanold.

NEW COFFEE ROASTER.

An expensive addition has been made by Codville & Co., of Winnipeg, to the machinery of their spice and coffee mill. This is a new coffee roaster with a capacity of 800 lbs. per hour, which this firm have just imported from New York. The new roaster, manufactured by the Fraser Manufacturing Co. of New York, is the latest of its kind and it is an important addition to the plant in the Codville factory.

CANADIAN GROWN COFFEE.

It will be noted with interest that an attempt to grow the coffee plant in this country has met with success.

Mr. Gamble, of Lancaster, announced in Ottawa last Winter that he intended making experiments along this line. Last May he planted some beans, and says they have had nothing but ordinary care, such as being frequently hoed and kept clear from weeds; now he is the possessor of a strong, healthy plant, about 4 feet high, containing quite a large quantity of beans. Mr. Gamble is gardener for Mr. McBean of Lancaster, and is very pleased with the result of his work, and everyone will agree that he has good cause to be.

CHEESE IN GREAT BRITAIN.

A matter which is worthy of attention, is that the total consumption of cheese in Great Britain is, and has been for some years, almost at a standstill. There are various reasons for this, but the chief doubtless is that such lines as canned goods, patent foods, jam, etc., have come into far more general use than fifteen or so years ago, particularly amongst the lower classes. It is a curious fact that while the United States exports of cheese have materially fallen off, their shipments of canned goods have increased, so that by increased exports of one line of goods they are making up for the falling off in another line, which falling off is probably caused in some degree by the increased export of canned goods or similar lines. This is an interesting phase of economic law.

Fresh Pork Sausage

Are now in Season and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

FRESH SAUSAGE

October marks the coming of colder weather —cool nights and frosty mornings. Just the weather for a dish of Savory Sausages, and there are no better than those made by the Fearman Co. Your customers will appreciate them, if you have them ready in stock. We shall be glad to send them to you by express, daily or weekly, and in large or small quantities.

F. W. FEARMAN CO., LIMITED
HAMILTON

Tales of MAGIC

Let us tell you about

MAGIC BAKING POWDER

In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Oct. 12, 1905.

THE situation on cheese remains practically unchanged. Colored, for some reason or other, are in very strong demand and they are selling at a considerable premium over white cheese at the present moment, but the latter received a very fair share of attention on the market and as the consumption of white cheese in Great Britain is very much in excess of the consumption of colored cheese, we may at any moment see the present condition reversed.

There is less risk in carrying white cheese for any length of time as the colored goods may fade and become "mottled" in color, which is a very serious fault and means heavy losses if it occurs. However, there is a certain demand for colored cheese and if there is a scarcity, as there seems to be at present, it results in buyers paying a premium over white cheese. Last Winter the reverse was the case, when white brought a substantial premium over colored goods.

All the country markets remain very firm, in spite of the assertion that most Ontario sections show now a considerable increase in the make as compared with the same time a year ago. This is partly due to the excellent condition of the pastures owing to the continued fine weather, and partly due to the extra feeding of the stock. On account of the prevailing high prices of both cheese and butter it pays the farmers this year to feed their cows to get more milk, and they are doing it.

While Ontario will probably show an increased make of cheese, it is different in Quebec. For various reasons the quality of cheese made in Ontario is of a higher grade than the article made in the Province of Quebec, while butter made in Quebec is undoubtedly of a very much better quality than the butter made in Ontario. The result is that Quebec is going more and more into butter, and naturally the production of cheese becomes less in proportion. If, therefore, the make of cheese in Ontario shows an increase, there is a corresponding falling off in the production of this article in Quebec, and taking the two Provinces together there is probably a decrease in the production of cheese this year.

There is a natural desire on the part of operators to get prices down to a safer basis for the purpose of carrying goods through next Winter, but so far all efforts in this direction have failed and now if those who carry stocks on their own account want to get a profit out of the business, they must very soon commence to ask higher prices for their holdings, which means that we must get advancing markets both in Canada and the United Kingdom.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, has just returned from an extended tour of inspection through the various dairy centres of Europe and the different markets in Great Britain. Mr. Ruddick finds, what has been pointed out in these articles before, that our Canadian butter compares most favorably in quality with the best goods produced in Europe and is better than many. He has inspected our goods in their fresh condition and compared them with the best Danish butter in the British markets, and in one case, at least, he acknowledged the Canadian article to be fully as good as the Danish. Yet it remains a fact that Canadian butter is retailed at a much lower price than Danish, which proves that our goods are only sold as a second class quality. It is undoubtedly put into the second class by not putting it out in its fresh condition to the consumer. Now, why should the Canadian product be used for speculation, when the goods from other countries, notably from Denmark, are sold in their fresh condition? No doubt Mr. Ruddick is doing most excellent work to advance the interests of the Canadian dairy industry. He has shown himself a capable executive and he has done much good. It may not be within his power to change this existing evil of speculation in our product, but perhaps something might be done to lessen it and get the British retailer to insist on getting our fine butter in as fresh a state as it can be landed in the different ports of the United Kingdom.

The market for butter shows very little change. The outlook is decidedly "bullish." Exports are still keeping up, which means a constant reduction in our supplies and we need quite a good deal of butter for our own use during the Winter months.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

A BRIEF review of the British cheese market should not be without interest to Canadians. Indeed, when they look back over the past ten or twelve years and see how, with but occasional variations, their exports of cheese to the Mother Country have increased from 59,423 during the year (ending June 30) 1896 to 92,308 tons during the same period of 1905, they will be able to understand how strong is this commercial bond between them and their brothers in the Old Country.

This great increase of 32,885 tons might not carry with it so great a proof of Britain's indebtedness to Canada, were it a fact that supplies of cheese from other sources had shown a proportionate or even nearly proportionate increase. But they have not. The knowledge that, while other countries have actually lost ground, or remained stationary, in their cheese supplies to Britain, Canada has steadily advanced, must be a source of something more than satisfaction to Canadians. To-day the Dominion stands out as far and away the largest supplier of cheese for the British markets, and she has secured for herself in this line a position which need fear no competition, even were competition likely. But it is not. Canadian cheese has a reputation with the general public and stands more on its merits with that body of the people than does Canadian butter, which, at any rate by name, is unknown to them. The retailers here do not expose Canadian butter with a notice to the effect that it is "new arrival, Canadian," or any publicity of that nature, but they do for Canadian cheese.

There are five other countries which ship cheese to this market, viz., New Zealand, Belgium, Holland, France and the United States. During one or two years attempts were made by concerns in Australia to work up a cheese trade, but without success. Eventually the effort was abandoned and the last eighteen months have seen no Australian cheese on this side.

New Zealand supplies of cheese have never exceeded 4,200 tons, and her progress, though in the right direction, has been very gradual and varied from 2,974 in 1896 to 4,072 tons in 1905 (ending June 30). The efforts to retain trade have not been easy, and the increase during the past five years has been only 114 tons. It is, of course, in butter that bility such cheese is registered on this market.

Supplies of cheese from the United States to this market have shown a very heavy deficiency of late years, falling from 28,034 tons in 1901 to 9,387 tons in 1905. During the five years previous to that they had increased from 25,744 tons to 32,183 tons. During the Winter, when most Canadian ports are icebound, Canadian cheese is sometimes shipped via New York, and in all probability such cheese il registered on this market as United States produce.

Dutch cheese, which is now arriving in slightly larger quantities than from the States, is also slowly declining. Last year (ending June 30, 1905) the amount received on these markets was 10,697 tons as against 14,431 tons in 1896.

Belgian cheese is falling off. French is just about where it was ten years ago, but supplies from both these countries are comparatively small, and do not play any important part on the British market.

It will be seen from the foregoing brief summary that Canada is about the only country that is showing real progress in the matter of cheese export to this side, and stands far above all others. According to returns, the following are figures of her cheese shipments to Britain:

	Tons
1900	70,549
1901	77,267
1902	76,297
1903	87,883
1904	98,306
1905	92,308

Canadian cheese has been selling well, and to-day's (Sept. 30) quotations are 56 to 57 shillings, but there is very little at 55 shillings.

BUTTER

When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

Steady demand continues to be manifested in the provision lines.

Hogs are coming in rather slowly and prices are well maintained at previous quotations. Stocks as pointed out in our previous issue are greatly depleted and there is scarcely anything to draw upon; arrivals are only coming in in barely sufficient quantities to meet the current requirements.

Bacon has firmed and shows a distinct tendency to advance.

Barrel pork can scarcely be found on the market.

Lard continues very firm with still an upward tendency.

Beef has eased off somewhat and shows slight declination. All other prices continue very firm at previous quotations.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 50
Shoulder mess pork, per bbl	¼ 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	....	7 75
" front quarters	5 00	5 50
" choice carcases	5 50	6 50
" common	4 50	5 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 50	9 00

Butter—Arrivals of butter are somewhat slow. Creamery butter is coming to hand in little better quantities, whilst dairy butter is still holding back. General demand is active and prices rule firm at previous quotations.

	Per lb.	
Creamery prints	....	0 24
" solids, fresh	....	0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—Arrivals have fallen off perceptible since our last issue, but those coming to hand are of much improved quality. Dealers commenced to draw upon their storage stocks in order to meet the gradually increasing demand as arrivals are in no way sufficient to meet current requirements.

New laid eggs, per doz	0 18	0 19

Cheese— General conditions of the cheese markets might well be described as weak. The board reports during the current week have shown a tendency on the part of buyers to slacken off in their bidding with the result that many boards report offerings unsold and where sold there is frequently shown a weakening in price. This rather tends to a more healthy state of the existing market as prices are generally conceded to be on too high a basis to encourage any material bulk trade. Export trade has the tendency to improve, but meets with somewhat of a set off in the lower basis of prices in the American cheese. Until, therefore, the market assumes a steadier footing export trade is not expected to assume any serious dimensions.

	Per lb.
Cheese, large	0 11¾
" twins	0 12

Cheese Board Report.

(For week ending Oct. 7.)

Board.	Boxes.	Price.	
Montreal	13,595	0 11¼	0 11¾
London	1,025		0 11¾
Belleville	2,640	0 11¾	0 11 7-16
Napanee	1,854*		0 11¾
Brockville	5,500*	0 11½	0 11¾
Cornwall	992*	0 11½	0 11¾
Iroquois	1,050*	0 11¾	0 11¾
Perth	2,000*	0 11½	0 11¾
Ottawa	1,820*	0 11½	0 11¾
Vankleek Hill	1,118*	0 11½	0 11¾
Alexandria	1,083*	0 11½	0 11¾
Kemptville	(No sales.)		
Huntingdon, Que.	245*	0 11½	0 11¾
Cowansville, Que.	571	0 11½	0 11¾
St. Hyacinthe, Que.	800	0 11½	0 12
Kingston	895*	0 11¾	0 11¾
Madoc	805		0 11¾
Winchester	124		0 11¾
Tweed	465		0 11¾
South Finch	800*	0 11½	0 11 13-16
Brantford	790	0 11¾	0 11 9-16
Victoriaville, Que	1,609		0 11

*White and colored.

MONTREAL.

The provision market has shown a weakness this week owing to accumulation of stock and prices are easier in lines. Live hogs are easier and have declined about 12 1-2c. per 100 lbs. Fresh killed abattoir dressed hogs quoted $9.50. Hams and bacon are in good supply and selling only fairly well. We quote:

Lard, pure tierces	....	0 10¾
" 5-lb. tubs	....	0 10¾
" 20-lb. pails, wood (10½)	....	0 11¼
" cases, 10-lb. tins, 60 lbs. in case		0 10¾
" " 5-lb. "	....	0 11¾
" " 3-lb. "	....	0 11¾
Lard, Boar's Head brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07¼
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 07¼
" 12 5-lb. tins "	....	0 07¼
" 6 10-lb. tins "	....	0 07¼
20-lb. wood pails, each	....	1 47½
20-lb. tin pails, each	....	1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb	....	0 14
Hams	0 13½	0 14½
Extra plate beef, per bbl	11 50	12 00

Butter—Local market is firm. Stocks are claimed to be light for this season of the year. Prices are unchanged. Export demand has fallen off some and is moreover irregular.

Finest creamery	0 23	0 23½
Fine	0 22½	0 23
Medium	0 22	0 22½
Fresh dairy tubs	0 19	0 20

Cheese— No change in market. Demand is light, though a firm feeling prevails. Quebec quoted at 11 3-8c., Townships, 11 1-2c. and Ontarios 11 5-8 to 11 7-8.

Eggs—Demand continues good and equal to absorbing receipts. Cold storage is not receiving many these days. Quality of eggs is good. Straight gathered, 18c. to 18 1-2c. at country points, locally at 19c.; in jobbing way, 20c. in single cases; good, 17c. to 18c.; selects, 22c. to 23c.; candled selling at 19 1-2c. to 20 1-2c., according to quantity.

WINNIPEG.

Creamery Butter—Prices are firmer and indications point to an advance, but there has been no quotable change. We quote selling prices to the trade as follows:

Finest fresh creamery, in 56-lb. boxes	....	0 23
" " in 28-lb. boxes	....	0 23
" " in 14-lb. boxes	....	0 23
" " in 1-lb. bricks	....	0 24

Dairy Butter—Produce houses are pay-

ing 15 1-2c. to 16 1-4c. for No. 1 dairy delivered in Winnipeg.

Cheese— Prices are steady and we quote as follows:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—Prices continue as follows:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

ST. JOHN, N.B.

Provisions—There is quite an active sale at this season. In pork, local mess is very scarce and American is high. Clear now covers such a wide range in quality it is hard to set a value, but prices are firm.

Beef shows little change.

Pure lard is still high and packers have little to sell. Refined lard keeps low.

Smoked meats move more freely and prices are firm.

In fresh beef prices keep low with but a fair sale.

Lamb is still an active line and holds at quite full figures. Mutton and veal are quiet.

Pork, while more freely offered, is firm. We quote:

Mess pork, per bbl	$15 00 $20 50
Clear pork, "	18 00 20 00
Plate beef, "	14 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb	0 08 0 09
Pork, per lb	0 07 0 07
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 10½ 0 10½
" " pails, "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter— Values continue to climb. Good butter is in improved demand.

Creamery butter	0 22 0 25
Best dairy butter	0 19 0 21
Good dairy tubs	0 17 0 19
Fair "	0 16 0 18

Eggs—Just at the moment the market is hardly as firm. The advance for the time has stopped. Quality is good. We quote:

Eggs, hennery	0 23 0 24
" case stock	0 17 0 20

Cheese—Prices higher than in the west, our market taking only twins and the quantity offered is small. We quote:

Cheese, per lb. 0 12½ 0 13½

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

This space $15 per year.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfiel

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-75.
Neubeck & Schipmann,
Commission Agents and Merchants.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
18 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright.

BUTTER

When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

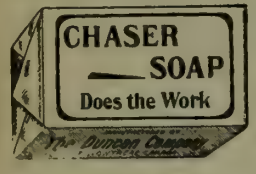
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.



Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Co

PROVISION AND DAIRY MARKETS.

TORONTO.

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Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	....	7 75
" front quarters	5 00	5 50
" choice carcases	5 50	6 50
" common	4 50	5 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 50	9 00

Butter—Arrivals of butter are somewhat slow. Creamery butter is coming to hand in little better quantities, whilst dairy butter is still holding back. General demand is active and prices rule firm at previous quotations.

Cre— ...ll & Skelly. Shipped by ...Local market is firm. Stocks ...be light for this season ...re unchanged. Ex- ...ff some and is

Coronation Brand.

30/40, 40/50, 50/60, 60/70, 70/80, 80/90, 90/100, 100/120.

Cheese Board Report.

(For week ending Oct. 7.)

Board.	Boxes.	Price.	
Montreal	13,595	0 11¼	0 11¾
London	1,025		0 11⅞
Belleville	2,640	0 11⅞	0 11 7-16
Napanee	1,854*		0 11⅞
Brockville	5,500*	0 11½	0 11¾
Cornwall	992*	0 11½	0 11⅞
Iroquois	1,050*	0 11⅞	0 11⅞
Perth	2,000*	0 11½	0 11⅞
Ottawa	1,820*	0 11½	0 11¾
Vankleek Hill	1,118*	0 11½	0 11⅞
Alexandria	1,083*	0 11½	0 11⅞
Kemptville	(No sales.)		
Huntingdon, Que.	245*	0 11½	0 11⅞
Cowansville, Que.	571	0 11½	0 11¾
St. Hyacinthe, Que	800	0 11½	0 12
Kingston	895*	0 11¾	0 11⅞
Madoc	805		0 11⅞
Winchester	124		0 11¾
Tweed	465		0 11⅞
South Finch	800*	0 11½	0 11 13-16
Brantford	790	0 11⅞	0 11 9-16
Victoriaville, Que	1,609		0 11

* White and colored.

MONTREAL.

The provision market has shown a weakness this week owing to accumulation of stock and prices are easier in lines. Live hogs are easier and have declined about 12 1-2c. per 100 lbs. Fresh killed abattoir dressed hogs quoted $9.50. Hams and bacon are in good supply and selling only fairly well. We quote:

Lard, pure tierces	....	0 10¾
" 5-lb. tubs	....	0 10¾
" 20-lb. pails, wood (10½)	....	0 11¼
" cases, 10-lb. tins, 60 lbs. in case		0 10¾
" " 5-lb. "	....	0 11⅛
" " 3-lb. "	....	0 11¼
Lard, Boar's Head brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07¼
" " 60-lb. fancy tubs	....	0 07¼
Cases, 20 3-lb. tins, per lb	....	0 07¼
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 47½
20-lb. tin pails, each	....	1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb	....	0 14
Hams	0 13½	0 14½
Extra plate beef, per bbl	11 50	12 00

0 23 0 23½
22½ 0 23
23¼

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115 Caddies Pin Head and Sow Mee, high quality.
250 Caddies High Grade Pakling Congou.

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MONTREAL

ing 15 1-2c. to 16 1-4c. for No. 1 dairy delivered in Winnipeg.

Cheese— Prices are steady and we quote as follows:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—Prices continue as follows:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅝
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00⅞
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00⅝

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies,	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs,	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

ST. JOHN, N.B.

Provisions—There is quite an active sale at this season. In pork, local mess is very scarce and American is high. Clear now covers such a wide

quality it is hard to set a value, but prices are firm.

Beef shows little change.

Pure lard is still high and packers have little to sell. Refined lard keeps low.

Smoked meats move more freely and prices are firm.

In fresh beef prices keep low with but a fair sale.

Lamb is still an active line and holds at quite full figures. Mutton and veal are quiet.

Pork, while more freely offered, is firm. We quote:

Mess pork, per bbl	$15 00 $20 50
Clear pork, "	18 00 20 00
Plate beef, "	14 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 04 0 05
Veal "	0 06 0 07
Lamb	0 08 0 09
Pork, per lb	0 07 0 07
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 10½ 0 10¾
" " pails, "	0 10¾ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter— Values continue to climb. Good butter is in improved demand.

Creamery butter	0 22 0 25
Best dairy butter	0 19 0 21
Good dairy tubs	0 17 0 19
Fair "	0 16 0 18

Eggs—Just at the moment the market is hardly as firm. The advance for the time has stopped. Quality is good. We quote:

Eggs, hennery	0 23 0 24
" case stock	0 17 0 20

Cheese—Prices higher than in the west, our market taking only twins and the quantity offered is small. We quote:

Cheese, per lb. 0 12½ 0 13½

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting busi-

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Warren Bros. & Co., Toronto.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

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FISH POACHING.

IT is with a degree of satisfaction that every Canadian will note the latest development in the situation with regard to fish poaching on Lake Erie. From the outset it was a most deplorable occurrence, as it appears not to have been an isolated or casual occurrence, but has developed into almost an organized system of trade robbery.

From accounts to hand it would appear that the system was a most complete one and was being practised by a veritable fleet of fishing tugs, the scheme employed being to place one of the fastest boats at the head of the line on the lookout and if this boat was seen to speed away at a high rate of speed it was taken as a signal that they were spotted by the Vigilant, and the whole fleet steamed away for their own waters, often accompanying this proceeding by a general tooting of their sirens in token of derision.

The American authorities must have been fully aware of what was being done; such a proceeding, done in such an openhanded flagrant manner, could not fail to have been fully known by all parties concerned and we can only suppose it would have still continued had it not been for the drastic measures taken by the cruiser Vigilant, which has certainly not belied her name.

The serious effect that poaching of this nature has upon the Canadian fisheries is ample excuse, if excuse were necessary, for resorting to the severest methods to stop such proceedings. Canada has been facing in a very real way at the present time the question of maintaining in a satisfactory and healthy way the many fisheries which she has under her control. These industries are of national importance and to have allowed such gross violation of the fishing boundaries would be the removal of the advantages which it is sought to obtain by the annual replenishing of our fisheries and would have resulted in the benefits which accrued really missing their mark and falling into the hands of the American poachers.

The latest news, however, is particularly satisfying to those most concerned in this unsatisfactory business, for we hear that the United States Government has taken what promises to be effective action for the suppression of the poaching of American fishermen in Canadian waters. A revenue cutter in charge of the collector of customs at Cleveland has been sent on a cruise with instructions to seize fishing tugs, inspect their cargoes and confiscate both cargoes and vessels belonging to violators of the law.

It is not likely that tug owners will care to attempt the feat of evading both the American and Canadian cruisers. This action is really in the interest of humanity, for lives have already been sacrificed and others may at any time be taken in the event of a poaching vessel trying to avoid seizure by sailing away.

It would further tend to promote good feeling between neighbors and to improve the supply of fish for both nations if there could be secured by some joint action some more effective means of protecting the fish from senseless destruction. Apparently the responsibility for the present unsatisfactory safeguards rests on the people of the United States and now that they have been stirred into effective activity by the danger of international complications over loss of life and property, it should be not too much to expect them to become wide awake to their own interests.

AN AMERICAN AND TORONTO.

SOME interesting remarks have been made by a leading New York business man who has visited Toronto after an absence of some fifteen years. He expressed great satisfaction at the manner in which Toronto had grown from an architectural standpoint. The city was being cared for in a most praiseworthy manner, both as regards its "layout" and also with regard to its buildings. He says, however, that what he was mainly struck with, was the immense advance which had been made commercially.

There has been most radical change in the manner and methods of local merchants. When last here he had to resort to the most diplomatic of methods, and even after the many delays of red tape and reserve had been overcome, there was still at that time a cold and freezing atmosphere surrounding a Toronto merchant's office.

To-day he finds all this changed. The heads of the leading firms are more accessible and discuss business matters with a freedom unknown fifteen years ago. Methods are more up-to-date in making a deal, and courtesy and hospitality are very much in evidence.

As an instance, he cites his experience in being invited into the private office, offered a cigar, and being entertained at the club in a princely manner, while on his last visit he dare not smoke in the presence of the principal of the firm, and was kept waiting outside the private office and very curtly answered when inquiring if any of his line of goods was needed.

The New Yorker says that the business methods of the leading Toronto houses are now conducted on lines similar to those of the American cities, and that this marked change is attributed to the new blood that has been introduced into the old established firms, and that modern ideas are practiced by the younger men at the head of the houses now doing business.

THE IMPORTER AND THE TARIFF.

IT is to be hoped that during the investigation into the tariff which is now being made the interests of the importer will not be overlooked.

When a case is before a court of law all parties interested are called upon to give evidence. The importers of this country are interested in the Customs tariff, and their evidence should certainly be taken.

Canada is a protectionist country. Nine-tenths of the people believe that at least a moderate tariff is necessary to the welfare of the Dominion. But in preparing a Customs tariff the interests of all should be considered. The manufacturers, the lumbermen, and the agri-

culturists of different kinds are being heard, but the merchant—the man who distributes merchandise wholesale and retail—does not seem to have an existence. And yet he has interests to consider and rights to guard.

The tariff needs revision, and it is presumptive evidence that the Government thinks so, too, or it would not be holding the present investigation. But while the work is being done it might as well be done well. And the only way it can be done well is to first consider and carefully weigh the interests of all concerned, and from the evidence thereby adduced, and the knowledge thereby attained, construct a tariff that will protect the interests of the merchant who imports and sells as well as those of the manufacturer who makes.

Boards of trade and mercantile organizations in general should give this matter their prompt attention.

PROVINCIAL TAXES RETARD COMMERCE.

FREQUENT comment has been made in these columns on the arbitrary and near-sighted policy of Provincial Legislatures, in taxing commercial travelers. Additional light which has been shed on the matter, has only served to accentuate the impression that these taxes are entirely unwarranted, and are, in spirit, though possibly not in letter, an infringement on the rights of the Federal Government, and an insult to the good sense of the nation.

On Prince Edward Island rests the blame for initiating this class of legislation. A tax of $25 was imposed on all commercial travelers visiting that Province, and the money-making possibilities of the scheme immediately appealed to the hungry legislators of British Columbia. But in this case, the tax was doubled, every traveler selling goods in the western Province being relieved of no less than $50. Then the Quebec Cabinet, frenzied by their endeavors to make ends meet and thinking that they should be able to go their sister Provinces one better, proposed and carried through the iniquitous statute which forbids traveling representatives of foreign houses from doing business in the Province, except on payment of a $300 tax.

When this last piece of legislation was perpetrated, a storm of protest went up from all over Canada. So strong was popular opposition to such insular enactments that many representations were made to the Dominion Government, praying for an exercise of the right of veto granted by the British North America Act. The British Columbia tax was made the subject of a test and the Minister of Justice was asked to report on its validity, his finding, recently made public, is that the statute is within the rights of the Province to pass it, and, as a result, the Government has declined to interfere.

Where is this thing going to end? Will other Provinces too fall victims to the taxing mania, and keep on increasing the amounts, as has already been done? It is quite conceivable that these might become so high as to be prohibitive, and an obvious interference with Federal rights.

Under the circumstances, it is only to be expected that, in Britain and the United States, uncomplimentary references are being made to Canadian statesmanship. In the States, there are many firms who, if they could work the territory without so many restrictions, would make a connection in Canada sufficient to justify their investing in a Canadian plant eventually. As it is, they are losing confidence in the ability of Canadian legislators, and we have been advised that one large firm are withdrawing their plans to invest nearly half a million dollars in Canada, owing to the bad impression that the recent enactments have made.

No objection is made by foreign manufacturers to a legitimate tariff; but the numerous petty restrictions being imposed upon them has naturally aroused great antagonism.

In view of the Dominion Cabinet's decision to make no move in the matter, and the avowed intention of the Quebec Treasurer to enact an even more comprehensive statute, it behooves the business men of Canada to demand purely Federal control of the nation's trade and commerce. This we believe to be the feeling of the vast majority of Canadian merchants, and to this opinion, if properly expressed and conveyed, the Government must needs bow.

IT HAS NEARLY EXPIRED.

Only a few days more and the new venture of The MacLean Publishing Company, **The Business Magazine,** will see the light. That means that the remarkable offer made to THE GROCER'S subscribers a week ago will only hold good for those few days. If you are a subscriber to THE CANADIAN GROCER you should not omit this opportunity to get the new publication for half the published price—that is for **one dollar** per annum. Send in your name at once to

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A CUSTOMS DUTY PROBLEM.

AN interesting feature has recently occurred in the administering of the customs law, and one which opens up a question of importance to the import merchant who buys goods for future delivery.

Some time, round about May of this year, a prominent broker placed an order in England for a quantity of goods, to wit, candied peel, at the then market price, for delivery in September and October. Since the order was given prices have materially advanced on these lines, and in keeping with the law which regulates the fixing of duty charges, and which specifies that it shall be "at the price ruling at time of exportation," the customs officer insisted upon payment of duty on the "present" market price, ignoring altogether the invoice which gives the actual price paid.

This obviously places the broker in an awkward position. He has placed most of these goods at prices which calculated the duty on the actual price paid, and is out in his profit to the extent of the difference.

It can be easily seen that if this rule is to be unduly forced an injustice is likely to occur at any time, as it is practically impossible to anticipate what fluctuations may occur at a distance of several months; and might very easily make just the difference between a profit margin and actual loss.

INEFFICIENT CRATING.

A GOOD deal of carelessness seems to be manifest in the manner in which many goods are packed for transit. The position of the shipper in a wholesale firm is by no means a sinecure. To fill that post successfully a man should be selected in every way efficient. Quite recently there has come to our knowledge several instances in which trouble and inconvenience have been caused which might easily have been avoided if the packer had exercised a very ordinary amount of care.

The most recent case is one in which a grocer in the Niagara Peninsula received some crates of preserving jars of which quite a quantity reached their destination broken and cracked. It is true that on application he received due allowance for the breakage but why such an occurrence should happen is beyond conception. These jars were packed in cardboard which was altogether too weak and small. Stiffer cardboard which would reach from end to end of the jar would have effectually prevented this loss. It is certainly a foolish policy which in order to save the few cents on card will make it possible to destroy a quarter of the contents, as it did in the case under review.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

Association Sections.

HAMIOTA section includes merchants in following towns: Kenton, Hamiota, Bradwardine, Westwood, Harding and Oak River. Wm. Chambers, Hamiota, secretary.

Gladstone section.—Gladstone, Plumas, Ogilvie, Keyes and Woodside. Mr. Collins of Galloway Bros., Gladstone, secretary.

Neepawa section.—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare, Neepawa, secretary.

Emerson section.—Emerson, Dominion City, Ridgeville, and West Lynne. Secretary, H. McCaul, Emerson.

Morden.—Secretary, Harry Meikle.

Winkler.—Secretary, Alex. Wilton.

Altona section.—Altona, Gretna, and Rosenfeld. Secretary, W. J. Cobletz, Altona.

Arnaud section.—Arnaud, Otterburne, St. Pierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Souris.—Secretary, W. G. McLaren.

Napinka section.—Napinka and Medora. Secretary, Mr. Kaiser of Coote & Kaiser.

Minnedosa section.—Minnedosa, Basswood and Rapid City. Secretary, Jas. Campbell, Minnedosa.

Shoal Lake section.—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Company.

Birtle section. — Birtle, Foxwarren, Rossburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

In addition to the list of association sections mentioned in a previous issue Secretary Coulson informs The Canadian Grocer of the organization of the following local organizations:

Cartwright section—Cartwright, Mather and Holmfield. R. F. Moore, Cartwright, secretary.

Killarney section.—Killarney and Ninga. Mr. McCulloch of Marquis & McCulloch, secretary.

Boissevain section.—Boissevain and Whitewater. J. D. Baine, Boissevain, secretary.

Deloraine section.—Deloraine and Medora. S. K. Colhoun, secretary.

Carnduff section.—Carrievale, Carnduff and Gainsboro. J. H. Elliott, Carnduff, secretary.

Melita section.—Melita, Elva and Pierson. W. Hamelin, of Hamelin Bros. & Co., Melita, secretary.

Alameda section.—Alameda, Oxbow, and Glenewen. R. C. Gibson, Alameda, secretary.

Estevan section.—Bienfaite and Estevan. Arthur Kelly, Estevan, secretary.

Virden section.—Virden, Lenore, Reston, Sinclair, Redvers, Antler, Hargrave, Routledge and Pipestone. E. J. Scales, Virden, secretary.

Secretary Coulson covered a big expanse of territory during the first week in October and the result is some further gratifying additions to the membership list and the organization of a thriving new section with Virden as its centre. During the week he visited the trade in the following towns: Marquette, Reaburn, Antler, Reston, Redvers, Pipestone, Deleau, Finlay, Alexander, Griswold, Oak Lake, Routledge, Hargrave and Virden. In some of these towns only the preliminary organization work has been done and it will be necessary to visit them again in the near future.

* * *

The net result of the week's work was the addition to the membership list of the following names:

Virden.—F. Palmer, J. R. Duke, H. D. Crowe, B. Meek, M. R. Schurman, McLellan & English, Clingan, Scales & Wilcox, F. Higgins.

Lenore.—Carscadden Bros., A. Fulcher.

Reston.—Paul Bros., J. Munro Co., Limited.

Sinclair.—Smith Bros., J. Williamson.

Redvers.—R. Ferguson, R. Curle, J. M. Lauders.

Antler.—McAllister & Hunter, W. Cavanagh.

Hargrave.—Geo. Halliday & Co., H. Cutfield.

Routledge.—H. Moody.

Pipestone.—McNicholl & Pitt, A. L. Bridgett.

* * *

On Friday night, October 6th, a very successful organization meeting was held in Virden at which a section bearing the name of that town was formed to include the towns of Virden, Pipestone, Routledge, Hargrave, Antler, Redvers, Sinclair, Reston and Lenore. All the Virden merchants attended with the exception of F. Higgins, who was unavoidably absent, and Secretary Coulson held proxies from most of the merchants in the towns not represented. As indicating the interest which is taken in the association work it is worthy of note that one dealer, S. S. Carscadden of Lenore, drove 27 miles to attend the meeting. General regret was expressed at the unavoidable absence of F. W. Clingan of Virden, a member of the central executive, who was unfortunately out of town. The firm of Clingan, Scales & Wilcox was represented, however, by E. J. Scales. Those present at the meeting were: S. S. Carscadden, Lenore; H. Cutfield and Geo. Halliday, Hargrave; B. Meek, E. J. Scales, M. R. Schurman, H. D. Crowe, F. Palmer, J. R. Duke, and Messrs. McLellan and English of the firm of that name, Virden; Secretary W. A. Coulson and F. R. Munro, of The Canadian Grocer, Winnipeg.

Secretary Coulson presided and in a brief speech he explained his object in calling the meeting and outlined the work which the association is doing in other towns and sections. It was his hope to be able to report the organization of a Virden section including Virden and certain neighboring towns which would be under the immediate direction of a local secretary to be appointed at the meeting. In this section certain prices on staples to be agreed upon at this meeting would be charged by all association members and he hoped that all would agree to adopt the association remedy respecting credits.

The credit question was then fully discussed and the merits and difficulties of the plan to close books November 1st and allow no credit until April 1st were given due consideration.

J. R. Duke favored the plan. "Any man whose credit is worth anything," said he, "can very easily manage to pay cash during the winter months. If he can't pay cash during those five months he isn't a fit man to give credit to at any time. If his credit is worth anything he can go to the bank for ready money just as easily as we can. We do enough for him when we give him credit during the Summer."

S. S. Carscadden, Lenore, said he was quite satisfied to adopt the association programme and refuse credit during the five months.

Mr. McLennan said he knew of many instances in which customers with ready money in the bank were buying goods on credit. They had always been accustomed to do so and apparently they thought the merchants did not need money. The trouble was that they bought as cheaply as cash customers.

One of the Virden merchants was very loath to accept the association credit plan as he was afraid of offending a number of old customers whose credit is good but who pay him only once a year. It was soon made evident that in that respect all the dealers were in similar circumstances, and finally the credit plan was adopted unanimously.

On motion of Messrs. McLennan and Crowe, E. J. Scales, of Clingan, Scales & Wilcox, was elected to act as secretary of the Virden section and the meeting then resolved itself into a committee of the whole to prepare a uniform price list on certain staples. The following price list was adopted to go into effect immediately: Sugar (granulated) $6 per cwt. cash, 15 lbs. for $1. Sugar (yellow) 16 lbs. for $1. Tobacco—T. & B. 3s, 30c; T. & B. 4s, 25c; T. & B. 5s, 10c; Brier, 10c; Prince of Wales, 10c; Lily, 10c; Currency and Pay Roll 3 for 25c; all other 10-cent packages and plugs are to be sold 10 cents straight. Force, 20c per package, 2 for 35c. Grape Nuts, 20c per package, 2 for 35c. Malta Vita, 2 packages for 25c. Orange Meat, 15c and 25c per package. Cheese, 17½c per lb. Corn and peas, 2 cans for 25c. Blackwood & Dyson pickles sour 90c, sweet $1 per pail or jar. Glass fruit jars $1, $1.25 and $1.50 per dozen. Salt, per barrel, $2.50; 50-lb. jute sack, 65c; 50-lb. duck sack, 75c.

Owing to the produce supply in Virden being barely sufficient for local consumption it was decided to pay 20c per lb. for butter in bricks and rolls of first quality and 15 cents for No. 2 butter. Butter tubs are to be charged for in every town. The price to be paid for eggs is 20 cents per dozen.

These prices will be changed and the members of the Virden section notified by the local secretary, E. J. Scales, as market conditions require from time to time.

A Good Business Proposition.

"SALADA" CEYLON TEA

HIGHEST AWARD
ST. LOUIS
1904

Pleases consumers beyond measure
Sells without effort
No deterioration
No dead stock
Think what this means to you!

ANNUAL SALE
14,000,000
PACKETS

"SALADA" Natural Green Teas are displacing Japans wherever they come into teapot competition.
Japans will disappear from Canada as China Congous did. Take our word for it. Then why load up with what will be dead stock? "SALADA" Toronto or Montreal.

REINDEER
Condensed COFFEE

COMBINES

Pure Coffee
Rich Milk
and Sugar

A cup of excellent Coffee is prepared by simply adding boiling water.

There is always a brisk demand for Condensed Coffee in the Fall; it is used extensively by sportsmen at this season.

Every one should have it all the year round.

SEE THAT YOUR STOCK IS REPLENISHED

TRURO CONDENSED MILK COMPANY, LIMITED, TRURO, N.S.

Are You Handling

Lily White Gloss Starch?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant, compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article.

Lily White Gloss Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, Limited
Brantford, Canada

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Oct. 12, 1905.

A HEALTHY tone still pervades business on the street, and buying is proceeding with more energy and spirit. The tea trade especially is marked with interest. Samples are getting better attention and are showing satisfactory results in liquoring properties. The report that the London market had recovered its slight weakness has had the effect of strengthening the Canadian market. Business in Mediterranean goods which was reported active at an early date is now followed by a natural anticipation of arrivals and consideration of their probable quality and condition.

Canned goods are continuing active and orders have been freely arriving. The belief strengthens that tomatoes will be a short pack this season, buying in consequence has probably been more animated and it is thought not at all improbable that an advance will follow at an early date.

The sugar market is still weak and uncertain, the recent decline apparently not having strengthened the situation very materially. Trade continues good in demand for immediate consumption. No disposition is at present manifested among dealers to stock up.

Syrups and molasses have been of little interest since our last issue. Molasses have shown a little activity, but not sufficient to cause much attention. Stocks are reported as low, with a tendency to strength in price. Foreign markets are reported as showing great strength with active demand. The new season's goods are expected to be on the market in a few weeks when great activity is looked for.

The local coffee trade has maintained a steady, progressive attitude with demand favoring milder grades and prices continuing firm.

The local tea trade has been increasing in activity with prices firming on previous basis, as samples coming to hand are showing much improved quality in the cup.

Foreign dried fruits have been occupying more attention and trade has been fairly brisk on new samples. Present prices are considered to be on a low basis and an increase is not at all improbable at an early date. Advices from primal markets, as will be seen by our detailed note, rather denote considerable strength; in some cases the prices have already advanced consequent upon the belief that the crops will scarcely be sufficient to meet the season's demand.

Rice and tapioca are continuing well in demand and prices rule very firm. There is little tapioca in stock and none is expected to arrive in the immediate future. In consequence of this a great demand is being made on the rice market with the result that the market is ruling firm with an upward tendency.

Spices continue active in a small way with no particular feature of interest to report.

Honey is coming in in fair volume, but demand has not yet assumed any great proportions.

Beans have occupied but little attention since our last issue, the inclination being to await arrivals of new crop, which is expected shortly.

Fresh fish maintains an active market, with oysters making great headway on account of the new arrivals showing excellent quality, prices being quoted at extremely good values.

New kippers and bloaters have arrived on the market and are added to our list.

Dried and cured fish are uninteresting with prices nominal.

The hide market continues in an active state of demand, absorbing all arrivals with prices maintained at previous high quotations. The condition is not considered a satisfactory one in as much as dealers are giving figures which will not allow sufficient profit to make the business a paying one. Any future advance is precluded by the fact that such an advance would probably lead to the introduction of imported stock, which is considered inadvisable.

The grain market is showing active business, but there is a good deal of difficulty in securing deliveries, owing apparently, to the railway facilities not being sufficient to equal the trade requirements. At the present moment there is no No. 1 hard offered on the market, but Nos. 1 and 2 Northern are freely offered with prices stiffening to advancing point. Oats are slow in arriving and are not showing the best of quality.

Flour is showing active demand both for export and home trade with prices falling to a more even basis.

Breakfast foods are occupying the usual amount of attention with orders coming in fairly well.

Canned Goods—Trade continues active in most lines, Orders have been coming in in good volume for future delivery on basis of new prices. The idea gains favor that tomatoes will be a short pack in consequence of which buying has been fairly free, and it is not at all unlikely that an advance will be reported at an early date. Previous quotations remain unchanged. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal	....	2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25

Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal. on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	1 40
3's	1 82½	1 80
Parsnips—		
2's	0 92½	0 90
3's	1 02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00

Chili sauce same as tomato sauce.

Catsups, tins, 2's	0 55	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 95
" ½-lb. flats		2 00
Mackerel	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.

1-lb. Talls, 5 cases and over, per doz		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½

Low Inlet.

½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		9.½
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—The local sugar trade has assumed a more normal condition, although it cannot be described as of any degree of strength. Buying, in consequence, still continues of the character of immediate requirements and no disposition is manifested to lay in stock. The recent decline in prices appears to have had little effect towards strengthening the markets.

Advices from London denote a tendency to strengthening prices and there was an actual advance of half a cent on beet sugar at recent sales. The New York market is reported as being quiet as regards sales, and calls for shipment on outstanding contracts are declining. These reports have undoubtedly had the effect of maintaining a weakening tendency in domestic markets. A fair measure of trade, however, continues in evidence, as stocks are reported to be very low and a fair measure of demand continues, notwithstanding that the preserving season is fast drawing to a close. We quote:

Paris lumps, in 50-lb. boxes	5 43
" in 100-lb. "	5 33
St. Lawrence granulated, barrels	4 78
Redpath's granulated	4 78
Acadia granulated	4 63
Berlin granulated	4 78
Phœnix	4 78
Bright coffee	4 63
Bright yellow	3 78
No. 3 yellow	4 53
No. 2 "	4 38
No. 1 "	4 28

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Local trade has been uninteresting in these lines. Syrups are quiet and only moving in small volume. Molasses are in demand to some extent, as confectionery lines, small stocks are generally reported, with prices firming, dealers are finding quotations somewhat in advance of buying on earlier markets. We quote:

Syrups—		
Dark	0 33	0 34
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb		0 02¾
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 35	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The coffee market has been steady since our last issue, with a tendency to slowness. Prices are well maintained. The better grades are occupying a little more attention on the Canadian market, with every anticipation of continued interest.

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The local market for tea is showing increased activity and orders coming to hand are showing more discrimination in quality. The samples now showing are all that could be desired for the Canadian market and the prices asked are considered by experts to be on about as low a basis as is likely to rule for some time.

At recent sales on the London market prices have recovered the slightly downward tendency which had previously manifested itself and it is thought that the market will now rule firmer. There appears to be a tendency all round to give better prices for high values. The great run on low priced teas which has been the feature for some time of the London market appears to have exhausted itself and recent experience goes to show that when choice quality can be offered, as has been the case this season, an appreciative market is ready to hand. Both Indians and Ceylons are alike revealing strong, healthy conditions at the present time.

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 28
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—There has been active trade in currants and raisins. The new prices coming in on what was considered a low basis served as an incentive to buying, the result being that active business has been in evidence. Reports from Smyrna denote an upward tendency, with quotations showing advance of one shilling per cwt. Advices from primal points speak of unfavorable weather over the walnut districts, and it is feared that the effect will be disastrous to the crops. Quotations have already materially strengthened in consequence. We quote:

Prunes—	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10

Candied Peels—				
Lemon	0 09	0 10	**Citron**	0 15½ 0 17
Orange	0 09½	0 10½		
Figs—				
Elemes, per lb				0 08 0 0 13
Apricots—				
Californian evaporated				0 13
Peaches—				
Californian evaporated				0 15
Pears—				
Californian evaporated, per lb				0 13
Currants—				
Fine Filiatras	0 05	up	**Vostizzas**	0 07 0 07½
Patras	0 06	0 06½		
Raisins—				
Sultana				0 05½ 0 10
California, loose muscatels—				
3-crown				0 05
4-crown				0 07 0 08
Dates—				
Hallowees	0 04½	0 05	**Fards new choicest**	0 09 0 10½
Sairs	0 04	0 04½	" new choice	0 09½
Domestic evaporated apples				0 07 0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

Foreign Nuts—We quote:

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½

Prosperity General

The outlook for Fall trade, how is it with you?
What are you doing to get your share?
Have you got your advertisement ready for

The Special Fall and Christmas Goods Number of

THE : CANADIAN : GROCER

to be issued Oct. 27th?

All copy should be in before Oct. 20.

This number will cover the trade, wholesale and retail, in all parts of Canada.

It will be the retail merchants' directory for Fall and Winter buying.

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THE CANADIAN GROCER,
MONTREAL TORONTO WINNIPEG

Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08
Peanuts, roasted, per lb	0 10	0 11
" green "	0 08	0 09

Rice and Tapioca—Local demand for rice is still well maintained, and continue firm in price with an inclination upwards. Tapioca is still pretty well depleted as regards stock, with little arrivals to hand.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	0 04	0 04½
" double goat		0 05½

Spices—A fair trade continues to be done, the bulk of business, however, has fallen off with the completion of the pickling season. Cloves are showing a tendency towards firmness. Pepper continues firm. Other prices continue on former basis. We quote:

Spices—	Per lb	
Peppers, blk	0 16	0 19
" white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 20
Mace	0 80	0 90

Honey—Arrivals continue to come in in fair volume, with quality good. Demand is somewhat slow, but is showing signs of improvement, although no great increase is looked for until colder weather sets in. Previous quotations remain unchanged. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 07	0 07½
" sections, No 1, per doz	1 50	1 90
" " No. 2, "		1 50
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	0 75	1 00

Beans—Trade is continuing fairly active, and previous quotations remain unchanged. Reports continue to denote prospects of a good harvest with opening prices still somewhat lower than present quotations. We quote:

Beans, handpicked, per bush		1 70
" prime, No. 1		1 60
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fresh Fish—Market continues active in all lines on hand. Oysters are arriving in first class condition and are taking the market well. Kippers have come to hand and are added to our list at $1.25. Bloaters have also arrived with quotations at $1.25.

Fresh halibut, per lb		0 13
" haddock "		0 07
" trout "		0 09
" cod steak, per lb		0 08
" lobsters, boiled, per lb		0 25
" B.C. salmon, per lb		0 17
Shrimps per gal		1 25
Whitefish, per lb		0 09
Herring, "	0 06	0 07
Pickerel "	0 07½	0 08
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies		0 08
Ciscoes		1 25
Kippers, 80 to box		1 25
Bloaters, 80 to box		1 25

Dried and Cured Fish—Trade is still without particular interest, and prices continue merely nominal. We quote:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06½

Grain—The market is showing fairly good activity as regards closing of contracts, but it is found extremely difficult to get grain forward to points of delivery with any degree of certainty. Railway companies appear already to be showing signs of being unable to cope with the amount of grain in transit. There is no No. 1 hard to be had on the market at the moment of going to press. Other grades have decidedly strengthened and are showing a firmer quotation of from one to two cents. Peas have weakened considerably and are now quoted three cents lower than last week. Rye also has fallen one cent. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 86	0 87
" " hard, No. 1, new		
" " " No. 2	0 84½	0 85
Red and white, per bushel, old		0 79½
" " " new	0 78	0 78½
Barley "	0 48	0 50
Oats, new, "	0 34½	0 35
Peas " new	0 73	0 74
Buckwheat " nominal	0 57	0 58
Rye, per bushel, " new	0 71	0 72

Flour—The flour market still continues very active with regard to export demand and export quotations are remaining on about even basis with last week. Domestic supply is now flourishing with new quotations now on hand. It will be noted that our prices are revised to the extent of 20c. all through, thus showing the opening markets for new flour to be lower than those ruling at recent date. We quote:

Manitoba wheat patents, per bbl. in bags	4 40	6 80
Strong bakers " "	4 20	4 60
Ontario wheat patents " "	3 70	3 95
Straight roller " "	3 55	3 80

Breakfast Food—Demand for these is active with prices showing no fluctuation at present. The tendency, however, for grain coming in from nearby points for manufacturing purposes is rather towards a weakening, but it is not expected to seriously affect the ruling prices of breakfast foods. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl		5 05
Rolled wheat in boxes, 100 lbs		2 90
" " 50 lbs		1 50
Rolled oats, standard, carlots, per bbl., in bags		4 25
" " " " " in wood		4 50
" " " " for broken lots		4 90
Rolled wheat, per 100-lb. bbl		2 75
Cornmeal		3 35
Split peas		5 00
Pot barley, in bags		4 00
" in wood		4 25

Hides, Tallow, Skins and Wool—The demand for hides continues good, easily absorbing all arrivals. Prices, however, are causing a good deal of dissatisfaction as it is almost impossible to do business on a profit basis. On present prices sufficient margin is not in evidence to cover expenses. U.S. prices with freight added are about same parity as Canadian quotations, making it impossible to advance. We quote:

Hides, inspected, No. 1 per lb		0 12
" " " 2 "		0 11
Country hides, flat, per lb	0 10½	0 11
Calf skins, No. 1, selected		0 14
" " No. 2		0 12
Lamb skins and pelts, best city slaughter		0 95
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22½
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

GET BUSY.

A man may sweat
And a man may fret
And a man may puff and blow,
But you can't get trade
If you sit in the shade
And wait for business to grow.

Quebec Markets.

GROCERIES.

Montreal, Oct. 12, 1905.

THE jobbing grocery trade report business satisfactory. Orders are coming in in better shape. Collections are also quoted satisfactory. There are no special features to note in the condition of the grocery market this week.

Teas are in a satisfactory position and a fair amount of trading is done in all grades, with a slightly better interest in China greens and Ceylon greens.

The sugar market is unchanged, and no further decline is looked for as foreign markets have shown an improvement.

The molasses and syrup trade is gradually improving, and with the colder weather will no doubt be up to the usual Fall average.

Canned goods are on the quiet side. Jobbers are not as yet in a position to make deliveries of late pack of fruits and are waiting for canners to make deliveries.

Spice and coffee markets continue unchanged, with a slightly improved tone in the latter. Mediterranean dried fruits are uninteresting, with the exception of a slightly easier tone in Valencia raisins.

The fish business is fairly satisfactory, though dealers are looking forward to the colder weather with pleasurable anticipation.

Butter, cheese and eggs, and provisions all maintain a generally firm tone.

Maple products and honey are quiet and little trading is done.

In flour and feed the situation is unchanged from last week's report.

Canned Goods—The canned goods trade is reported on the quiet side. Packers have not as yet made very free deliveries of fruits and vegetables, and jobbers are consequently unable to fill future orders. It is reported, and the opinion seems to be generally prevalent, that tomatoes will not be delivered to full percentage. Some wonder is expressed at this in the trade, owing to the fact that weather conditions have been favorable to a large crop. If a 75 per cent. delivery is made to the jobbing trade, the conditions will not be entirely unacceptable. In connection with the canned goods situation a jobber called The Grocer's attention to the disparity in the price of peaches and pears of the American canning companies and the Canadian manufacturers. Peaches and pears are quoted from $1.25 to $1.50 per dozen less by United States packers than Canadian. It would seem, and the jobber appears to be correct in his opinion, that if the price of Canadian peaches and pears were less the consumption would increase very materially. It is no doubt a fact that "within reach of all" prices of United States packers has helped the consumption of these goods very materially, and lower prices on the part of Canadian packers would not only lead to the benefit of the consumer, but also result in larger business for the packers. As regards salmon, it has been reported that a second run of sockeye salmon is being put up as a cheaper line. Some canners however, prefer not to sell these goods except on sample. The trade would be well advised when purchasing salmon to assure themselves of receiving first run pack of fish, and no doubt these later and cheap-

er pack will enter into competition with earlier caught fish. We quote :

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	0 82½
Gallon, per doz	5 00	....
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02½	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pumpkins—		
3-lb. tins	....	0 72½
Squash—		
3-lb.	....	1 00
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 77½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
2's, black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75

Specifications of Groups.

Group No. 1 comprises following brands : Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises : Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905 :

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—The sugar market shows no change from last week's report. The situation is one of quiet trading. Jobbers report country orders as being steady, but not of large amounts. The feeling still prevails that prices might recede further but those more fully conversant with the situation are of the opinion that there will not be any further decline. We quote :

Granulated, bbls.	$3 60	
" ½-bbls	4 75	
" bags	4 55	
Paris lump, boxes and bbls.	5 20	
" " ½-boxes and ½-bbls.	5 30	
Extra ground, bbls.	5 05	
" " 50-lb. boxes	5 25	
" " 25-lb. boxes	5 35	
Powdered, bbls	4 85	
" 50-lb. boxes	5 05	
Phoenix	4 65	
Bright coffee	4 55	
" yellow	4 55	
No. 3 yellow	4 50	
No. 2 "	4 35	
No. 1 " bbls.	4 10	
No. 1 " bags	4 30	
Raw Trinidad	3 65	3 68
Trinidad crystals	4 30	4 55

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Oct. 12, 12.30 p.m.

BUTTER—Steady. No change. Some tendency to easier prices. Eastern Townships fancy, 23½c.; choicest, 22½ to 23c., and good to fine, 22c. to 22½c.

CHEESE—Dull market. Quebecs and Townships little easier, former, 11½c. to 11⅝c.; latter, 11⅜c. to 11½c.; colored held at 11⅝c.

EGGS—Firm market. Stock scarce with active demand. Local consumption heavy and steady. Receipts falling off Export light and few being stored.

PROVISIONS — Good supplies of live hogs and prices weaker. No change from last quotations. Ham and bacon, demand light.

Coffee—The coffee situation is one of firmness, particularly in the milder grades. The better class of Rios and Santos are also stronger, and the general impression in the trade is that coffees will hold up. The local trade is reported to be in good condition, roasters and grinders being satisfied with the business that is turning in.

Messrs. Watt, Scott & Goodacre report, under date of 9th inst.:

Since our circular of 4th inst. New York market has been quiet and narrow. The several positions might be summarized as follows : Exchange options have lost five points; spot coffees are unchanged; and C. & F. offers show gains of ⅛ to ¼c. per lb.

The important feature of the week is the continued very hot weather in Brazil, to which Messrs. Holworthy, Ellis & Co., of Santos, make following reference : "We estimate the present Santos crop at 6,250,000 bags. The growing crop is likely to be damaged by the drought prevailing."

The most pronounced bears now accept 10,000,000 maximum Rio and Santos crops. Statistics from the New York Journal of Commerce, of Oct. 6th, show a decrease of 400,000 bags in receipts from opening of the coffee year, viz., July 1 to date, as compared with 1904. It is estimated that 44 per cent. of the Brazil crop has already been exported.

Statistics posted in the New York Coffee Exchange record a shrinkage as compared with even date last year of 1,641,889 bags.

Well described coffees are offering sparingly.

Tea—The tea market maintains firm position. Business is reported good. This is no doubt due to the strong advance shown in early grades of teas, particularly China greens, Ceylon blacks and Japans. The undertone of the market for all kinds of tea is strong, and buyers are finding that they will have to pay higher prices. The report of an advance of 20 per cent. shortage in China greens last week is confirmed, and this shortage has also affected the price of blacks, which are held firm. Business in Japans is reported fair. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Foriegn Dried Fruits—There is practically little or no change since our last report, with the exception that Valencia raisins have shown some little weakness. On the other hand, walnuts are somewhat stronger. Other lines remain about as last week. Business among the jobbing trade is reported fair for all lines of new raisins, and Mediterranean fruit. We quote :

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb	....	0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
"Excelsior Window Clusters,"	....	4 50
" " " ⅛s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	....	0 08
Prunes—		Per lb.
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon prunes (Italian style), 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04
Currants—		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz boxes	0 06½	0 07

Rice and Tapioca—There is no change to report in the rice and tapioca market this week. There was only a fair am-

ount of business doing, and no features of interest to note. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—Spice market continues steady with an increasing demand for all grades. Peppers are reported a shade steadier in New York. Cloves active. Nutmegs are thought to have touched bottom and would seem to be good buying for grinders. Local trade quiet and about usual amount of business doing.

We quote :

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—Is dull and little inquiry. The colder weather is likely to improve business, until then dealers look for no change in prices. We quote :

White clover, extracted tins	0 06½	0 07
" kegs	0 07½	0 07½
" comb, new	0 12	0 13
Buckwheat	0 05½	0 06

Maple Products— Business quiet and no prospects of any improvement. High grade maple products are firm. This is due to the fact that the trade and public are demanding pure goods, and the production of this quality is being encouraged and will no doubt develop as soon as the farmer realizes that it pays him to produce only the best, and refrain from mixing with cane sugar. We quote :

Maple syrup, in wood, per lb	0 06	0 07
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08	0 08½

Beans— Maintain the firmness shown during the past few weeks. There are no changes to report in quotations. Supplies are on the short side and stocks are light. We quote :

Choice prime beans	1 50	1 65
Lower grades	1 40	1 50

Evaporated Apples—The evaporated apple situation is strong. Latest reports from evaporators say further advances are likely to take place owing to scarcity of apples. The trade locally is dull and what sales are being made are of a speculative character. Jobbers say 7½c is about what they are being sold at.

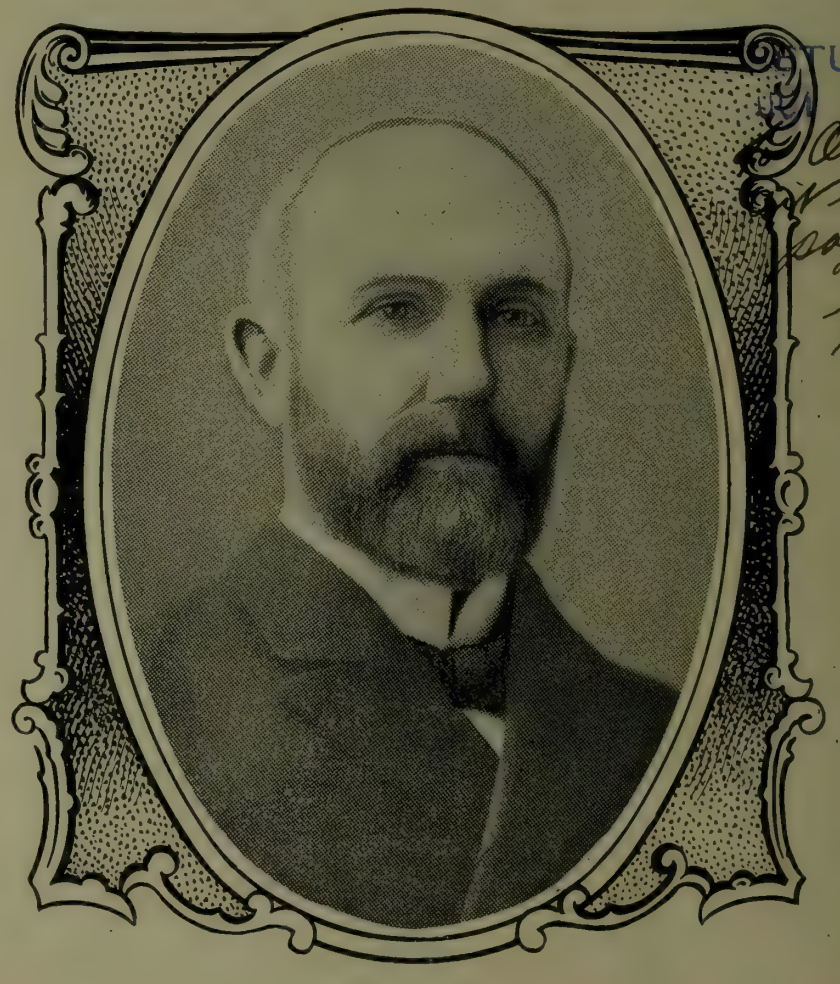
Fish—As the season advances with cooler weather the demand is increasing on all kinds of fish. Finnan haddies are now selling freely and merchants out of town generally are beginning to handle them. There has only been a fair demand for bulk oysters on account of the warm weather, dealers being afraid to order. The demand will increase as the weather hardens. Shell oysters have been scarce and prices are high, and there is no difficulty in disposing of quantities as they arrive, as shell oysters are more popular the early part of the season than bulk are. New salt herrings are now in the market. Cod fish of all kinds are scarce and prices much higher than last year at this time. The expected advance on skinless cod has materialized and they are now held firm at $6.

We quote :

Fresh B.C. salmon	0 14
Gaspe Salmon, per lb., frozen	0 15
Fresh dore or pickerel	0 08
Lake trout	0 08
Fresh haddock, per lb	0 04
Fresh pike	0 07
Fresh halibut	0 14
Fresh steak cod	0 07
Choice standard bulk oysters, per gal	1 40
Haddies, finnan	0 07½
Smoked herring, per box, new	0 10
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	6 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish " " "	0 05½
Market cod, fresh	0 04
Dry cod, 100 lbs	5 50
Labrador salmon, half bbl	7 50
" " (200 lbs.) bbls	13 50
" " (300 lbs.)	18 50
Lake trout, salt, 100 lbs	4 75
New B.C. salmon, bbls	12 50
" " half bbls	7 00
Kippered herring, per box	1 00
New salt herring, per bbl	5 50
" half bbl	2 75

Flour—The flour market shows no change, and business is on the quiet side. Millers are firming up in their views on account of the higher wheat market and do not feel disposed to make concessions. Buyers are fairly well supplied for immediate wants and do not evince much anxiety to stock. We quote :

Winter wheat patents	4 90	5 00
Straight rollers	4 60	4 70
Extra	4 30	4 40
Straight rollers, bags, 90 per cent	2 20	2 30
Royal Household		5 00
Glenora		4 70
Manitoba spring wheat patents		5 00
" strong bakers		4 70
" bakers		4 10



Mr. J. W. Flavelle.

THE RISE OF J. W. FLAVELLE.

MR. J. W. FLAVELLE, the chairman of the commission appointed by the Ontario Government to investigate the affairs of the Toronto University, has had a remarkable business career and one which has had some peculiar turns and twists in it.

He comes from a well-known Eastern Ontario family, being a native of Peterboro, and has two brothers at Lindsay, Ont., managing flour mills, dry goods stores and provision warehouses.

Like all the Flavelles, Mr. Joseph is a hard worker and knows how to get the most out of the men in his employ. He also has ideals. It was because of the difficulties he got into in championing one of his ideals that he took up his residence in Toronto some twenty years ago. In fact Toronto was a sort of city of refuge to him, for he entered it to escape the wrath of sundry offended citizens of Peterboro.

Mr. Flavelle is among other things a strong temperance man, and when the Scott Act campaign was started in Peterboro, where he was carrying on a small business as dealer in provisions, he buckled on his armor and sprang into the fray with all the vigor he possessed. He must have delivered some pretty hard blows, for after the fight was over the "antis" proposed to ruin Mr. Flavelle through his business. In other words they boycotted him, and they succeeded so well that he was glad to hand his business over to another man and take refuge in Toronto.

The "city of refuge" proved to be a commercial paradise to him. He was safe from the assaults of his enemies, and he waxed and grew fat financially,

while in the Methodist Church he became a recognized pillar, strong and influential. In Toronto he first launched out into business for himself. Then he became a partner in the wholesale provision firm of Gunn, Flavelle & Co. He was the "Flavelle," of course. He remained in that firm until about fifteen years ago, when he retired to become managing director of the William Davies Co., the largest pork-packing firm in Canada, at a magnificent salary and with big prospects. The William Davies Co. was big before he took it in hand, but it is very much bigger to-day, and is still growing, while Mr. Flavelle instead of being a man with a few thousand dollars is a millionaire and yet is only a little past middle life. When he left the Gunn firm he left behind him a horse which he had brought in when he entered the firm, and it is still doing duty on one of the delivery wagons.

Mr. Flavelle is also possessed of an ideal in regard to newspapers. Accordingly when the Toronto News was getting into the mud he purchased it with a view to establishing a metropolitan newspaper designed on his models. He still owns the News.

Politics have so far had no attraction for him, although the sirens in the political and municipal camps have tried to lure him away from business to public life. Some day he may possibly be persuaded; in fact, seeing he has accepted a seat on the commission, there is every chance that he may some day aspire to a seat in Parliament or at least a place in the municipal council of his city. And if he aspires he is likely to realize.

IN MEMORIAM.

IT is with profound regret that the large circle of acquaintances and friends of Mr. St. Clair Balfour, the head of the well-known wholesale grocery firm of Balfour & Co., Hamilton, will hear of his sudden decease. Mr. Balfour had played an active and prominent part in the development of the grocery business of Hamilton.

He was active in the organization of the "Canada Grocers, Limited," the combine of which Balfour & Co. formed part, and for which he afterward journeyed to England as buyer. Mr. Balfour was an Orkney Island man, and was born on July 4, 1850. He came to Canada in 1870, and after coming to Hamilton entered the service of A. Murray & Co., dry goods merchants. Shortly after that he transferred to Brown, Gillespie & Co., wholesale grocers. This firm became known as Brown, Routh & Co., and on the death of Mr. Routh, Mr. Balfour was taken into partnership with Adam Brown. In 1890 Mr. Brown retired from the firm, and it then took its present name, Balfour & Co. At the time when Mr. Balfour was junior partner Hamilton was the great wholesale

Mr. St. Clair Balfour.

centre for Ontario, west of Toronto, and he had much to do with laying the foundations of the present extensive and successful business.

As a man he was not given to making himself prominent in public functions, but did much good in a quiet way. He was a good business man, and he was ever ready to extend a helping hand to those who were in need. Particularly thoughtful and generous was he to his employes, and no one will feel greater regret at his sudden death at a comparatively early age than those who were associated with Mr. Balfour in a business way. As a member of the Thistle Club, he enjoyed the respect of a very wide circle of friends among the most influential citizens.

Of late years Mr. Balfour has not taken quite as active a part in the management of the business of Balfour & Co., although his interests to the last were keen on everything concerning the welfare of the company.

Up to a quite recent date he appears to have been in his usual good health, and as late as Wednesday of last week was at the office. However, he was taken with an attack of hemorrhage, under which he gradually sank, passing away at his home in Duke street on Tuesday, the 10th inst.

A STARCH MERGER.

WITHIN the last ten days negotiations have been in progress for the consolidation of the Edwardsburg, Brantford and Imperial Starch Companies, and it is understood that subject to the confirmation of the shareholders of the latter a basis of agreement has been reached.

The scheme is not altogether a new one but the matter has been precipitated at the present juncture by the financial condition of the Imperial Starch Company, which is located at Prescott. This company has not been a money-maker and for some time has been carried by a chartered bank and a large trust company.

Recently an underwriting syndicate of well known Montreal business men was formed with a view to taking over the Prescott concern and consolidating the starch interests of Canada by incorporating it with the Edwardsburg and Brantford companies. Through a well known Montreal broker propositions were made to the firms interested with the result stated.

The directors of the Imperial Company met this week and have called the shareholders together for Saturday, the 21st inst., when a decision will be reached. In the meantime the works of the Imperial Company at Prescott have been closed.

THE BAY OF QUINTE

You've heard of the wonderful fruits and vegetables that are grown in that district, haven't you? We are right on the spot and have the finest crops coming into our factory that are grown in Canada.

CORN
SWEET WRINKLE PEAS
SIFTED JUNE PEAS

There is nothing daintier or more wholesome in these lines than our **Queen Brand.** It has the flavor that only Bay of Quinte vegetables possess.

TOMATO CATSUP

A really delicious catsup, absolutely pure. Packed in 12-oz. bottles, each case containing 1 doz. Every bottle neatly labelled and wrapped in tissue. This the genuine popular **Queen Brand.**

Insist on getting the QUEEN BRAND. Your customers will come back for it.

BELLEVILLE CANNING CO., - Belleville, Ont.

N. S. Markets.

Halifax, Oct. 10, 1905.

THE grocery markets are still active with prices steady. In most all lines the sales are good, and the trade appears well satisfied with business.

Rice is a little stronger, having advanced half a cent per pound.

Sugar—The retailers have lowered sugar to 5 1-2c., a drop of half a cent. The general idea prevails, however, that with the present state of the sugar market, that commodity is costing the consumer too much.

Canned Goods—There is little doing in retail trade for canned goods. One dealer is endeavoring to boom trade in this line by offering four tins of beans, peas, or corn for a quarter. It is thought to be last year's pack which he obtained at a low price and is now trying to work off.

The market is well supplied with produce. Good Nova Scotia potatoes are quoted at $1.50 per barrel. The first shipment of P.E.I. produce arrived during the week. It consisted mainly of potatoes, which sold ex vessel, at 40c. per bushel.

Oysters—Notwithstanding the reported scarcity of oysters on P.E.I., heavy shipments are being made, the boats running to the mainland carying hundreds of barrels each trip. The largest single shipment was on Saturday last when the boat from Summerside for Point du Chene, landed 400 barrels at the latter place. These oysters were all for the Upper Canadian market, where the demand is, as usual, good. The best hand picked oysters are quoted here at $7.00 per barrel.

Apples—Good Nova Scotia apples are very scarce on the market just at the present time, Gravensteins in particular. There is lots of good fruit in the Annapolis Valley, but the growers are not marketing it The reason for this is not quite clear. The price is high and the demand good, and the dealers cannot understand what the fruit men are holding back their stock for. There is quite a lot of poor fruit offered for sale just now, such as the early varieties, which keep but a short time, drop Gravensteins and "cracks" of the same variety. This fruit is retailing at $1.50 to $1.75 per barrel. Extra choice No. 1 Gravensteins are fetching from $3.50 to $4.00 per barrel.

According to the latest reports from the Valley the apple crop promises to turn out much better than anticipated early in the season. The quality of the fruit on the average is good. Many buyers for foreign markets have been through the Valley recently making purchases and it is thought that this competition between the buyers has had a tendency to keep the prices very firm. From a reliable authority it is learned that the Valley fruit growers will not cater to the English market this year, the same as they did in the past. Their experience in this respect has not been very profitable in some instances, and for this season the bulk of the fruit will no doubt be marketed in Canada. It is thought that good sales of fruit can be made in Montreal, Toronto, and other Upper Canadian cities. The risk to the grower in selling his fruit in these places will not be so great as sending it across the water. Even if the growers have to accept a little lower price for their fruit, they will have the advantage of getting their returns more quickly, and this is an important factor to those requiring ready cash.

The fruit growers are beginning to realize that they have to comply with the Fruit Marks Act and most of the fruit now coming in is properly marked. The inspectors throughout the Provinces this year are showing a little more activity than heretofore, and already half a dozen growers have been fined for falsely marking their apples, classing No. 2's and No. 1's mixed as No. 1 fruit.

Butter, Eggs and Cheese.

The market has undergone little change as regards the price of butter, eggs, and cheese. The two former continue in good demand at last quotations. It is expected that the recipts of butter will improve from now on and the cheese factories which have been diverting a large amount of milk will be closing after the September make of cheese, there being a comparatively small amount of October made. When the making of cheese ceases, there should be a decline in the price of butter. Large cheese and twins are quoted here at 12c., and flats at 12 1-2c.

E. D. Marceau, Montreal.

DOMINION COMMERCIAL TRAVELERS' ASSOCIATION.

THE Grocer presents in this issue the portrait of Mr. E. D. Marceau, Montreal, who is a candidate for the first vice-presidency of the Dominion Commercial Travelers' Association, the election for which takes place in December. Mr. Marceau is a native of the Province of Quebec, having been born at St. Michel de Bellechasse. In 1886 he came to Montreal to enter the wholesale grocery house of L. Chaput, Fils & Cie., having acquired a thorough knowledge of the wholesale grocery business (devoting special attention to teas, coffees and spices) with the important house of Reid, Murdoch Co., Chicago. He remained with L. Chaput, Fils & Cie. thirteen years, four years of which he was an active partner. Six years ago he opened up a wholesale tea, coffee and spice house on St. Paul street, Montreal.

Mr. Marceau has been a member of the Dominion Travelers' Association for nineteen years and a director for two years, 1902-1904, and has always taken an active interest in the work and aims of this great commercial institution. His election to the first vice-presidency is one that will reflect greatly to the honor of that body and his numerous fellow members will no doubt see that he is elected. Outside of the fact of Mr. Marceau being in every respect an up-to-date experienced business man, he is full of energy and of good judgment, and his election will be a credit to the association in general, and to the grocery, tea and spice trades in particular. The Grocer wishes him success.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, report the following new arrivals : New Malaga raisins, new peels, new shelled almonds, new sultana raisins, and are quoting special figures on all these lines.

A shipment of Malaga table raisins arrived this week for H. P. Eckardt & Co.

The Eby, Blain Co., Limited, are offering a snap in Spanish seeded Muscatel raisins in 1-lb. cartons, both for immediate and Nov. 15th shipments.

A snap in a fine 10c bottle of olives is being offered by the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, are offering a snap in "Nord Star" Norwegian smoked sardines. They pay a handsome profit, selling at 2 for a quarter.

Messrs. Sutcliffe & Bingham, Limited, "Khovah" Works, Manchester, England, have just placed on the Canadian market a line of "fruit and ginger wine" in decanters. This line is very good value and no doubt will sell well.

New season's figs have arrived for White & Co., Limited, Toronto.

The demand for Norwegian smoked sardines is increasing rapidly. Messrs. L. Chaput, Fils & Cie., Montreal, have secured the famous brand of Claus Andersens. The quality is very fine. These sardines are packed in pure olive oil, the fish are small and tender. All tins with key opener. Every up-to-date grocer should have it in stock. The price is considered low for the quality.

New table figs, California prunes, evaporated apricots and peaches, and new table raisins are in store this week, with Messrs. L. Chaput, Fils & Cie., wholesale grocers, Montreal.

A large consignment of "Victor" brand Japan tea arrived this week for H. P. Eckardt & Co.

Buyers of canned fruits should get prices from H. P. Eckardt & Co., who are selling at interesting prices.

"Rowley's" Spanish onions, which are exceptionally fine quality, may be had from H. P. Eckardt & Co.

BRITISH COLUMBIA NEWS.

By Our Own Correspondent.

Vancouver, B.C., Oct. 5, '05.

THE Transportation Commission, the Railway Commission, and the Tariff Commission, have each had their sessions in Vancouver, and gone again. The discussion before the Tariff Commission, perhaps, created the greatest interest in the discussion over the lumber duty. Other matters discussed were a memorial from the salmon canners, asking for a preferential tariff arrangement with Australia; an appeal from the wholesale drug trade for an interpretation of a clause in the customs' regulations respecting the "dumping" clauses; applications from various interests for reduction of duty on wire rope, steel plates, and other steel products.

Mr. H. Bell-Irving presented the salmon canners' memorial, and he pointed out that a benefit had resulted from the preferential treaty with New Zealand. Hon. Mr. Fielding remarked that it would not be the fault of the Commission if preferential trade with Australia were not secured.

Mr. Marstrand, of the Vancouver Breweries, Limited, asked that a duty of 32c. per gallon be placed on American beer, which was sold in such quantities as to injure the business of brewing in Canada. The witness informed the Commission that about 75,000 barrels of beer of home production are annually consumed in British Columbia, while 5,000 barrels of imported beer are drunk.

* * *

The visit of Mr. J. J. Hill, president of the Great Northern Railroad, to Vancouver a few days ago, was the occasion of some very remarkable announcements by the veteran railway builder. Chief in importance is that he intends to push the building of the V.V. & E. Ry. direct from the Kootenay to the coast, and that he will make Vancouver the terminus of all his railway lines in this Province. Building on the eastern end of the V.V. & E. is still being pushed, as it has been all Summer, into the Similkameen, and Mr. Hill stated that he intended having construction go on from the coast end also, the work to begin this Winter. The surveys from the coast have been made for some time.

* * *

Dawson-bound freight will have ceased to move in another ten days at farthest, according to latest advices from the north. Snow was flying at Dawson and ice in northern tributaries of the Yukon is forming, though the river is still open for navigation. Not in several years has the freight for the north been so well cleaned up. There will not be a ton of any sort of merchandise left over when the last boat leaves White Horse.

Recent papers from Dawson describe an egg famine then on in the Klondike capital, owing to the Winter supplies not having got in yet, though the stocks will not be large in any event, as the supplies from the markets of the east have not been up to the usual mark. A recent attempt of Dawson merchants to establish and maintain a schedule of prices in all leading lines of supplies has fallen through because all the dealers did not keep faith. The big houses made a strong effort to prevent price-cutting, but it was unsuccessful.

* * *

Some comment has been aroused again in connection with the Provincial Government's tax on commercial travelers, through the report from Ottawa that the Minister of Justice had given his opinion averse to interfering with the Provincial legislation.

* * *

Messrs. J. E. Hall and C. E. Hall, Manitoba grain men, have arrived in Vancouver to locate an elevator here for the handling of grain from the Northwest. They announce their intention to have their building up and ready for operation in time to handle part of this year's crop. It is expected that they will be far enough ahead by the middle of December to begin operations. Mr. J. E. Hall, in conversation, said that he expected they would find a considerable market for wheat in the Orient, though the ultimate intention was to build a flour mill here and grind wheat and ship the flour to Japan and China. In the coast and Yukon grain trade he felt that there was a growing and profitable business. The company intends receiving grain in bulk and shipping it in sacks. The new elevator is to have a capacity of 150,000 bushels.

* * *

The British steamer Volga is in port with a cargo of raw sugar from Java, for the B. C. Sugar Refinery. She carried 6,000 tons, which were loaded at Surabaya, Java. Leaving here, the Volga will load lumber at Portland for export.

* * *

Steamer Machaon, of the Blue Funnel Line, had to leave behind over 100,000 cases of canned salmon when she sailed for Liverpool on Oct. 1, because she was loaded down to her Plimsoll mark with 14,000 tons of cargo. The Jason, the next vessel of this line, will have even larger freight capacity, and is due in some time this week. The shipment of canned salmon almost exclusively by these steamers to the Old Country markets is making some heavy cargoes from B. C. ports at present.

* * *

The butter market is now somewhat more settled, after the recent flurry in price of local stock. The attempt of putting up the price, which was so completely frustrated by heavy importations from Northwest creameries, has not altogether ended, for there is a trade which demands the local fresh butter at any price, and the season is getting late for large quantities of butter to be made Reports from the ranches are that cows are so far milking really better than they did in hot weather, and so long as that keeps up, the butter supply will be from local sources. Creamery is now worth 25c., and dairy from 16 to 18c. in boxes, and 18 to 20c. in bricks. Eggs, strictly fresh, are scarce, and now bring 35 to 40c., while eastern stock is selling at 26 and 27c.

PURCHASE OF A CAN FACTORY.

The Acme Can Works, Montreal, have bought out the British American Can Co., Sarnia, Ont., and removed the plant to Montreal. This purchase completes one of the best equipped can factories in America and will enable the Acme Can Works to fill their orders with increased despatch. The business of the Acme Can Works during the past few years has expanded to such an extent that a new building will shortly be erected, 85x100 feet with three stories, and enable them to store at least 8,000,000 cans. The daily output of the plant will be 165,000 cans. In addition to the manufacture of cans the Acme Can Works are installing a plant for the manufacture of wire and solder, which lines they have been obliged to import heretofore. When completed it is considered the plant will be the most modern on the continent and fully able to attend to the requirements of the trade in the busiest of seasons.

CALIFORNIA LEMONS.

The lemon crop is making a very good showing. The season will be in movement in real earnest in a few weeks.

The acreages have been cultivated to their fullest extent, the high prices ruling this year having had a very stimulating effect on the lemon growers. It is expected that plenty of fruit will be ready for the market shortly.

N. B. Markets.

St. John, N.B., Oct 10, 1905.

BUSINESS continues good. The quantity of stuff moving is large, but there is not that snap of a year ago. Stocks of sugar and flour continue very light.

The canned goods situation continues a matter of great interest. This is such an important line that to have the agreement on prices broken just now, when deliveries are being made, makes it difficult for the trade to know just where they are. It means considerable loss to some and some loss to all. And there is sure to be unpleasantness and dissatisfaction.

The first Valencia raisins for this season were received last week and quality was particularly good.

New California evaporated peaches, apricots and prunes are daily expected.

The holding back of the prices on California raisins till so late was a great disadvantage to the trade particularly, because it made it so very late to increase foreign orders.

In general lines there is little change.

Twin cheese, which are altogether used here, are quoted well above western large. The quantity offering is small.

Hops are held firm.

Rice is rather higher. The quantity is rather below standard.

Oil—Dealers in burning oil are very busy. Fall orders are now being shipped out. The buyers feel good as already their stock shows a profit as the late advance is firmly held. In lubricating oils the sale is rather smaller than usual at this season. Paint oils show fair business, linseeds keeping low and turpentine high. Cod oil is very scarce and full prices are obtained by the fishermen for all they bring in. Prices would be even better if they would be more careful in regard to quality.

Salt—There are fair stocks of Liverpool coarse salt held and a large cargo shortly due. It will soon be time for the winter port steamers so there will be no shortage. Sales have been very large. Prices are held firm. In fine the season of best demand is over.

Canned Goods—On corn, peas, and tomatoes, there are no prices. It is a

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

question of what you can get. People are not, however, particularly anxious to lose money, so while in special localities there is extreme competition, in general, matters are rather quiet, except that dealers who have sales made are busy trying to explain matters to their customers, who they try to hold without losing their prospective profit. It is hard, however, as it is natural the retailers should want to take full advantage of the situation. In other lines values are unchanged.

Green Fruit—Apples hold at full prices. Receipts are not large. There will be quite a quantity of western apples used and they are high. The Nova Scotia crop is rather a failure this year. Except in soft fruit, few apples are grown in New Brunswick. Oranges and lemons are still high and sell slowly. Grapes are more freely offered and prices tend lower. The Ontario peaches received are good and bring good prices. It is late for any large business in bananas. Some few Malaga grapes offered.

Dried Fruit—The new Valencias which are offered are of good quality and lower in price than is usual for first arrivals. The market is quite easy. Quite a few Malaga loose muscatels have been bought at reasonable prices. California raisins are not being as largely bought owing to price. New prunes, apricots and peaches are due. Those who bought are fortunate, as all prices have advanced. Figs, peels, and dates will show little change. Evaporated apples are high and firm. Some new fruit has been received. There is quite a stock of onions just at present. Market is a little easier.

Sugar—Prices are unchanged. Stocks are still very light. Buyers have not confidence in the market. There is fair business.

Molasses—In Porto Rico a large stock is held chiefly by one importer. Reasonable prices are quoted. In Barbadoes, stock is not large.

Fish—This is the season of sale, particularly for pickled herring. Prices are held firm at quite full figures. Stock offered is good, but there is little or no fancy stock. In dry fish prices are still high. Codfish is rather a luxury. The shipments of finnan haddies west is now becoming large with the cooler weather here. Full prices are being obtained. In smoked herring prices continue low.

Flour, Feed and Meal—In flour sales have been quite large. The trade have found it hard to fill orders. They have been backward buying and the mills very slow in forwarding stock. The market is still unsettled. Oatmeal has not followed oats, but is held firm by the millers. Again the trade have not confidence in the market. Cornmeal is unchanged. Beans are lower, particularly yellow eyes.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 12th, 1905.)

Groceries.

INCREASED activity marks the wholesale grocery market. Harvesting operations in September hindered trade in some lines, although they stimulated the demand for canned goods and provisions. Several million bushels of wheat have already been marketed and the effect is already seen in a slight, but welcome, relief to the stringency of the money market. Collections are already beginning to improve.

A decline in sugar to a basis of $5.25 in barrels Winnipeg, indicates a downward trend to the market and buying is still restricted to the supplying of immediate requirements.

New California raisins will be on the market about Nov. 1st and the indications all point to prices much higher than those obtaining last year. If these prices are maintained it is evident that the cheaper Valencias will have the call.

New rolled oats are now selling at 5c. less than the prices indicated in last issue.

Beans are selling much cheaper as the new season stock will be on the market in a very short time.

Tapioca is easier in primary markets, but there has been no change in local quotations. However, it is pretty certain that prices have reached their highest and that the next change will be a decline.

Sugar—The decline last week to $5.25 for Montreal granulated in barrels marks the downward trend of the sugar market. The retail trade are buying in small quantities, apparently having no faith in the stability of the market. We quote:

Montreal granulated, in bbls	5 25
" " in sacks	5 20
" yellow, in bbls	4 75
" " in sacks	4 70
Wallaceburg, in bbls	5 15
" " in sacks	5 10
Icing sugar in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 45
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 10
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb cases	5 95
Raw sugar	4 25 4 50

Canned Goods—There is a good movement of canned goods since the new season prices were announced, but there are no new features in the market. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, e.s., group 1. per 2-doz. case	2 13
" " " 2 and 3, per 2-doz. case	2 08
" Lombard, e.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, e.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River s Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20

Something New in Fancy Mustard Packages

We are offering to the trade a novel and rapid selling line of **Fancy Mustard Packages**—a line that every grocer will sell rapidly. Ask our **Mr. Fielding,** Ontario Representative, and **Mr. Bernard,** Quebec Traveller, to show them to you.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 521

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

The Hall-mark of Quality

Lion Brand Pickles have long been known as the best keeping, appetizing, tasty bulk pickle on the market.

It has always paid merchants to handle these goods, and those who have had them once always insist on them again.

There are a good many reasons why our pickles should be the best: right soil, expert cultivation of the vegetables, most completely equipped plant in the country, cleanliness carried to the extreme, men who thoroughly know their business, whole pure spices, and a malt pickling vinegar that has no equal anywhere. Now, remember that our goods cost no more than others.

THE OZO CO., LIMITED
MONTREAL.

RETURNED
to Montreal
Cut Book No. 102
Page No. 23

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

Gold Standard Tea
The rich fresh fragrance of Gold Standard Tea is making friends for us daily in the Great West. Remember we ship in any quantity and it is
"Guaranteed the Best"
GOLD STANDARD TEAS
MAPLE LEAF
CEYLON

Packed and guaranteed by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 701 WINNIPEG.

Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz.		1 25
Boneless chicken, 1lb. tins, per doz.		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
(Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunchtongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per ¼-doz. case		10 25
" " 1-lb. talls, " "		14 50

Salad Dressing—We quote:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz.	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli-- As noted last week these goods are now selling in ten lb. boxes at 6s. per lb. The French in 1 lb. packets at 8on arthe n French in 1 lb. packets is quoted at 8 1-4c. a slight reduction.

Spices—There is an active demand at present, but the market is without new features. We quote:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb.		0 20
Cloves, in 5 lb. boxes, per lb.		0 18
Cassia, " " "	0 15	0 18
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. " "	0 10	0 18
Mixed spice, in 5 lb. boxes, per lb.		0 20
Mace, in 5 lb. boxes, per lb.		0 70

Whole Spices—

Black pepper, per lb.		0 18
White " "		0 25
Cinnamon (ordinary), per lb.		0
" (extra choice), per lb.		0 24
Nutmegs, per lb		0 25
Cloves (according to quality)	0 14½	0 25
Ginger, per lb.		0 10
Allspice, per lb.	0 8½	0 10
Mace, per lb.		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets, per doz.		0 75

Rice, Tapioca and Sago—Tapioca is easier in primary market, but there has not been sufficient change as yet to cause any decline in the local market. It seems certain, however, that the next change will be a decline. We quote:

Rangoon rice, per lb.	0 03¾	0 03¾
Patna " "		0 04½
Tapioca, per cwt.		5 00
Sago, per lb.		0 03½

Pot and Pearl Barley—Prices continue as previously quoted:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Syrups and Molasses — Prices are steady and the market is without new features. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45

FISH

Smoked Herring a Specialty.

In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers

Granted the highest awards in competition with other makes.

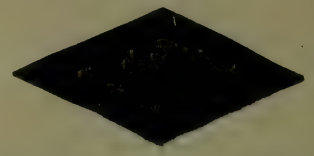
WINGHAM
Established 1871

Fresh and Frozen
Lake and Sea Fish
Oysters
and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. QUEST FISH CO.,
WINNIPEG, MAN.

THAT WORD
DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bets, each	2 25

Coffee—Green Rios are still firm. We quote:

Whole green Rio, per lb	0 11
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—There is a normal demand for cocoa. There are no new features in the market. We quote:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homœopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homœopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼, per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—About Nov. 1 the new season California raisins will be on the market and all indications point to very high opening prices. In fact if these prices are maintained it seems likely that the demand will be diverted to the new Valencias, the opening prices of which are easy. The new California prices will be noted below. The first new Valencias will be on the market by the time this appears in print. The opening price on this first shipment of Trenor's F.O.S. is $1.85 per box, but the next shipments will be considerably cheaper. New season nectarines are now on the market and quotations will be found below. We quote:

Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 2 crown, per lb	0 09	
" " " 3 "	0 09½	
" " " 4 "	0 10	
" " choice seeded in ¼-lb. packages per package	0 09½	
" " fancy seeded in ¼-lb. packages per package	0 09½	
" " choice seeded in 1-lb packages per package	0 11½	
" " fancy seeded, 1-lb. packages, per package	0 12	

Why Clark's Sliced Smoked Beef Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

It Stands Unequalled! The Best Goods at the Best Price

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10 00

SITUATION VACANT.

WANTED at once, retail grocery salesman; permanent position to right man; state age, experience, salary expected and other particulars. W. Dowling & Co., Brandon, Manitoba. [41]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [43]

POSITION required by young man (40), manager, book-keeper or position of trust in general, grocery or hardware store; references exchanged. Box 276, THE CANADIAN GROCER, Toronto. [41]

SIDE LINES WANTED.

MANUFACTURERS, Jobbers, Brokers. My specialty is specialty work. If you have anything new to place on the market, or anything old to force back on the market, or any new territory to open up in Western Canada, please communicate with me. I want to secure one or more good lines of standard goods on a time and territory contract. Have sold the grocery trade in Oregon, Washington and Idaho for 3 years. Will shortly locate in Alberta. As references as to salesmanship and reliability. Box 272, CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [41]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Prunes, 90-100 per lb		0 05½
" 80-90 "		0 05¾
" 70-80 "		0 06
" 60-70 "		0 06½
" 50-60 "		0 07
" 40-50 "		0 07½
" choice silver, per lb		0 10½
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 05¾
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11½
Peaches, choice, per lb		0 13
" standard "		0 12½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 11
Nectarines, choice		0 12
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—We quote:

Lake Superior trout "	0 09
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 12½
Halibut "	0 11
White fish (L. Winnipeg), per lb	0 06
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnan Haddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Evaporated Apples—Old stock is held at 8c. per lb. It is too early yet to say what price of new stock will be, but prices will undoubtedly be higher.

Beans—Old stock is selling much cheaper now as the new will be on the market very soon. Prevailing price now is about $1.75. The new will sell at about the same price.

Woodenware—Prices are unchanged. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 85
" " " No. 1,		9 50
" " " No. 2.		8 40
" " fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Oatmeal is selling 5c. lower than prices quoted last week. We now quote:

Rolled Oats, 80-lb. sacks, per cwt	1 85
40-lb. " "	1 90
20-lb. " "	1 95
8-lb. " "	2 25
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Eggs—Local produce houses are paying 21c. per dozen for eggs.

OVERDUE ACCOUNTS COLLECTED

That is our business. We have had 25 years' practical experience and have built up the best collecting organization in Canada.

No accounts are too large or too small.

We employ bonded correspondents and make prompt payments.

Drop a card for our terms

RICHARD TEW & CO.,

23 Scott Street, Toronto.

Commissioner in H. C. J. in Ontario.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

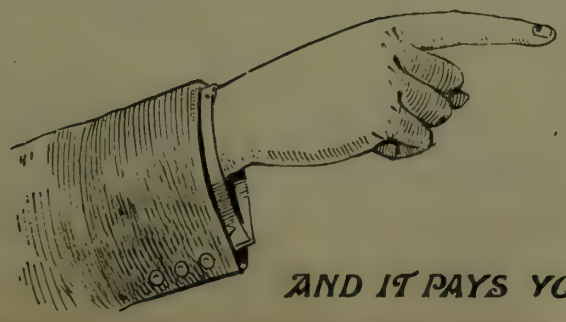
COFFEES

The Coffee question is worth consideration from the standpoint of economy. Selling inferior Coffee is extravagant. It costs many a dissatisfied customer. Permanent customers are won by selling Coffees of worth that have stood the test of four decades of popularity—Chase & Sanborn's High-Grade Coffees.

CHASE & SANBORN

The Importers, Montreal

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.



Samples and prices from
H. GILBERT NOBBS,
496 SPADINA AVE., TORONTO

AND IT PAYS YOU WELL.

BOOKS FOR BUSINESS MEN

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Short-Cuts, Correspondence Helps, Card Systems, etc.

$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

The Buyer, The Manager, The Superintendent, The Book-keeper, The Secretary, The Sales Agent and all those interested in knowing "what it costs" should secure a copy. Send for circular

Price, $3.00 Post Paid

Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

Some Subjects Treated

Accounts Receivable	Accounts Payable
Adjustments	Assets
Averaging Accounts	Bad Debts
Balance Sheet	Bond Accounts
Bank Accounting	Capital
Capital Stock	Card Ledgers
Cash Books	Cash Discounts
Checking Systems	Cost Accounts
Cross Entry	Distribution of Accounts
Depreciation	Double Entry
Expense	Installments
Interest	Journals
Ledgers	Merchandise Accounts

Etc., Etc.

If you are a book-keeper you cannot do without it.

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FRESH AND CURED FISH

SALMON PROTECTION.

IN the counties bordering on the Straits of Northumberland, Nova Scotia, are annually taken about one hundred thousand pounds of these fish. Estimating their value at fifteen cents per pound, the annual value of the fisheries to the fishermen in these counties is $15,000.

A female salmon weighing fifteen pounds is estimated to have fifteen thousand spawn. If one of every hundred reach maturity, there would be 150 fish, say, of ten pounds each, equal to 1,500 pounds, worth at fifteen cents per pound $225.

Facts like these show the importance of preserving the salmon when in the river for spawning purposes during October and November.

Any person killing a female salmon at this time is destroying a fish worth $100 to the country, and particularly to the fishermen of these counties. A one hundred dollar meal is an extravagance which should not be tolerated, and salmon poachers should meet with no sympathy. Information should be given to the proper officers that proper proceedings may be instituted to protect so valuable an industry.

MOTOR FISHING BOAT.

Up to the present time the rule has been, "no breeze, no fish," but the advent of the motor boat bids fair to do away with this, and at the same time fill a long existing necessity. Among the Bay of Fundy fishermen a good deal of amusement was caused lately by one of their number setting out one morning with his boat propelled by a gasoline engine.

One day, however, it happened that there was no wind; then the skipper of the newfangled machine had the laugh on them, for he was able to continue fishing whilst they were resting.

CUTTING SALMON PRICES.

Cable advices from London announce that in order to get rid of their pack of about 75,000 cases of the Fall run of sockeyes the Puget Sound salmon canners have upset the British market. The Americans are quoting one-pound talls of the second run of sockeyes at 20s., whereas the regular price on the whole season's run has been 25s. The result of the American quotations has been to cause no end of confusion among the British buyers, who ordered at the regular figure. These brokers are now anxiously wiring to British Columbia to learn the cause of the sudden drop in price.

N. B. FISHING GOOD.

The catch of hake at Grand Manan the first part of last week was fair, but the latter part of the week the fishing was extra good. One weir at Grand Harbor caught four thousand cod fish in one tide, and as many large pollock in another tide. All the weirs are doing well in the herring fishery, particularly those at Seal Cove, Grand Harbor and Long Island, where the catch has been as high as five hundred hogshead of small herring at one time. Some net herring were taken the latter part of the week at Three Islands. Grand Harbor reported very good fishing.

JAPAN FISHERIES.

Japan is the leading fishing nation in the world, although the value of her sea products is surpassed by that of two other countries. The United States (outside of Alaska) and Great Britain each produce about £9,000,000 worth annually, and Japan produces about £6,000,000 worth. Japan leads in the proportion of the total population engaged in the fishing industry, in the actual number of people living by the industry, in the relative importance of fish products in the country's domestic economy, and in the support given by the Government to the industry.

A SARDINE FACTORY.

St. John, N.B., now has a sardine factory. For several years past the fishermen here have been catching sardine herring in the Fall, in the harbor, and selling them to Eastport and Quebec packers. This year four brothers named Nice, who have had experience in Eastport organized themselves into the Atlantic Packing Co., Limited, and put up a small factory on the western side of the harbor near the breakwater. They have installed a 12 horse-power engine, and are putting up the "Regina" brand of sardines, getting the fish close beside the door of their factory. The little fish are caught in seines, and are treated and packed after the most approved methods, for the Canadian market. Thus an industry is added, and the fishermen have a home market for their catch.

PROGRESSIVE BRACEBRIDGE.

Kirk Bros., Bracebridge, Ont., in keeping with the progressive character of their town, have given a new instance of the energetic spirit which animates them.

They have just completed very extensive alterations to their store and the resulting structure is at once capacious, modern and handsome. The front of the store presents a striking appearance, being completely glazed; the windows are hung on weights to enable them more easily to be raised for the display of goods; the floor is of hardwood and the ceiling metallic. The two arc lamps and numerous incandescent lights give brilliant illumination.

A two-story annex has been erected in the rear of the store to facilitate the convenient handling of the large stock of groceries, flour, feed and hay.

KING OSCAR SARDINES

THE NEW PACK

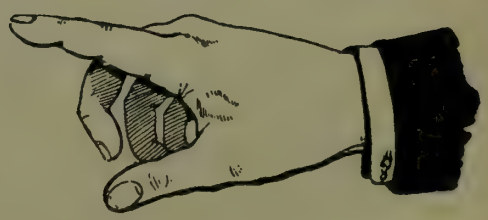
is now arriving with the wholesale trade.
Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

Everywhere that HALIFAX and ACADIA Prepared Codfish have been sold, consumers demand them again and again



AGENTS:

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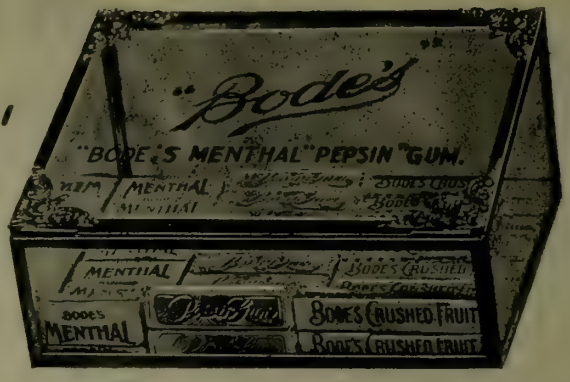
Pag 73



The above is a cut of a handsome little Chewing Gum Display Case that the

BODE GUM CO.

are giving ***absolutely free*** to all their trade who purchase 10 boxes or more of Bode's Brands of Gum, as follows:

Bode's ***Menthal*** "Pepsin" Gum	40	5c-pkgs. to the box, at	$1.25	box.
" Crushed Fruit Gum, 3 flavors Blood Orange, Red Banana, Ripe Pineapple	36	5c.- " " "	1.00	"
" Pepsin Gum	23	5c.- " " "	.75	"
" Chulets, packed in 3-lb. boxes			1.40	"
" " " 5-lb. boxes			2.25	"
" " "	60	5c.-pkgs. to the box	2.10	"
" Fleur de lis, packed	20	5c.-pkgs. "	.60	"

All the above brands are strictly high-grade, and the show case is an ornament to any first-class counter.

Order through your jobber or direct from

BODE'S GUM CO.

28-30 ST. GEORGE STREET

MONTREAL

The October Number of

The BUSINESS MAGAZINE

Our New Home Magazine of the Busy Man and His Family.

Naturally, the first number of THE BUSINESS MAGAZINE will be eagerly read, if only out of curiosity. Still, we believe its table of contents will be so acceptable and readable that the saying "Once a reader always a reader" will be applicable to everyone who peruses it.

Here are a few of the good things presented in the first number of THE BUSINESS MAGAZINE :

The American Woman in Business
An account of how some bright women earn money in out-of-the-way trades.

Radium and the Sun
The marvellous constitution of the great solar luminary described.

Pigs is Pigs
A very funny story that will appeal to those having dealings with express companies.

George Westinghouse, Genius
The extraordinary life-story of a great financier and inventor.

Fortunes in Advertising
The way some people have made money through advertising.

The European Parcels-Post
Describing the system in vogue on the continent.

Shopping in Paris
A bright and humorous account of the way it is done.

A Night in a Travelling Post-Office
The thrilling account of a night-journey in a mail car.

Christie's
A story of the greatest salesroom in the world.

Besides these articles there are many more of equal interest.

Be Sure to Read this First Number of a Remarkable New Publication.

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TORONTO

Please put me down as a subscriber to the Business Magazine, for which I agree to pay $2.00 per annum.

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Molasses

We now have another choice lot of

ABSOLUTELY PURE
WEST INDIA

Molasses

Refined in our Refinery

from pure

WEST INDIA CANE SUGAR

Wallaceburg Sugar Co., Limited

Wallaceburg

Ont.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

Canadian Apples

We are in a position to offer the ***Trade*** car loads, assorted varieties, at reasonable prices.

Write for quotations.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

A
Full Assortment
of
Foreign and Domestic Fruits and Nuts
Price list issued weekly

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my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

SHIRRIFF'S FLAVORING ESSENCES

are to-day giving entire satisfaction to the best dealers throughout Canada.

Do you handle them?

Manufactured by

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

APPLE EXPORT SATISFACTORY.

MR. McNEILL, chief of the fruit division, Ottawa, has received word that the shipments of apples to England during the past two weeks have been the heaviest of the season. The Fruit Marks Act and the educative work of the fruit division are beginning to have their effect on the shipments. The inspectors at the shipping port state that the XXX, or No. 1 grade, were never more uniform or of better quality than this year, and are a distinct improvement over previous years. Violations of the Act are few and far between, and fraudulent packing is more often the result of ignorance than criminal intent.

The improvements in quality and uniformity of packing are also having their effect on the demand in the Old Country market. Buyers over there are taking very kindly to Canadian apples, frequently in preference to the home-grown fruit, because they feel able to assure their customers that they will get what they ask for. On the other hand the English apples, while of good quality, are seldom offered twice of the same grade. This creates difficulties of trade that all buyers endeavor sedulously to avoid.

Another step in improvement is demanded, however. It is that the very choicest apples be packed in boxes in order to cater to a trade where price is not so great consideration as the securing of the very highest quality.

CALIFORNIA RAISIN MERGER.

THE California raisin growers have devised a plan for safeguarding their interests, and in order to adequately cope with the business.

The plan includes four corporations and intercontracts. There will be a contract between the California Raisin Growers' Co., party of the first part, and the packing house company of the growers, party of the second part; the following packing firms: Pacific Coast, Griffin-Skelley, the Phoenix, Castle Bros., Fresno Home, J. K. Armsby Co., Guggenheim Co., Madison & Bonner and the A. L. Hobbs Packing Co., party of the third part, and the Mercantile Co., party of the fourth part. The last named company is merely to distribute profits and expenses among the packers proportionately.

The joint growers and packers' packing company will be known as the Central California Packing Co., with a capital stock to be agreed upon, and to be controlled by eleven directors, five from the packers and five from the growers, with one neutral director. The stock will be equally divided with provision for neutral shares.

The present packing houses are to be purchased by the company at their appraised valuation by insurance adjusters upon a fire basis. The growers will purchase their interest with the half cent provided in the contract.

The new joint packing company is to do all the packing, seeding and selling for three years. The packing is to be done at actual cost. In previous years certain definite sums were fixed as actual cost, but as a matter of fact large profits were made, as the actual cost was under the arbitrary figures. The growers will also have their share of the returns from the by-products. The matter of seeds alone runs up into the thousands of dollars.

The profit for the packing company is fixed definitely at $20 on seeded and layer raisins, and $10 a ton on loose goods. This may be deceptive at first thought, as in reality it amounts to the growers to but half these figures, as the growers being equal partners in the business will share half the profits.

FRUIT FROM THE WEST.

Following up the successful shipping of fruit last year from the Niagara district to Winnipeg, more extensive shipments are being made this year. The Ontario Fruit Growers' Association, the Ontario Department of Agriculture and the Dominion fruit division are co-operating. Shipments have been made so far from St. Catharines, the fruit being supplied by the St. Catharines Cold Storage Co.

ONTARIO MARKETS.

TORONTO.

Green Fruits.

THERE is still great activity in the fruit markets, although there has been a decline in arrivals of domestic fruit sufficient, however, has come in to meet the demand with a moderate drawing on accumulations from previous arrivals.

Trade is expected to show considerable settling down during the coming week owing to the holding off of arrivals of fresh fruit, no imported fruit having yet made its appearance. Domestic plums have now left the market, but we have to report the arrival of Idaho plums which are quoted at $1.25 per carrier.

We quote:

Oranges, late Valencias, per box	5 00	6 00
Oranges, Jamaica, per barrel	5 00	5 25

Lemons, Verdilli	5 00	5 50
Bananas, large bunches, crated	1 40	1 50
Bananas, 8's, per bunch, crated	0 50	0 75
Bananas, 7-hand bunches, off track	0 30	0 40
Peaches, domestic, per basket	0 30	0 75
Plums, Idaho, 4-basket carrier		1 25
Tokay grapes	2 00	2 50
Cantaloupes, Rockafords, per crate		4 00
" Canadian, baskets, 25 crates		0 60
Apples, new, per basket		0 30
" barrels	2 00	3 00

Vegetables.

The vegetable market has shown distinct decline since our last issue and it is reported that the appearance of frost has affected the arrivals of several lines.

Green corn is practically off the market.

Sweet potatoes have dropped 25c.

Onions have dropped 5c., whilst we have to report the addition to our list of artichokes at $1, and salsify at 30c. per dozen bundles.

Vegetables.

Jersey sweet potatoes	2 70	3 25
New potatoes per bush	0 50	0 60
Onions, per bushel		0 75
Spanish onions, per small crate		1 00
" large cases		2 50
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes, domestic, per basket	0 15	0 25
Beets, per bushel		0 50
Carrots, per bushel		0 40
Outdoor lettuce, per doz. bunches		0 20
Wax beans, per basket		0 30
Water Cress, per doz.		0 25
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 25	0 30
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 30
Leeks, " bunch		0 25

QUEBEC MARKETS.

Green Fruit.

Montreal, Oct. 12, 1905.

Market generally is on the quiet side, which is attributed principally to the warm weather prevailing. This unseasonable warm weather is restricting the sale for the varieties of fruits offering.

Canadian grapes have been coming in quite freely. Owing to the lighter shipments at the end of last week, prices show a slight advance; larger shipments, however, early part of this week have brought prices down again. Blue grapes sold Monday at 15c. to 16c.; Niagaras, 18c. to 20c., and Rogers, 20c. to 22c. A car of California Tokays sold on Friday of last week at an average of $2.25 per crate. This was a very fancy car of fruit, and prices are considered very fair and much better than same grapes realized on the American market, notwithstanding the very heavy duty of 50c. paid here.

Canadian pears are in very light receipt, and any good eating varieties are now bringing high prices.

Peaches and plums are about finished.

Spanish onions in large cases are selling at $2.25 to $2.50, and crates 80c. to 90c.

Finest Almeria grapes	4 25	5 75
Plums, crate		1 65
Peaches, box		1 25
Dates, per lb		0 04½
Bananas	1 50	1 75
Cocoanuts, per bag of 100		3 25
Pineapples	4 00	4 50
Jamaica grape fruit, per box		5 50
Apples	2 25	3 50
Sweet potatoes, per bbl		2 50
Lemons, per box	4 75	5 00
Jamaica oranges, per bbl		4 00
Grapes, 10-lb. basket	0 18	0 25

Vegetables.

Vegetables of all kinds are meeting with fair sale. The demand is good and

Opening of the Almeria Grape Season

Over 2,000 barrels of the Finest Spanish Almerias, **sweet, crispy,** pink-tinted and long-keeping, for winter selling. Amongst which will be 1,000 barrels from

The Famous Villalobos Vineyard

regarded by the knowing ones as the best brand of grapes imported.

Forward us your orders early for winter requirements, so that selections may be made from earliest arrivals.

WHITE & CO., Limited.

Branch at Hamilton
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APPLES FOR EXPORT

GLOVER, HILL & CO., Liverpool, Glasgow and Cardiff.

THE NORTH OF ENGLAND FRUIT BROKERS, LIMITED., Manchester, England.

These old reliable firms give the best results—consign to them—correspond with us.

W. B. STRINGER & CO., Agents 61 Front East, TORONTO.

We can give you the best

OYSTERS

at the closest prices. If you have never bought from us, now is a good time to test. Send for a quotation.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Good 360 Lemons

$5.00 per box. Special price in lots.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

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Peaches **Grapes**

Crawford Peaches

Your Business Demands It

In the winter time especially there is a great run on sealed fruits. That is an excellent time for you to have a goodly range of the ***E.D.S. Brand*** of Jams, Jellies, etc., so an excellent time now to place your order. Even the high-priced imported fruits are not superior to the ***E.D.S. Brand,*** and then, my goods are "Made-in-Canada," entirely. I'll look for your order now or in the near future. Your business demands it.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

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TORONTO—P. L. Mason & Co.
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VANCOUVER, B.C.—C.E.Jarvis & Co.
VICTORIA, B.C.—H. Donkin
MONTREAL—A. Durocher
WINNIPEG—Joseph Carman

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited

COLLIER BROS., NAPANEE, ONT

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
308 Board of Trade Building, - TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1866

supplies are coming in in fair quantities. There are no changes of any account to note.

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches	....	0 50
Canadian radishes, per doz. bunches	....	0 20
Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Green house water cress, per doz	....	0 55
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Cranberries, per bbl	....	10 00
New potatoes, bag	....	0 50
Cucumbers, doz	....	0 15
Home grown cabbage, per doz	....	0 40
Tomatoes, box	....	10 20
Spanish Onions, cases	....	2 00
Red onions, brl	1 75	2 00
Turnips, bag	....	0 75
Sweet potatoes	2 25	2 50

MANITOBA.

Green Fruits.

Winnipeg, Oct. 10, 1905.

Business is active. The California lemon market is declining, but local prices are maintained until stocks are disposed of. We quote:

Montana crabapples, per case	....	2 00
Ontario fall apples, per bbl.	....	4 50
Concord grapes (Ontario), per basket	....	0 30
California Tokay grapes, per case	....	3 00
Peaches (freestone), per case	....	1 25
Washington plums, (blue), per case	....	1 25
Washington pears, per case	....	2 50
California pears, per case	....	2 50
Ontario pears, No. 1, per basket	....	0 90
" " No. 2, "	....	0 65

Oranges and Lemons.

Late Valencia oranges, 126's	....	5 25
" " " 150's	....	6 00
" " " 176's to 2 0's	....	8 50
Fancy California lemons, 300's and 360's per case	....	10 00
Verdilli lemons, 300's and 360's, per case	....	8 50

Vegetables.

We quote:

Spanish onions, per case	....	1 25
Sweet potatoes, per bbl	....	5 50
Tomatoes, per basket	....	0 50
Cape Cod cranberries, per bbl	....	10 00
Parsley	....	0 40
Mint	....	0 45
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	0 40
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Cucumbers "	....	0 60
Green onions	....	0 40
Egyptian onions, per lb	....	0 03½
New California cabbage, per lb	....	0 02
Australian onions, per lb	....	0 05
Bermuda onions, per case	....	2 60
New Potatoes, per lb.	....	0 02

BRITISH COLUMBIA.

Vancouver, Oct. 2, 1905.

CONCORD grapes are in the market here now, selling wholesale at 80c. per 8-lb. basket. There are some local grapes, while the Okanagan produces a limited quantity, which, however, do not reach coast markets. California grapes are always freely imported to this market. Just now they sell to the trade at $1.50 to $2 per box of 20 lbs.

Okanagan apples have been an enormous crop, and the quality is up to the reputation of the section of the country, but very little of the fruit is likely to sell on the coast this season, as such large quantities have be contracted for in the Northwest. What stock from the Okanagan is now offering brings $1.75 to $2 per box. Local apples vary, as usual, very greatly, the bulk selling at $1 per box, and much of it for less. There is a large crop.

Late pears, of which large quantities of very good quality are produced in orchards of the coast district, have hardly begun to come into the market.

Are you Ready

WITH

JAMES' DOME BLACK LEAD

for the increased demand when Stoves, Grates, etc., come in use?

W. G. A. LAMBE & CO., Canadian Agents.

GUAVA JELLIES
INDIAN CHUTNEYS

Genuine East Indian Goods

Shelled Almonds

Best selected stocks and prices right

WRITE FOR PRICES

W. P. DOWNEY, 26 St. Peter St. MONTREAL

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200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

HIS FIRST LOVER'S

returning, coming back to the old reliable brand of Maple Syrup

The oldest brand in the British Empire. Received more medals than all others combined. Captured every one offered in Canada this year. We do not reprove you harshly. You have been sold a compound for the genuine maple. The authorities now insist that it must be marked **compound** or **mixed**. Your customers do not take readily to this mark, therefore you are turning your faces towards **SMALL'S** selected. Further, if your jobbers insist on you taking the "just as good" you may secure **SMALL'S direct** from the factory in five case lots, freight paid and less jobber's discount.

Canada Maple Exchange
Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our stron est argument for

PURITY and EXCEPTIONAL VALUE

WHY

Sell Inferior Confections?

Your Custome s expect the Best. and Purest.

THAT MEAN'S STEWART'S

THE

STEWART COMPANY LIMITED

TORONTO

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BISCUITS AND CONFECTIONERY

ENTHUSIASM.

JUST as the miner assays his claim before he sinks his shaft, so should you probe each business possibility before you begin to work it.

Quit scraping over the surface of your business chances—quit remaining content with the pay dirt on the outer edges of your commercial prospects.

There is a nugget in every opportunity—if you only delve deep enough to get it. And don't merely dig without aim or method.

Many a grocer to-day is resting content with the mere ordinary routine of serving customers with what they ask for. Such men will never make much mark in the world. The man to succeed is the man alive to his opportunities.

How is the confectionery trade? It should be going ahead like hot cakes at this season. The grocer should be looking forward to the coming jovial season, and filling his customers with his own enthusiasm.

A few simple lines ought to be well in evidence to show to the customers what to expect against the coming season. Many are the old things in "new names" which are bound to be an ever increasing attraction. Arrange a prominent show place for the display of your goods—speak to the customers and let them know that you have booked well ahead—talk to him and get him fired with the prospects of numerous fresh arrivals. Enthusiasm is a contagious disease, and if a customer catches on he usually has it badly, then the storekeeper scores "one," and a good "one" too.

STOCK UP CAREFULLY.

IN the handling of confectionery it is of the greatest importance to be absolutely sure of the quality of the various lines you offer your customers.

The tendency of the grocer is just to handle these goods without much regard to either distinctive feature or quality. No grocer can possibly expect to make his confectionery department the real success it should be unless he discriminates as to the goods he sells.

The way to etablish reputation, and a reputation which will last and continue to attract trade, is to handle only superior goods. Better far, be content with a very moderate profit and have the fullest confidence of your customers, than to serve them with what appears at the time to be an attractive article and afterwards for your customers to be seriously disappointed therein. To carry out this does not of necessity mean that you are purchasing the most expensive goods on the market. The grocer who will give the necessary attention to the markets of the many confections which are offered for sale, will discover that many of these lines are placed on the market by irreproachable wholesale firms who make a strong feature of giving the best possible quality, and rely almost exclusively for their profit on the cuteness of buying their raw material.

A well displayed show counter of fancy confectionery, which has been purchased by the grocer with the most absolute care and scrutiny, cannot fail to attract to his store a continual and increasing stream of trade. The younger members of the community, who are the great buyers of sweetmeats and confections, are, without question, keen to know a good thing when they see it and if they are once pleased will place that implicit confidence, peculiar to children, in the person who has treated them well.

J. E. Adams, baker and confectioner, Winnipeg, Man., has sold his business to M. H. King.

BISCUITS COME BISCUITS GO

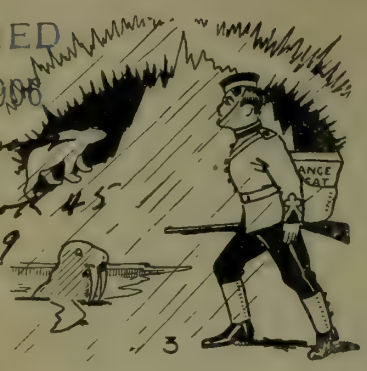
are always favorites. They are in daily demand. They give substantial satisfaction. No grocer ever had a better product to work on.

You Put in a Few Cases

display them nicely and every customer will want a box. It's marvellous how **Perfection Cream Sodas** please. But you know you can't keep a good thing down.

INCREASE YOUR SUPPLY.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.



TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
As o'er the world you roam,
Away from friends and kindred,
From country and from home,
Under the burning tropic sun,
Or midst the Arctic sleet,
You are happy if you only have
A dish of ORANGE MEAT.

(To be Continued.)

"There's no place like home!" and what is associated with home. No matter where he is, **Orange Meat** reminds "Tommy" of home, because it is a **home product**, and because, like his people, it has been good to him. Grocers wending their way without **Orange Meat** are **without** all that appertains to business, home, the stimulus to activity, the appreciation for a product whose course of success could be written across the words **HONESTY, MEASURE, PRICE. Orange Meat** has reanimated more stagnant grocery businesses than almost any other single commodity, because it is not ordered in a stray way, but a **regular** way — trade which **never** relaxes. Give **Orange Meat** a fair trial and it will yield more than fair returns. Do it now.

THE

Frontenac Cereal Co.

LIMITED

KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

SEE TO YOUR FLOUR SALES.

THE progressive storekeeper must be ever on the alert to keep his "turnover" up; he cannot afford to sit still; "movement" is the order of the day. Remember that you mostly get what you go after, if you go after it in the right way. Go after it to get it. This rule applies to the dealer seeking trade for flour, and in these days you must seek the trade if you want it. The trade rarely seeks the flour, unless the latter is being sacrificed.

Be careful in the first place that the flour you handle possesses real merit, not only "just as good" flour as any other of the same grade, but a little better; then go after the trade and keep going after it. There may be delays and disappointments to the beginner just taking it on, but if he stays industrially with it he will win out. Remember, flour trade pays well, properly handled.

TAKE CARE OF YOUR STOCK.

THE storage of flour is of great importance to the dealer, and requires that care should be taken to see that the room used for storage purposes is well ventilated.

Flour needs plenty of pure fresh air, although this fact is often overlooked by flour dealers.

The building should be well up from the ground, and there should be roomy air passages through the foundation walls. This will insure a dry floor on which to stack the flour; it cannot be too dry or sweet either.

Millers, as well as merchants, are lax in the matter of flour storage, although the latter are generally the more careless. Many store warerooms are unfit places for flour, being in such condition that the flour soon becomes contaminated to such an extent as to make it unfit for use, or at least enough to cause complaint, the extent of the damage depending upon the length of time the flour remains in store. Some merchants do not know this, and are excusable on the score of ignorance, but others are simply careless.

The miller delivers a fresh lot of flour to one of these careless dealers, who has on hand in his hot, close-smelling warehouse a few barrels or bags of the last lot. The fresh flour is piled on top, or in front of the old, so that the last in must be sold first. It is not strange that the old flour deteriorates, nor that the dealer receives many complaints.

The surest way to remedy the evil is to instruct merchants how to store their flour. Impress them with the fact that flour will absorb odors readily, and that a damp, musty warehouse is sure to result in contamination; and then induce them to take steps to provide suitable storage. A lost customer often means a lost reputation.

Unfortunately millers are not always as careful as they might be about storing their product themselves. The first aim should be to have a clean, sweet storehouse, and fresh flour should never be stored in such a manner that the older product cannot be got at and worked off first.

Age does not cause flour to deteriorate so long as it is kept sweet and free from worms.

A case in point might be instanced of flour being kept in a very damp room during an extremely wet and hot period. The bread made from that flour became unfit for use within ten hours after baking. It simply decomposed.

GRAIN MOVEMENTS.

With 5,000,000 bushels of wheat marketed and moving east to Fort William for lake and rail delivery, and with the prospect that 20,000,000 bush. will reach the Canadian elevators at the head of Lake Superior before the close of navigation, a problem in transportation is this year submitted more difficult of solution than any that has hitherto engaged the attention of the vesselmen and railwaymen of this country.

A HARDY CEREAL.

There is no cereal less subject to disease than maize. Blight, mildew and rust pass over it and leave it practically unharmed. Rain can scarcely beat it down, and violent storms of wind may rage, and rage in vain. In climates and seasons which are favorable to its growth and maturity the only enemies which the maize farmer has to dread are insects in the early stages, and birds in the later stages of its cultivation.

BRITISH CROP ACREAGE.

The following interesting report has been issued by the Board of Agriculture, giving preliminary statements of the acreage of the principal crops in Great Britain. The acreage for last year is also given for comparison:

	1905.	1904.
All crops and grass..	32,286,832	32,317,610
Wheat	1,796,985	1,375,284
Barley.....	1,713,664	1,840,684
Oats	3,051,376	3,252,962
Potatoes	608,471	570,209
Turnips and swedes	1,589,273	1,604,104
Hops.....	48,968	47,799
Orchards	244,323	243,008

The number of horses is 1,572,433, against 1,560,236; the cattle show a total of 6,987,020, an increase of 128,668; the sheep number 25,257,196, an increase of 50,018, and the pigs total 2,424,919, a decrease of 436,725.

TO RE-OPEN.

McLachlin Bros.' flour mill, Arnprior, which has been idle for some weeks, is shortly to re-open under the management of Mr. H. Newham.

Messrs. J. Hill and J. Vance have purchased the flour and feed business of R. Van Egmond at Algoma, Ont., the style of the new firm to be Hill & Vance.

"GOLD CROWN"
FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

CANNED GOODS

How are you fixed for these? No need to tell you **QUAKER** and **OLD HOMESTEAD** brands are all right. We quote:

Old Homestead Tomatoes,	- -	*92½c.*
" " *Corn,*	- - -	*82½c.*
" " *Peas,*	- - -	*60c.*

Not much wrong with these prices! How many shall we send you?

GEO. ROBERTSON & SONS, Wholesale Grocers, KINGSTON

Merit has won out

BORDEN'S

brands of CONDENSED MILK and EVAPORATED CREAM

were awarded the Highest Awards at the recent National Exhibition in Toronto.

The Borden Company are the originators of Condensed Milk, and have been given at all Exhibitions where they have shown their goods the Grand Prize or Gold Medal, notably, St. Louis 1904, Buffalo 1901, Charleston 1902, Paris 1900, and at numerous Industrial Exhibitions at Philadelphia, Atlanta, San Francisco, and other places, including the World's Fair at Chicago.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co, Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

ARE YOU?

Are you keeping an unprofitable showcase? Better put into it goods that give a return—

PEBBLE and PHARAOH CIGARS

These cigars are priced right. They sell right. I am a "critical" cigar-maker. Only the Best Fillers, Binders and Wrappers pass me. Hence, **Pebble** and **Pharaoh** cigars are in the front ranks, endorsed everywhere. Give your money a chance to show what it can do when invested in such cigars as the Pebble **(5c),** Pharaoh **(10c).** Order a trial 1,000 **now.**

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

ARE YOU?

READ BETWEEN THE LINES OF SMOKE

Grocers who know things don't doubt nor believe everything they are told. They test for themselves. If they read in papers that

T & B

is the best-selling Tobacco on the market they do not have to hunt through statistics to verify the statement. They do not even have to ask other Grocers for their opinions. They adopt a simple Plan of Proof. We will tell next week what this Plan is.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

A FRIENDLY CHAT.

"COURTESY in business," how simple it reads, and yet how little attention is really given by the dealer to this very valuable asset of his business.

How much it means to the custom visiting his store—a little thoughtful consideration—a gentle persuasive suggestion and the customer finds himself unconsciously interested in some article to which he had previously given no thought.

How much it means too, to the storekeeper himself—a better understanding with his customer—more sales effected, and with greater ease, and the great satisfaction of seeing profits piling up.

The following little clever bit of advertising to attract the attention of shoppers was recently put up in a Detroit tobacco store:

"Last week three women spent three "hours looking at novelties and finally "bought a 25c. ash tray. Did we get "angry? Not a bit of it. The ladies "give us 20 per cent. of our business "and they can have all the time they "want."

A really clever bit of level headed business talk, it worked well. Civility costs nothing, adds much to the attractiveness of the store and is an excellent investment. Try a good stock of it!

CANADIAN TOBACCO CROP.

Tobacco is certainly king in the southern and southwestern parts of Kent County, and now that this year's crop is well in, every day brings its quota of reports of the extraordinary yield in some localities.

The weed this year is an unusually heavy crop of excellent quality and in spite of the conflict waged with various slugs, whose absence last year was most noticeable, nearly every farmer growing a crop of tobacco is reporting receipts of from $100 to $200, and even more per acre.

One of the most successful growers has been Gilbert L. Pardo, of Cedar Springs, who sold his last year's crop for $1,500 and this off eight acres.

AMERICAN TOBACCO CROP.

The progress of the American tobacco crops is making good headway. In most districts it is reported that the crops have been nearly all housed, and in many instances cured.

During the season the weather has proved somewhat treacherous from time to time, and at one period fears were entertained that the crop would have been seriously affected. Generally speaking however, it has proved satisfactory and in some districts has reached record figures.

There are reports that denote in some places the heavy electrical storms have left their mark behind them, but from reports from various centres it would appear that yields are generally very satisfactory both in quality and quantity.

IRISH TOBACCO AT N. Y.

There will be a case of genuine Irish tobacco on exhibition at the New York tobacco exposition. It was secured from Col. Everard, who successfully conducted a tobacco experimental farm last year in County Meath, Ireland.

INLAND REVENUE RETURNS.

The following inland revenue returns for the month of September have come to hand:

Ottawa — Spirits, $25,520.06; malt, $670.50; tobacco at 25c., $2,913.00; Canada Twist, $8; cigars at $6.00, $150.00; methylated spirits, $45.75; licenses, $54; fines, seizures, etc., $10; showing a total of $29,371.31.

Kingston, Ont.—Cigars ex factory, $507; cigars ex warehouse, $1,197.30; manufactured tobacco ex warehouse, $1,088.50; raw leaf for use, $585.66; showing a total of $3,378.46.

Prescott, Ont.—Foreign cigars ex factory, $48; foreign cigars ex warehouse, $90; raw leaf, $51.90; malt, $1,525.47; spirits, $5,167.31 showing a total of $6,882.68.

Charlottetown, P.E.I.—Foreign leaf tobacco ex factory. $2,754.25; foreign leaf tobacco ex warehouse, $354.00; native leaf tobacco ex factory, $54.85; raw leaf tobacco ex warehouse, $1,911; showing a total of $5,074.10.

Winnipeg, Man.—Cigars ex factory, $2,138.25; foreign leaf cigars ex warehouse, $2,718.60: manufactured tobacco ex warehouse, $32,661.25; raw leaf tobacco, for use, $1,615.20; malt, $5,421; spirits ex warehouse, $54,960.01; showing a total of $109,514.31.

HOME GROWN TOBACCO.

The Government Blue Books for the last fiscal year show that the smokers of Canada consumed 13,160,000 pounds of home manufactured tobacco. This is 1,200,000 pounds above the average of the four previous years.

The people seem to have smoked also 180,000,000 Canadian cigars, or nearly one hundred for each adult male in the country. Only about 9,000,000 cigars were imported, or about five per cent. of the whole number sold.

Did you ever notice the difference between the man who does things and the man who says he is going to do things? One talks, the other acts. One has a bright, up-to-date store, filled with seasonable bargains; the other says he is going to have these things, and some day he has them, in a slip-shod sort of a way. But when he gets them he is too late, the man who acts has cleaned up all the trade.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

MESSRS. Stewart, Clark & Co., Medicine Hat, N.W.T., have dissolved partnership. H. Stewart and H. L. Tweed are continuing the business.

Fred. A. Beckwith, grocer, Harvey, N.B., has assigned.

J. P. Guay, general store, St. Elzear, Que.; compromised.

H. Belisle, grocer, Montreal, Que., is offering compromise.

J. G. Wilson, general store, Cumberland, Ont., deceased.

S. J. Carter, baker, Lumsden, Assa., has sold his business.

H. C. Wallace, grocer, Winnipeg, Man., has given up business.

G. Fournier & Co., grocers, St. Romauld, Que., registered.

Wm. Love, confectioner, Montreal, Que., Wm. Love registered.

Hormidas Sauve, general store, Couteau du Lac, Que., has assigned.

Ashworth & Co., butchers, Montreal, Que., have dissolved partnership.

Jas. Young, general store, Nanaimo, B.C., is offering to compromise.

J. P. Enregistre Rheaume, grocer and butcher, Montreal, has dissolved.

D. Cusson & Co., grocers, St. Johns, Que., have dissolved partnership.

Wm. Pilkey, general store, Emo, Ont., has assigned to H. J. F. Sissons.

Sorenson & Kihlman, grocers, Winnipeg, Man., are giving up business.

N. Pakarman, grocer, Winnipeg, Man., has sold his business to J. Klumer.

H. T. Graham, general store, Tabusintac, N.B., is asking for extension.

G. A. Fleury, grocer, Scott Junction, Que., has assigned to V. E. Paradis.

A. T. McMillan, grocer, Winnipeg, Man., has assigned to C. H. Newton.

Wilfred Gratton, grocer, Ottawa, Ont., has sold his business to A. Cochrane.

H. Durham, confectioner, Dauphin, N.W.T., is succeeded by A. Ferguson.

Read & Burns, grocers, Winnipeg, Man., have assigned to C. H. Newton.

S. J. Henry, general store, Cayley, N.W.T., has assigned to R. A. James.

W. J. Smith, butcher, Waterford, Ont., has sold his business to John E. Hill.

A. O. Villeneuve & Co., grocers, Ottawa, Ont., have retired from business.

Standard Flour & Grain Co., Montreal, Que., consent of assignment filed.

Louis Foisie, general store, McTaggart, N.W.T., is succeeded by J. Plant.

D. J. McLean, grocer, etc., Ridgetown, Ont., has sold to F. W. Connor & Co.

George Martin, confectioner, Medicine Hat, N.W.T., is succeeded by G. A. Layton.

H. McLean, grocer, Montreal, Que.; the stock of this business is offered for sale.

G. Canary, confectioner, Vancouver, B.C., is succeeded by Canary & Demetry.

J. H. Daunais, grocers, etc., Montreal, Quebec; Kent & Turcotte, curators.

W. D. Bowes, general store, Stoughton, N.W.T., has assigned to W. R. David.

Geo. Wilson, general store, Belleville, N.B., has sold his business to John McBride.

Z. Trudeau, grocer and liquors, Montreal, Que., is succeeded by L. P. Leclerc.

John Fauvel & Co., Pointe St. Peter, Que., general store, G. P. Fauvel deceased.

L. P. Leclerc, general store, Wickham West, Que., is succeeded by Jos. Tetrault.

J. A. Fitzpatrick, confectioner, Birtle, N.W.T., has sold his business to M. C. Chubb.

H. Potvin, general store, St. Louis, Que., has voluntarily assigned to V. E. Paradis.

R. A. Weilbrenner, general store, Portneuf, Que., voluntarily assigned to V. E. Paradis.

R. H. Waddell, general store, Sperling, N.W.T., is endeavoring to sell his business.

Hubert & Jolin, general store, Waterloo, Que., H. J. Hubert and D. N. Jolin registered.

Compagnie de Liqueurs Francasises, Montreal, Que., have assigned to P. Amesse, jr.

A. W. Soyki, general store, Langenburg, N.W.T., is succeeded by Soyki Bros. & Co.

Campbell & Gilchrist, wholesale fruit merchants, Ottawa, Ont., have retired from business.

F. E. McLellan, general store, Belleville, N.B., has sold his business to John McBride.

Tritt & Shragg, general store, Neepawa, N.W.T., have sold their business to T. Finkelstein.

Joseph Himbeault dit Mantha, grocer, Montreal, Que., Jos. Himbeault dit Mantha registered.

Hall, McNab & Co., millers, Lumsden. Assa., are succeeded by the Hall Milling Co., Limited.

Mrs. G. Ketas, confectioner, New Westminster, B.C., has advertised her business for sale.

Chaput & Peloquin, grocers, Montreal, Que.; Mrs. Jos. Peloquin and Alexina Chaput registered.

The People's Cash Store, general store, Lorette, Que., Robert Alex. Richardson, registered.

Nicholas Foorsen, general store, Stuartburn, N.W.T., has sold his stock to Shuchack & Yeo.

P. Bruneau, grocer, etc., Montreal, Que., has sold his St. Catherine street store to Geo. Duclos.

Remi Legault, cigar merchant, Montreal, Que. The assets of this business are to be sold shortly.

Pinch & Porter, grocers, Sault Ste. Marie, Ont., have dissolved partnership. J. E. Pinch continues.

H. A. Barber, general store, Harrow, Ont.; the stock of this trader has been sold at 65c. on the dollar.

E. Lortie & Co., general store, St. Johns, Que., Louis Philippe Lortie and Edouard Lortie registered.

The estate of Simon Grieves, baker and grocer, Rockwood, Ont.; this business is advertised for sale.

Russell & McLaughlin, general store, Martintown, Ont., have assigned to John A. Chisholm, Cornwall.

J. J. Campbell, grocer, Victoria, B.C., has assigned to F. Elworthy; claims to be filed before October 15th.

T. J. Unkauf, general store, Norwood Grove, N.W.T., has advertised his stock for sale by auction shortly.

Leduc & Denis, general store, Couteau Station, Que. The assets of this business are to be sold shortly.

E. Gibault, grocer and liquor merchant, St. Jerome, Que., meeting to appoint curator to be held shortly.

J. Eugene Julien & Cie., flour and grain merchants, Quebec, J. Eugene Julien and Napoleon Vezina registered.

W. L. Stephen, baker and confectioner, Grimsby, Ont., is retiring and intends handing over his business to his sons.

The Standard Flour & Grain Co., Montreal, Que., have assigned. A meeting of creditors will take place shortly.

F. W. Keisal, fruits, tobacco merchant, etc., Vancouver, B.C., has sold his business to the Three Star Wine Co., Limited.

D. A. McNab, grocer, etc., Beaverton, Ont., has assigned to George F. Bruce. A meeting of creditors is to be held shortly.

Simard & Frere, general store, Normandin, Que., have assigned to V. E. Paradis; meeting to appoint curator is to take place shortly.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Oct. 12, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER.

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 23

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

Strawberry Jam has all these, and other points also that have made it so popular with the GROCER and the CONSUMER alike.
Try a case of 4 doz. of

"Batger's"

Strawberry Jam

Agents:
ROSE & LAFLAMME,
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.
Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

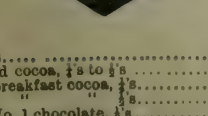
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	per doz.,	$ .90
1 " "	4 " "	"	2.40
½ " "	2 " "	"	4.75
1 " "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Carcas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 40c.
12-lb. boxes, 6 boxes in case, ¼-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Ours is an easy task—
to tell you that after nearly 50 years in the manufacture of **Laundry** and **Culinary** Starches, no competitor has been able to produce as perfect goods as

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared" Corn

That is why these lines are popular with the housekeeper, and profitable to the grocer—No wise up-to-date merchant is without them.

For Sale by every Jobber in Canada.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO ONT. | **Works: CARDINAL, ONT.** | **164 St. James St., MONTREAL, P.Q.**

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 35
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. $1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

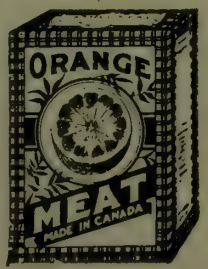
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

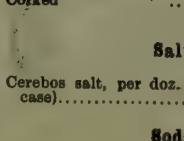
Cement stoppers (pints) per doz.	$ 2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	$3 00 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

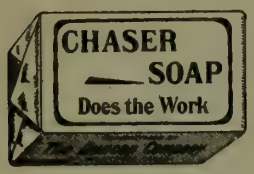
A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz.pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 06½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½

"Bee" brand starch—

" laundry, 64-12 oz. pkg. per case		$5 00
" " 32-12 " per ½ "		2 50
" corn starch 40-16 oz. pkg. "	"	3 00
"Sun" borated starch, 40-16 oz. pk. per case		3 00
" borated starch, 50 box. 100 lb. keg		0 06½
" laundry " 50 " " "		0 05½
"Gem" " " 100 & 200 lb. kegs		0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 20 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

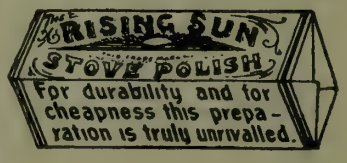
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

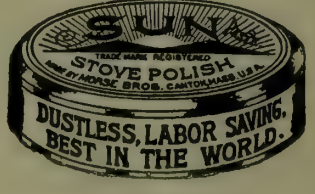
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

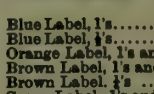
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-1lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 " "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

Better Trade

calls for better goods. The grocer who gives

Southwell's

Jams and Marmalades

prominence in his stock is making for better trade. Good goods pay best in the long run.

Order Southwell's next time.

Frank Magor & Co.

Canadian Agents

MONTREAL

GOLDEN RUSSET BRAND

WILSON WAYS

2. INIMITABLE, INDEED

Attempts are often made to imitate

GOLDEN RUSSET VINEGAR

but always without success. The unsuccessful imitation is easy to make, as well as cheap; hence, its popularity with certain manufacturers. Coloring is used in the attempt to produce the clear, bright golden color of **GOLDEN RUSSET VINEGAR.**

Sulphuric acids, etc., are used in the endeavor to correct imperfect manufacture. This vile stuff is then put on the market to compete with **GOLDEN RUSSET VINEGAR.** Isn't it silly? And yet some grocers order the vile stuff because it has a brown color and is called "vinegar."

THE W. H. WILSON CO., Limited

TILLSONBURG, ONT.

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

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10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

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Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

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CT 13 1905
Book 41
page 38

KOPP LAMPS

in assorted lots
(4 or 6 to barrel)

THIS IS THE TIME

WRITE FOR ILLUSTRATED COLORED LISTS

GOWANS, KENT & CO.
TORONTO

"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, OCTOBER 20, 1905. NO. 42.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

CHRISTIE'S BISCUITS

are noted for purity and delicacy of flavor.

Consumer always pleased when the grocer sends "Christie's."

Include Shortbread in your next order.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Winners of Trade

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil.

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

"Shell" Brand Castile Soap

In 1-lb. bars and upwards —also in pressed cakes.

"Shell" Brand

Sold by Leading Wholesalers

The "Thistle" Brand of Maple Syrup assures your customer a delicious quality of the highest grade.

A Maple Syrup—rich, yet delicate.

"Thistle" Brand Maple Syrup

But be sure you get the "Thistle" Brand—look for the trade mark.

It wins trade wherever it goes—

Permanent Trade!

Sold by Leading Wholesalers

The leading orchards and vineyards of California furnish the "Griffins" brands of Dried Fruits—Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Griffin & Skelley's Dried Fruits

"The pick of the Pack" always.

Clean, selected fruit of highest quality.

"Winners of Trade."

Sold by Leading Wholesalers

ARTHUR P. TIPPET & CO.,

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Wholesale Commission Merchants and Brokers
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COMMISSION MERCHANT
Warehouseman, Shipper and Steamship Agent
Owen Sound, - Canada

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JERUSALEM WAREHOUSE
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WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
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MONTREAL.
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

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Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

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Customs Brokers and Warehousemen
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Established 1885

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27 FRONT ST. E., - TORONTO
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Manufacturers' Agents and Importers.
29 Melinda St., TORONTO

25,000 cases canned goods to offer
TOMATOES PEAS
CORN CATSUP
Finest Goods Packed

W. H. MILLMAN & SONS
GROCERY BROKERS
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A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

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CALGARY STORAGE
In a new brick block centrally located.
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Open for good Canned Goods Agency
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WE CAN handle your account to our MUTUAL ADVANTAGE.
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Wire or write us for prices:

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Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

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MAPLE SYRUP

to your customers that you were giving them the PURE, unadulterated and unblended Maple Syrup?

You can obtain this satisfaction and improve your syrup trade by selling **GRIMM'S**

LET US HEAR FROM YOU. *Absolutely and Always Pure.*

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

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Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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Sterling

Brand

Pickles

are in large demand. The grocer who carefully guards his best-class trade will keep well assorted in these goods.

—Made in Canada—

The T. A. LYTLE CO., Limited

TORONTO, Can.

Don't forget the fact that "Bee" brand goods are the

Biggest Profit Payers

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"Bee" Starch is the Best Laundry Starch on the market.

—If interested in making money for yourself ask —our travellers all about it, or write direct to

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There's an alarm in the camp!

Japan Teas

are gaining headway in spite of the persistent attacks made upon them.

People get tired of hearing all the virtues claimed by one kind of tea---and, Mr. Grocer, you yourself don't believe it. Think the matter over carefully and study the tea question closely. You will buy ***JAPAN TEAS.***

YOU WANT TO MAKE MONEY?

Then sell the best money-maker for you in the coffee line,

Paterson's Camp Coffee Essence

ROSE & LAFLAMME,
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"Goodwillie's"

Agents: ROSE & LAFLAMME, Montreal.

Your Customers Know the Name and will ask for Goodwillie's

Get Ready for the Demand

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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

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THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

'Tis Sixty Years Ago

COX'S CELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

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A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

...ESTABLISHED 1849...

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT

53 Upper Water Street, *HALIFAX, N.S.*
Board of Trade Building, *MONTREAL*

DOES IT SELL?

Dozens of orders are being shipped daily to distant and small towns because people have found out that the best cough medicine is

Mathieu's Syrup

of Tar and Cod Liver Oil

and **now** they want it.

Mathieu's Nervine Powders, a positive cure for all headaches, are also a profitable line of goods for you to handle.

J. L. MATHIEU CO.

Limited

Proprietors

Sherbrooke, - Quebec

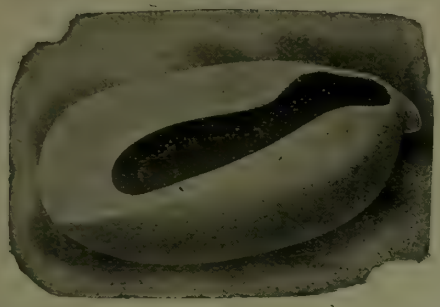
PUBLIC ESTIMATION

Ceylon Teas

Ceylon Teas have two tracks into Public Estimation: Grocers' Confidence, Makers' Honesty. One is the counterpart of the other. Without the grocer firmly believing in his goods, and thereby putting his own personality behind them, makers' honesty could accomplish little. The people look to the grocer, the grocer to the maker. Ceylon Teas are sold with confidence because grocers know they are held high in esteem by users and that that esteem being earned worthily will be permanent. Keep your shelves well stocked with Ceylon Teas.

Ceylon Teas

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

Corn and Tomatoes

The brand that leads is

Canada's Pride

This is not an empty boast but is our honest opinion, founded on the care with which we have selected the best of the crop, the way we handle it, and the superior equipment of our factory. Then, again, we have designed a label that will sell the goods for you.

CANADA'S PRIDE is a brand that will satisfy the daintiest palate. Just taste it and test it.

Your Jobber has the Goods; If Not, Write us Direct

NAPANEE CANNING CO., LIMITED - NAPANEE, Ont.

W. A CARSON, MANAGER.

IT GROWNS THEM ALL

The King's Food

An Ideal Breakfast Dish

AWARDED THE GOLD MEDAL AT ST. LOUIS.

Contains all the life-giving elements of the finest Canadian wheat, offered in the flakiest and most tempting form.

A handsome glass dish in every package.

THIS IS A GREAT SELLER

2 DOZ. PACKAGES IN A CASE

THE ROBERT GREIG COMPANY LIMITED

White Swan Mills - TORONTO

You have your Reputation to think of

When you sell a customer an order of canned goods she holds you responsible for their quality.

If they are of passibly good quality she makes no complaint and you make no advance in her favor.

If they are of poor quality, who does she blame? The packer? No. She blames you, the grocer, who, she holds, should protect her against inferior goods.

If they are of the highest quality the housewife is quick to recognize it. You get the credit. She not only comes back for more but she tells her neighbors.

A woman talking to her neighbors can do you a lot of good or harm.

That's why you should take no chances but sell only

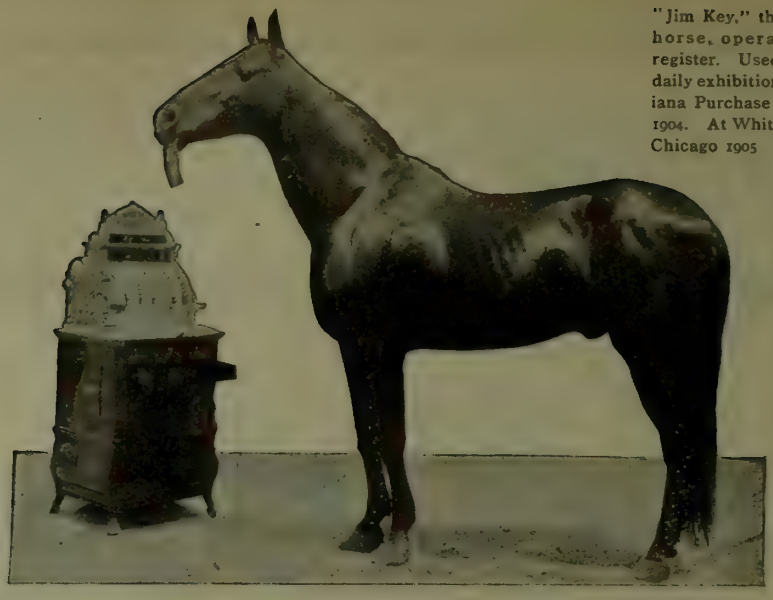
OLD HOMESTEAD BRAND CANNED GOODS

They are of guaranteed first-class quality and will build up your business.

Insist on having OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ontario.



"Jim Key," the educated horse, operating cash register. Used by him in daily exhibitions at Louisiana Purchase Exposition 1904. At White City Park Chicago 1905

Merchants with horse sense use National Cash Registers and increase their profits. Money is saved and the register purchased on easy installments from the money saved.

Please cut off here and mail to us today

National Cash Register Company Dayton Ohio

Sending in this card places me under no obligation to buy. I would be glad to have your agent call and explain the workings of your latest cash register, and the best system for my business.

Name

Address

No. Clerks

SPECIAL "WALKER BIN" COFFEE CASE

5 feet long, 37 inches high, 18 inches deep, with 4 bins (lettered with names of coffees) having a capacity of 50 lbs. of roasted coffee each.

SPECIAL OFFER :

To enable the Grocers of Canada to become better acquainted with **WALKER BIN FIXTURES** we offer this handsome case, made up in either oak or American chestnut (light or dark finish), at the following prices **delivered** :—

Ontario and Quebec points—not west of Sudbury nor east of Quebec	$22.50
Points in Manitoba, in Ontario, west of Sudbury, and all points east of Quebec city	25.00
Northwest Territory points	27.50
British Columbia points	30.00

We Pay the Freight.

In ordering state whether oak or chestnut—light or dark finish.

Write for booklet on complete line "Modern Grocery Fixtures."

The Walker Pivoted Bin & Store Fixture Co.

Factory, Berlin, Ont. **516 Board of Trade Building, Toronto, Ont.**

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc , and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

HIS COMMUNITY

Every Grocer understands it.

The particular needs of his Neighbors is a study for the Trader who wins.

You, our Agents, and We comprehend them.

But, whatever community you have, and however exacting the demands of your "cranky" customers, you will find in

WOOD'S COFFEES

the very thing to satisfy. The Best Coffees of the World are Wood's.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

We are looking for active up-to-date grocery brokers to represent

Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

American Pure Food Co.
Montreal

New Peels, Raisins AND Nuts

Now in Stock and Arriving.

Full Assortment.

Warren Bros. & Co.
35-37 Front St. East
TORONTO

CANADIAN DEPARTMENT STORE DEVELOPMENT

WINNIPEG'S LATEST STORE.

THE recent increase in the capital stock of the T. Eaton Co. from $500,000 to $1,000,000 is due largely to the policy of expansion now being inaugurated by that concern. The building of a large new store in Winnipeg was a radical step for Eaton to take, judging from the emphatic manner in which he previously declined any and all propositions to "branch out." His idea has always been one of concentration, and it would not be surprising if the responsibility for this western move rests upon other shoulders than his.

A similar experiment was tried by the old firm of Barnes, Hengere & Co. of Buffalo during the western boom in the States. They decided to open a large branch department store in Minneapolis, and managed to lose almost every dollar they invested, notwithstanding an extensive wholesale connection which enabled them to buy to exceptional advantage. The distance between the two stores was too great for really effective management, and we fail to see where Winnipeg and Toronto are very much different. The Eaton Co. have the advantage of a large mail-order trade in the west already established, but with Mr. Eaton himself necessarily out of the calculation a good deal will depend upon the kind of management the western store receives.

Keeping in mind the exorbitant price for their Winnipeg property in the first place, and the rush of other dry goods merchants to pre-empt the western field, we can see where even a large concern may not have the smoothest possible sailing. Mr. Eaton is too far advanced in years to be able to handle the situation himself in any way, and unless the new organization can include a measure of his ability, the pendulum of trade and money and success may begin to swing in the other direction.

MONTREAL STORES.

IN strange contradistinction with the Eaton move to Winnipeg is the Simpson move to Montreal. Both illustrate the restless spirit of Toronto enterprise, but while the western store is to be a full-fledged "departmental," the old conservative business of John Murphy's in Montreal is being made even more precise. The situation raises a very fine question as to what kind of an establishment the "coming store" is to be. Looking ahead ten, or even five years, will it be just as easy to keep up the everlasting cry of "bargains," and still figure a profit? In spite of all the boasted enterprise of New York and Chicago stores, we fail to see where they make anything like the money of smaller and more conservative establishments in England. And looking things squarely in the face over here, it may be possible that a reactionary tendency is just about due, if profits are to be considered.

At any rate, the Robert Simpson Co. have surprised everyone by "doing things different," and eliminating everything but ladies' wear in their Montreal store. Thousands of dollars have been spent in fixing up the dress goods, millinery and costume floors, while such stocks as men's clothing and furnishings, tinware and housekeeping helps, are entirely dispensed with. So far as we can measure things, the idea seems to be in line with Altman's business in New York, and with the well-known wealth of Montreal to lean on, the chances ought to be good for satisfactory profits. The fact of a big department store organization swinging in favor of exclusive dry goods is an element to reckon with in forecasting the future of retail storekeeping.

To what extent this move will interfere with the business of Morgan's and Ogilvys' remains to be seen. The three stores are apparently in direct competition, with the chances of success dependent very largely on buying facilities. In this respect the Simpson Co. have an advantage on account of the Toronto store. On the other hand, both Henry Morgan & Co. and James Ogilvy & Sons are pretty well intrenched in public estimation. The old "Colonial House" is a credit in every way to Canadian enterprise, and the quiet dignity of the place has its admirers. Of the two, the Ogilvy store is perhaps more wideawake and more adaptable to changing conditions.

In regard to the more popular trade, things have apparently only just begun to happen. Three years ago there was a chance for quick moves and bold tactics, at the time when W. H. Scroggie began to reach out. With a lease of the entire block allowing necessary additions and improvements the way seemed easy enough, but doubt and hesitation were factors to be considered. Mr. Scroggie himself is a man of decided business ability, but with a bigger inclination for detail than anything broadgauge. With the enlargement of his store an effort was made to catch the inspiration of the Eaton business in Toronto by engaging two of their former managers—Mr. Poole and Mr. Moreland, who remained only about eight months, incidentally giving the impression that the T. Eaton Co. were directly interested in the Montreal store. As regards this Mr. Scroggie had nothing to do, but it is surprising how many Montreal people still insist "that Eaton is back of Scroggie's"—something which both deny.

Personally, and without knowledge of anything that may be, we look for a big surprise in connection with the Carsley business. Trade has been growing away from their location for some time past, and yet no one has made anything like as much money in Montreal dry goods as Mr. S. Carsley. That means he has it, and it means too that he is not likely to let go the reputation and success of many years standing without something of an effort. A new million dollar store in a new location is within the bounds of possibilities, and as Montreal grows—as grow it must—it would not be by any means a bad investment.

Reading between the lines, it is easy to see that the store situation in Montreal is waking up, with a new infusion of energy all along the line. The cleanest and most aggressive business to-day is the new Murphy's, but they need more room. It is the most promising in every way, because of the men and money and organization behind it. The most prosperous is Morgan's, with a clientele of the very well-to-do, and no less than five thousand accounts on its books. But in proportion as things have changed during the past twelve months, things are going to change, and those who expect to have and to hold must do business on something else than the wit of ten years ago.

NOTES WORTH NOTING.

W. A. LEARD, Charlottetown, P. E.I., has leased a building with the intention of converting it into a canning factory, the necessary power being furnished from Messrs. Dobson & Manson's steam faundry in the vicinity.

* * *

Kingsville, Ont., is likely to have a gelatine factory in the near future. It is to be manufactured out of Irish moss, purely vegetable, and is said to be far preferable to the preparations now on the market. This, however, remains to be proved.

* * *

The Canada Gazette contains an Order-in-Council increasing the maximum general freight tariff on the Prince Edward Island Railway to the general standard in force on the Intercolonial. The increase goes into effect on October 15. The difference is chiefly to be found in the third, fourth and fifth class rates.

* * *

The Union Brewing Co. of Nanaimo, B.C., have taken a long step forward, not only in their own interest but in the interest of the farmers in the vicinity, in installing in connection with their brewery a complete malting plant. The plant with its capacity to turn out one ton per day of malted barley is expected to be in constant operation from this time on.

* * *

A report is current that a new business is shortly to be opened up in Ottawa by the William Davies Company, of Toronto, who have branches in many Western Ontario towns and along the St. Lawrence as far west as Brockville. It is understood that the company is about to conclude negotiations for business premises on Sparks street and will conduct the retail meat trade on a large scale. Several Toronto business men are behind the company, which is a very strong one.

* * *

Recently a number of grocery clerks held a meeting in the Retail Clerks' hall over W. B. Francis' grocery, 208 Pacific, at which they decided to organize what will be called the Grocery

ADVERTISING

All retail dealers are interested in the advertising done by the manufacturers whose goods they handle. Anyone who has seen the splendid advertisements we have run and are running in the Ladies' Home Journal and other papers with millions of circulation will be convinced that the largely increased sales this year of both ***RISING SUN Stove Polish*** and ***SUN PASTE Stove Polish***, over corresponding period last year, are going to be still further increased during the coming season. It will pay you to push ***RISING SUN Stove Polish*** and ***SUN PASTE Stove Polish.***

MORSE BROS, - Proprietors, - CANTON, MASS.

Clerks' Association and Union of Winnipeg. An organization of this kind is, they claim, needed in Winnipeg, not only as a union but for fraternal and social benefit. There are quite a large number of grocery clerks in the city, so that an association of grocery clerks should be one of the strongest in Winnipeg.

* * *

The establishment of a butter factory in Glencoe is now a certainty. Promoters of the factory were there during the past week looking over the prospects for patronage of such an industry and expressed themselves as more than pleased with the outlook. The Government Dairy Inspector will arrive in a few days to give his opinion as to the most desirable site with respect to drainage and other features. It is proposed to build a factory second to none in the Dominion as regards capacity and equipment.

* * *

J. R. Hutchison, one of the partners who has purchased 800 acres of land in Slate River Valley, was in Fort William recently. Mr. Hutchison has commenced clearing the land. Mr. Hutchison has been manager of St. George cheese and butter factory, and is a practical man in all branches of the work. He stated that he was much pleased with the outlook for the industry his company purposes planting there. He says the Valley has the finest pasture land he ever saw. The company will have 100 cows just as soon as a place can be built to accommodate them. It is the intention of the company to be prepared to furnish the retail trade of the town with a high grade of creamery butter.

* * *

The British Columbia Provincial Fruit Inspector, Thomas Cunningham, condemned a lot of fruit recently. The fruit is stuff from Fraser River points, and even if it is returned, will not be allowed to be placed upon the market. It may be fed to hogs or even used as a fertilizer, but for no other purposes. Mr. Cunningham stated that from the way Prof. Von Dieman spoke of the fruit at the Westminster Exhibition, and of the absolute purity of the fruit there, the farmers should realize what an asset the name of "B. C. Fruit" on a box would be in the market. "The day is coming" said Mr. Cunningham, "and it is not far off, when the brand 'B. C. Fruit' will add 25 per cent. to the ordinary market value of the product."

The Fossil Flour Company's factory was the scene of a disastrous fire on October 6th, causing a loss of over $30,000. The fire caught in a drying machine and spread rapidly, levelling all the buildings in a short time. There are no particulars as to the insurance. This is the enterprise that created much interest at the time it was started some eight years or more ago, by building a pole railway from the mill to the shipping point at Bass River. This railway was largely noticed in the press and pictures of it appeared in leading English magazines. The railway proved a failure, and has been abandoned for five years. The factory turned out two hundred tons of fossil flour last year, and as the stuff is valuable it means a considerable outlay in operating, which will be missed in Bass River if the mill is not rebuilt.

* * *

Mr. Andrew Mitchell, a partner of the firm of Walter Mitchell & Sons, of Ayr, Scotland, is a visitor in Montreal during a business and pleasure trip through Canada and the United States. Speaking of the provision trade in which he is engaged in England, Mr. Mitchell speaks highly of Canadian produce. Wiltshire bacon imported from this country finds a ready market in the British Isles, but more especially in England, where large quantities are distributed from the Liverpool and London centres. Some people are still rather prejudiced in favor of the genuine English Wiltshire raised bacon, but the Canadian article is growing in favor, and is about on a par with Irish and Danish goods. Hams cured in Canada for the British trade are well received, though they are not quite "thick" enough to suit all tastes; this, Mr. Mitchell says, was not the packers' fault—the remedy lies in the hands of the farmer, who should, in selecting his stock, choose a breed suitable for the market on which his hogs are to be sold.

* * *

According to reports received by Mr. P. W. Hodgetts, secretary of the Fruit Growers' Association, the fruit growers in the Niagara Peninsula have this year found a fine market in the Canadian Northwest, and for the first time regular shipments in cold storage have been leaving St. Catharines ever since the beginning of the season. Tomatoes, pears, peaches, plums, and more recently grapes have been shipped in large quantities, the shipments amounting for weeks past to three carloads a week. Early in the season the returns were not perfectly satisfactory, but lately they have been good, and there is no doubt but that the trade will grow in future years. Some of the cars went as far west as Calgary. The prices realized by the growers are not much higher than are realized in Eastern Canada, but the new market has had an excellent effect from the growers' standpoint in preventing a glut in the local markets and maintaining prices here

* * *

Some unexampled shipments of apples are being made from Montreal. On the Bavarian space was reserved for 32,500 barrels on her last voyage. Ontario growers are prominent in the shipments and to watch the barrels, each marked with the name of shipper, place of shipment and species of apple, is a lesson in geography and pomology. A quarter of an hour's observation showed hundreds of barrels of "Maiden Blush," "Pewankee," "Gideon," "Wealthy," and Snows traveling up the gangway. It was noticeable that each barrel bore the mark "Canadian Apples," and the means of ready identification by the consignee in case of poor quality or bad packing. On the Allan liner Bavarian careful arrangements had been made to keep the apples apart from other cargo and individual consignments together. It is one of the advantages of the Canadian route over the American that the normal temperature is just suitable at the time the great apple shipments are made and the northerly route takes the steamer clear of the gulf stream which has been known to warm the hull of the vessel sufficiently to depreciate the fruit.

ECHOES FROM THE OLD COLONY.

THE Government has taken off the duty on currants, which went into effect October 5th. This reduces the price of currants to three cents per pound.

* * *

Pork has taken a big rise in the local market.

* * *

The price of codfish is going up higher than the oldest inhabitant remembers. Competition has done it.

* * *

The Fall trade is just commencing and from now on the large mercantile houses will be kept open until 10 p.m.

* * *

Colonel Block, the well known representative of Royal Baking Powder, has left for Canada. Judging from the num-

We Sell

BODE'S GUMS

and Gum Machines are popular and pay you well

LUCAS, STEELE & BRISTOL, - Hamilton

This Week's Arrivals

Holland Herrings

New Evaporated Apples

New Apricots

New Valencia Shelled Almonds

Our travellers have full particulars.

JAMES TURNER & CO., - HAMILTON, ONT.

MINTO BROS.,

Telephone Main 353

F. J. WHITE, Manager

Direct Tea Importers and Blenders

We are a high-class tea house, nothing more and nothing less. There's no music in continually harping on a shoe string as some do "We're it" etc., etc. "Mother's Favorite" MELAGAMA Ceylon Tea has stood the test for years. Its packages contain only a pure, wholesome and delicious drink.

Order at once. We Guarantee Satisfaction.

MINTO BROS., 55 Front St. East, TORONTO, CANADA

"HAMPARZUM"

That name stands for the **Best in Figs.**
We have this line of figs (new), now in store.

3 Crown 5 Row 10 lbs. boxes
5 " 4 " 10 " "
7 " 4 " 10 " "

6 Crown 30 lbs boxes
5 Crown Glove boxes
Also in store—New Figs in Tapnets

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO, CANADA

MANUFACTURERS' AGENTS
GROCERS' SPECIALTIES

Manufacturers of

MacLaren's Imperial Cheese

MacLaren's Roquefort Cheese

Canada Cream Cheese

Imperial Peanut Butter

If you have any specialty to place before the grocery trade communicate with us, we have the facilities and the connection.

ber of large orders the Colonel has booked, Royal is still holding its own.

* * *

Most of the apples imported to this country come from Nova Scotia. The price this year is very high. Quality is not first class.

* * *

The new tea, "Sunrise," put on the market by the Thomas Smyth Co., Ltd. has quickly jumped into the leading rank among package teas.

* * *

The Hon. J. D. Ryan has been enlarging his warehouse. Mr. Ryan is one of the solid men of the colony and an up-to-date business man.

* * *

J. I. Anderson & Co., the well known flour commission house, are doing a large trade, their importations being the largest in the history of the house.

* * *

A local firm are getting a full line of machinery for packing teas, and will go into it heavy, which looks as though the outside tea trade was going to get more competition.

* * *

R. MacGregor, the well known representative of J. C. Wilson & Co., Montreal, has been paying the colony his semi-annual visit. Business has been unusually good with him.

* * *

Some large shipments of tea have recently been received, and there is a good deal of hustle on the part of the tea trade. Prices are being cut all to pieces, which the merchants enjoy.

* * *

The traveling men who visit this country will be sorry to learn that Mr. H. A. Morine, the genial passenger agent of the Reid Newfoundland Company, has resigned. He was very popular with "the boys."

* * *

The Newfoundland Produce Company has been formed and has taken over Crosbie & Company's business. John C. Crosbie is president of the new company, which will deal in the products of the colony.

* * *

Flour is scarce just at present. Some large shipments will arrive during the coming week, which will relieve the market. Owing to the high prices which have prevailed merchants have been loth to purchase. It is reported that there is a shortage of 35,000 barrels in this market at the present time.

UPTON'S

HOME-MADE

Jams, Jellies and Orange Marmalade

are strictly high-grade. They are trade winners, and the wise grocer will always keep them in stock.

SYRUPS

MAPLE and TABLE, All sized tins. Bbls, Hf-Bbls and Kegs

Factory Shipments Freight Prepaid

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

A SHORT TOMATO PACK.

TWO members of a Baltimore, Md., packing company were in Toronto this week on a pleasure trip. They were Messrs. James and Leander Langrall of J. Langrall & Bro. Although on pleasure bent they did not altogether forget the business in which they are interested and where they could get information in regard to the condition of the canned goods pack in Canada they sought it.

In conversation with The Canadian Grocer they said that the pack of tomatoes in the chief centres in the United States would be light. The acreage, in the first place, was from 50 to 60 per cent. less than that of last year, while on this acreage there was only about a 50 per cent. crop.

"The cause of this," said Mr. James Langrall, "is that last year there was an over-production and last winter the market was so depressed that No. 3 tomatoes were sold at 60c f.o.b. Baltimore or from 5c to 10c less than the actual cost of production. Naturally, in view of this the packers were not encouraged to be liberal in their arrangements for the pack of 1905. There were a great many failures and the banks would not loan money to the weak packers. In consequence of this fully one-third of the packers in the four States of Delaware, New Jersey, Maryland and Virginia made no preparations to pack this year. We make our contracts with the farmers in January, February and March and naturally if we intend to limit our pack the farmers turn their attention to the cultivation of other kinds of crops. This year our contract price was about 22c per bushel and we ourselves paid as high as 90c to 95c per bushel on the open market for tomatoes. There is still a little packing being done in Baltimore, but, practically speaking, operations ceased two weeks ago."

Messrs. Langrall are constant readers of The Canadian Grocer and place a high estimate upon its merits.

CORN CROP EXTRAORDINARY.

RECENT accounts from Iowa, U. S.A., speak of a corn crop beyond all previous records; it is mentioned as exceeding 400,000,000 bushels. It is of no little interest to take note of how this record yield has been attained, especially considering that the weather in that State has been anything but propitious, and that therefore with the ordinary conditions of seeding good results could not have been expected.

The saving circumstance is that so many farmers took heed to the instructions disseminated through the State last Winter by Prof. P. G. Holden. He told them that they were producing not more than two-thirds as much corn as might be produced on every planted acre for the simple reason that they did not plant the best seed, such seed as in most cases they could with due care select from their own granaries.

This was not a novel proposition. The desirableness of planting good seed in order to obtain a good crop has long been recognized and exploited in agricultural circles. But the average farmer regards one kernel of corn as good as another for seed if it is one that will sprout. They do not pay much attention to the selection of the best ears, to the careful screening of the kernels when shelled, so as to reserve only the largest and soundest, nor to the proper preparation of them before planting.

The trunk line railroads, for which the difference between a large crop and a small one makes a large difference in their earnings, appreciated the wisdom of Prof. Holden's methods with more confidence than did the farmers, who read and forgot The companies provided a special car for his uses and sent him over the State to personally meet the farmers in meetings that were arranged and advertised by the railroads, and explain to them his methods. This was done during the late Winter and early Spring.

The professor appears to be a man who can talk in a manner to awaken interest and induce people to heed his emphatic and illustrated instruction. The result was that thousands of farmers made a serious trial of his recommendation, giving time and labor in their leisure season before planting to selecting and preparing the seed far the year's crop.

To this work more than to any other cause is attributed the fact that in a confessedly unfavorable year the State's corn crop is likely to surpass every ex-

All Fall Shipments in Store

Send us your orders early, as they will not last long, or telephone our Long Distance

No. 596

RAISINS, CURRANTS, PEELS, FIGS, Etc.

—also one car—

British Columbia Sea Trout

in half-barrels, at **$5.50**

BALFOUR & CO., - Wholesale Grocers, - HAMILTON

"Leads on to Fortune!"

You **will realize** the significance of the above if the **tide** in **your business affairs** is taken at the **flood.** There's **one sure way** leading on, and **that way** is **strenuously pushing** the **sales** of

Blue Ribbon *Ceylon* Tea

When **people get** the "Blue Ribbon" taste **they hold to it.** Their trade is a **surety. Moral: Start the taste.** Recommend the **Red Label Line** (40c.) to **every** tea customer that comes in. Tell them it's **worth 50c.—that** easily.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

—NEW CURRANTS—

We have them.

We pride ourselves on the high quality of our selections of this season's importations—Our reputation for handling the finest Currants in the trade was established years ago, and has steadily been maintained.

We have the latest improved cleaning plant, and we GUARANTEE SATISFACTION IN USING OUR BRANDS.

"KALAMOS"——"MOREA"——"VONITSA"

and our **"BLUE PEARLS"** the finest quality of fancy Vostizza fruit —have both the color and flavor.

WE SHIP PROMPTLY— OUR QUOTATIONS ARE RIGHT—

You should see our line of

Washed FIGS—Stuffed FIGS—Stuffed DATES handsomely packed in glass jars—

OUR TRAVELLERS ARE SHOWING SAMPLES.

THE EBY, BLAIN Co., LIMITED— WHOLESALE IMPORTERS, TORONTO

pectation formed by the growers. Not that there was a greater acreage devoted to corn, but that the acres are yielding more abundantly.

With the advantage of this year's demonstration of the value of his instructions, farmers can not do better for themselves than to follow up the work and spread the useful knowledge. The main reliance is on the healthy vigor of every seed that is put into the ground.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1034. Inquiry is made by a person with life-long experience in the provision trade with a view to obtaining an appointment as representative, buyer or English manager for a Canadian exporting house.

1036. A firm of English, colonial and foreign agents and representatives are desirous of securing the agency for the United Kingdom of actual producers and packers of Canadian produce, particularly canned and preserved provisions, fruit, fish, vegetables, etc.

1038. The names of manufacturers in Canada of coin-in-the-slot machines, advertising novelties, talking machines, cash registers, etc., are asked for by a London agent open to represent such firms.

1039. An English firm of manufacturers of table delicacies wish to communicate with Canadian packers of canned fruits with a view to handling a special brand in the United Kingdom.

OTTAWA RETAIL GROCERS MEET.

A meeting of the Ottawa Retail Grocers' Association was held on the 9th inst. at the Ottawa Fruit Exchange. Vice-President Booth occupied the chair. It was reported that certain grocers are in the habit of keeping open after 7.30 o'clock, contrary to law. It was decided to ask the chief of police to assist in securing a better observance of the by-law.

The peddling question was again discussed. It was agreed that nothing can be done until the next session of the Legislature. In the meantime Ald. Farmer, who is a member of the association, will be asked to endeavor to bring about more regularity in the peddling trade than at present.

Regarding the complaint that merchants and hucksters were buying on the market before nine o'clock all present declared they had not been guilty in this respect though they were greatly handicapped by the restriction. It was noted that hucksters and pedlars were the principal offenders in that regard.

Complaint was made that permission had been given to James Maloney to erect a portable wooden building on the market at a rate so low that it was unfair to other merchants who had to pay high rents.

TALK ABOUT CANNED GOODS.

DISCUSSION centred around the buying of canned goods at the monthly meeting of the Retail Grocers' Association at the Temple Building Monday night last, and opinions were expressed very freely that the retailers were getting the worst of it by buying canned goods in advance.

President H. B. Kelly was in the chair and a good attendance was present, and after attending to routine business the canned goods question which had been brought up at the meeting in September was again made the subject for the evening's discussion. A resolution was proposed that the members cancel orders which had been placed for canned goods this Fall, but this was considered too radical and voted down. However, the meeting was clearly opposed to the system of buying ahead which has been in vogue heretofore and the opinion was generally expressed that the members had been carrying too much stock, stock which should have been carried by the wholesaler and the manufacturer. Last year for instance it was contended large stocks which had been bought at high prices had been carried over and in the spring had to stand the competition of American tomatoes which had been brought in by some of the jobbers. A resolution was finally passed committing the members of the association to the principle of allowing the wholesaler and manufacturer in future to take the risk and carry stocks, the retailer buying for requirement only.

This sentiment was founded to no small degree on the belief that there would be plenty of canned goods to be had without difficulty this year.

Fresh Pork Sausage

Are now in Season and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

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FRESH SAUSAGE

October marks the coming of colder weather —cool nights and frosty mornings. Just the weather for a dish of Savory Sausages, and there are no better than those made by the Fearman Co. Your customers will appreciate them, if you have them ready in stock. We shall be glad to send them to you by express, daily or weekly, and in large or small quantities.

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It is Pure, Wholesome and Economical
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BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

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Prompt shipment and one quality, namely, the best

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EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

AN apparent weakness has recently developed on the cheese market, especially at country points, but this is not a real weakness with declining prices, in fact it might almost be called strength of the situation, paradoxically as it may seem; the fact is, that the cheese factories throughout the Dominion are so closely sold up that only October made cheese remain in the country. With very cool nights, these are not ready for shipment, and the merchants concluded not to bid on them but let the factories carry them for at least another week, until they are better matured, and where any bids were made in country markets they were so low that salesmen rejected them, and consequently sales were few and receipts this week will be very light indeed.

The weather during the first half of October has been exceptionally fine, the pastures were in excellent condition and there is every indication that the quality of cheese made during the first half of October is not only as good, but probably better, than the favorite September make, and as soon as the cheese now on the factory shelves are properly cured they will undoubtedly find ready buyers at very fair prices, and it is only right that cheese should be properly cured before they are offered for sale, but when prices are high the farmers want to turn their product into cash as quickly as possible, regardless of the fact that poorly cured cheese might hurt the reputation of the country's product in the United Kingdom.

The situation remains practically unchanged. British markets report lighter stocks than last year, and we know that our stocks are fully 100,000 boxes of cheese less than at this time a year ago. We also know that last year's stocks were insufficient for the Winter's consumption; against this is, however, the higher price this year, which may have had the effect of curtailing the consumption to some extent, but, after all, a certain amount of cheese is needed for the natural consumption in Great Britain, and if the supply is short prices cannot decline, but they will most likely advance with every order of any importance received here during the season of nonproduction.

The season of production is very nearly ended, and stocks on hand now should be sufficient to supply the consumptive demand until next season opens. If they are insufficient prices must advance so that the consumption is reduced. After all, when a pound of cheese is wanted it matters very little whether it costs six pence or seven pence, or even eight pence. The difference of cost to the consumer is trifling, while it means a great deal to the merchants holding the goods.

Butter is still in fair demand for export. Our stocks are not heavy and, as pointed out before, we need a good deal of butter during the Winter months for our own home consumption. The more the exporters will take the less will be left for us, and we may have to pay high prices later on for our own requirements. The great scarcity of and consequent high prices for dairy butter means an increased demand for creamery butter during the Winter months, when the production is at a very low point and the outlook is decidedly in favor of much higher prices.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

London, Eng., Oct. 7, 1905.

THE market here for Canadian butter is at present of a decidedly weaker tendency, and there is not that inquiry for it which might be expected in the month of October. The fact that c.i.f. prices went up last week is in part responsible for this. Arrivals of Canadian have been lighter than last week, and, while the demand for "choicest" Canadian is fairly brisk at 108s. to 112s., the demand for lower grades is very quiet.

Another reason why there is not much doing in Canadian butter, is that attention is just now turned to Australian. Queensland butter, although not such good value according to some, as Canadian, is none the less commanding more notice, and it seems uncommonly likely that holders here will have to take two or three shillings lower in order to clear out their Canadian butter. Indeed it has been whispered that the wisest man will be he who gets rid of his Canadian butter as quickly as posseble, even though it be without profit to himself. Later on it may prove a positive loss. Houses here are decidedly disappointed with the turn Canadian butter has taken. To-day it is said, a line of western creameries was sold at 103s. on the spot, and considering that they want 104s., 106s. c.i.f., it will be easily understood that there is no profit for the man on this side. This is a severe rebuff to the trade here, and the men along Tooley street are promising to keep away from Canadian as long as Australian is doing so well.

Canadians will do well to note the fact that, although arrivals of Australian butter have not been very large during the past week, it is known that within the past twenty days vessels have left Australia carrying something like 36,000 boxes of butter, and the first shipment of New Zealand's new season's output, to the amount of about 4,000 boxes, will arrive in London early in November.

There is really nothing of interest to report as far as the cheese market is concerned. There is a fair demand, and prices have gone up 1s., now being 57s. to 58s., as against 43s. to 44s. during this week last year. The speculative element is conspicuous by its absence.

There is rumor that there will be a good demand for Canadian eggs during the next few weeks. From now until about February is the best season for Canadian eggs, for the supplies from Russia are about falling off, and, although it cannot be said that supplies are at all short, still there is not that heavy supply which was reported in June last, and which, at one time, amounted to a positive glut, when holders were glad to take any price which they could get, provided there was no absolute loss involved. As a rule, Canadian eggs reach this market in cases, containing 360 eggs, or three long hundreds. In these cases each egg is separated from its neighbor by a partition of cardboard. Some importers, however, prefer to receive their eggs in larger cases, containing 1,440, which are usually laid in shavings. It is thus that Russian eggs are shipped.

Bacon—This week's report is to the effect that the market here is generally quiet. Prices are stiffer than might be expected at this time of the year. Partly owing to the competition from pork, rabbits, and other fresh meats, which become popular with cooler weather, the trade is accustomed to look for lower quotations than are at present prevailing.

Supplies of bacon from all sources are, however, on a moderate scale, and this will have the effect of preventing prices from slipping away.

The position of Canadian bacon on the London market has greatly improved. It is satisfactory to be able to report that the work of Canadian packers is meeting with approval. Especially is this the case with those packers who are shipping their bacon in bales without borax. It is impossible to over-estimate the advantage secured, as far as taste is concerned, by this method of packing. It enables the meat to arrive on this market retaining its finest flavor, and thus to compete on more equal terms with Danish and other non-boraxed meats. It is unfortunately true that some Canadian firms are packing their bacon with a great deal of borax—"simply soaked," to use the actual expression of a correspondent—but they cannot do better than remedy this failing. There is not, as far as is known, any secret as to method of shipping bacon without borax.

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Commissioner in H. C. J. in Ontario.

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BUTTER and EGGS

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Wholesale Produce Merchants,

TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

The condition of the provision market continues to show active demand with suplies generally short.

Hogs continue to come in slowly and prices are holding firm.

All lines of bacon are showing shortage in supply with demand fairly active.

Lard continues very firm, but with no quotable change. Supplies are considerably short of demand.

Fresh meats continue steady with demand normal.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	....	7 75
" front quarters	5 00	5 50
" choice carcases	5 50	6 50
" common	4 50	5 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 50	9 00

Butter—Arrivals of butter at the present moment are considered short of demand. Arrivals coming to hand are showing better quality and the early closing of the cheese factories is looked for to considerably relieve the present tension when prices are expected to steady down.

	Per lb.
Creamery prints	0 24
" solids, fresh	0 23
Dairy prints	0 20 0 21
" in tubs	0 17 0 19

Eggs—Arrivals of eggs still show considerable shrinkage and dealers are falling back very materially on their storage stocks. Prices have firmed up to the extent of 1-2 cent.

New laid eggs, per doz	0 18½ 0 19½

Cheese—The cheese market continues to show general weakness on the board sales. In many instances sellers have refused to close with the highest offers preferring to hold for future sales. It is, however, expected that sales will be effected on a somewhat lower basis and that the market price will steady down and remain firm. Export trade continues to be inactive, exporters showing an inclination to await a lower basis for development of trade.

	Per lb.
Cheese, large	0 11¾
" twins	0 12

Cheese Board Report.

(For week ending Oct. 13.)

Board.	Boxes.	Price.	
Montreal	12,848	0 11½	0 11⅝
London	9 2		0 11½
Belleville	3,275		0 11⅝
Napanee	1 497*	(No sales.)	
Brockville	4,879*	(No sales.)	
Cornwall	1,009*	0 11⅝	0 11⅝
Iroquois	957	(No sales.)	
Perth	1,620*	0 11	0 11½
Ottawa	1,214		0 11
Vankleek Hill	1,176*	0 11 7-16	0 11 11-16
Kemptville	995*	(No sales.)	
Cowansville, Que.	817	0 11	0 11½
Kingston	815*	(No sales.)	
Madoc	925		0 11 1-16
Winchester	992*	(No sales.)	
Tweed	325		0 10 15-16
Listowel	3,570	(No sales.)	
Picton	90		0 11 3-16
Woodstock	1,96 *	0 10⅝	0 11
Lancaster	879*	0 11 5-16	0 11 9-16

*White and colored.

MONTREAL.

Provision market generally is steady. Live hogs at the yards are reported coming in fairly well and prices are somewhat easier. Abattoir fresh killed dressed hogs steady at $9 to $9.50. The export demand for bacon has fallen off and trade is quiet though locally ham and bacon obtain good sale.

Lard, pure tierces	0 10¾
" 5-lb. tubs	0 10¾
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 10¾
" " 5-lb. "	0 11⅛
" " 3-lb. "	0 11⅜
Lard, Boar's Head brand, tierces, per lb	0 06⅞
" " ½-tierces, per lb	0 07⅛
" " 60-lb. fancy tubs	0 07⅛
Cases, 20 3-lb. tins, per lb	0 07⅛
" 12 5-lb. tins "	0 07⅛
" 6 10-lb. tins "	0 07⅛
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 13½ 0 14½
Extra plate beef, per bbl	11 50 12 00

Butter—Market shows no change. Orders are light, despite the fact that the easier tone of the past few days was thought to stimulate trade. Choice dairy is scarce and Eastern Townships fancy scarce with fair inquiry for same.

Finest creamery	0 22½ 0 22¾
Fine	0 21¾ 0 22¼
Medium	0 20 0 21½
Fresh dairy tubs	0 18¾ 0 19¼

Eggs—Are firm and in good demand. Local demand is heavy and holders are getting the benefit of held stocks. Country prices are firm at 18c. to 19c, while 20c. in a jobbing way is best that can be done for straight gathered. No. 2 are held at 18c. to 19c. and selects 23c. to 24c.

Cheese—Although cheese is reported easier at country boards, stocks held here were bought at such high prices that purchasers are not getting the benefit of lower outside quotations. Little October cheese bought at the recent decline is noticed.

WINNIPEG.

Creamery Butter—Conditions are much the same as last week. There is a strong demand and in face of small supplies there is every likelihood of an early advance in price. Under these conditions the market is very firm but there is no quotable change. Selling prices to the trade are quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks	0 24

Dairy Butter—Ever since the beginning of harvest there has been a marked decrease in the amount of butter offering, and at the present time supplies are very small. Advances seem likely. Produce houses are paying 16c. to 17c. per pound for No. 1 dairy delivered in Winnipeg.

Cheese—Prices are maintained firmly at the recent advance. We quote:

Finest Ontario, large	0 13¼
" Manitoba, large	0 13
" " twins	0 13¼
" " small	0 13½

Lard—Firmly held at present prices. Further advances seem not unlikely. We quote:

Tierce basis, per lb	0 10½
Small packages take the following advance:	
50 lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats—We quote again as last week:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" heavy, 20 to 30	0 14½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14½
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 12½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

Eggs—Produce houses are paying 20c. to 21c. per dozen for eggs delivered in Winnipeg.

HALIFAX.

Provisions—The produce markets continue to attract considerable attention.

Butter—The receipts of local made butter are very limited and the price holds firm. There seems no prospect of any relief in the butter market. At the present time people here are paying more for their butter than in most Canadian cities. Fine creamery is quoted here at 24c. and scarce at that, the retail price in most cases being about 4c. in advance of these figures. Dairy is scarce at 21c. to 22c.

Eggs—Are becoming very scarce. Island stock is firm at 21c., while Nova Scotia varies from 26c. to 30c., the latter price being asked for choice table eggs. There is very little doing in the export of eggs from these parts at the present time.

Cheese—Is quoted from 12c. to 13c. The good pastures at this season of the year form a great inducement to the cheese makers to keep their factories in operation.

NTW COMPANIES.

Provincial charter has been granted to the Walker Bin & Store Fixture Co., Limited, Berlin, Ont., the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the town of Berlin and the provisional directors of the company to be Theodore Adam Witzel, William Cavan McCuaig, Henry K. Witzel, James Andrew Hackett, and Michael Seyler.

* * *

Provincial charter has been granted to the Moyune Tea Co., Limited, Toronto, Ont., the share capital of the company to be twenty-five thousand dollars divided into one thousand shares of twenty-five dollars each, the head office of the company to be at Toronto, and the provisional directors of the company to be Andrew Harvey Pepall, Henry Perrin Nasmith, Wallace James Baker, Alexander Parkhill and Jessie May Donnelley.

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FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

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DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
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CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

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"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

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Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
White & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax
Gunn, Wm. F., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
Newton C. [illegible], Grand Manan, N.B
Robertson, Geo., & Sons, Kingston, Ont.
Todd, J. H., & Son, Victoria, B.C.
Turner, James, & Co., Hamilton.
White & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Balfour & Co., Hamilton, Ont.
Collier Bros., Napanee, Ont.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Vleena Figs.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
Kirouac, Nap. G., & Co., Quebec.
McLeod Milling Co., Stratford, Ont.
Sutcliffe—Muir Milling Co., Moosomin, Saskatchewan.
Symington, W., & Co., Market Harboro', Eng.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Robertson, Geo., & Sons, Kingston, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.

Hides, Skins, Etc
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Pivoted Bin and Store Fixture Co., Toronto.

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Batger's—Rose & Laflamme, Montreal.
Downey, W. P. Montreal
Goodwillie's—Rose & Laflamme, Montreal
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Knife Grinders.
Ontario Supply Co., Owen Sound.

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Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
McLauchlan, Joseph K., Owen Sound.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

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Sutton, G. F., Sons & Co., London, Eng.
Tippet, Arthur P., & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, London, Eng

Polishes - Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Myers' Royal Spice Co., Niagara Falls, Ont

Refined Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Soap.
Tippet, A. P., & Co., Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes Co., Montreal.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Warren Bros. & Co., Toronto.

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Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Codville & Co., Winnipeg and Brandon.
Creed, J. S., Halifax, N.S.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Estabrooks, T. H., Lt. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Mokara Mills Montreal.
Myers' Royal Spice Co., Niagara Falls, Ont
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckett's Blue — Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
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Douglas & Ratcliff, Toronto.

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it is all Salt.

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Windsor, Ont.

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is on the face of Grocers who use

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from **DOUGLAS & RATCLIFF.** You'll get the smile if you send in your order.

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DOUGLAS & RATCLIFF

LIMITED

30 West Market Street, Toronto

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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NEW ADVERTISEMENTS.

McLauchlan, J. K., Owen Sound.
Rapp, Herman & Co., Liverpool.
Doughty, A. C. & Co., London, Eng.
Essex Canning & Preserving Co., Toronto.

THE STORAGE SYSTEM.

THIS is a point of great importance, particularly to the eastern houses of Canada, and one which means a good deal to them in ultimate results. Our attention has been drawn to the hesitancy on the part of manufacturers and merchants to avail themselves of the system of "storage" which is so prevalent in the United States, and to which has been largely attributable the expansion of American houses.

We are informed from a reliable source that one U. S. house, which has active business relations with Vancouver, B.C., has its goods stored in upwards of fifty different warehouses at various points with which they do business, in order to have their goods ready to hand for their customers. By this we do not mean that they have actually their own warehouses. They are simply availing themselves of the vast utility of the storage warehouse system. By this means they are enabled to get their goods through to various points at minimum rate and at most convenient times, often saving sufficient in freight to cover the duty charges. Besides which they are there, on the spot, immediately they are wanted by their customer, a point of the utmost importance. They are thus able to secure a much more substantial trade than if their customers were obliged to await delivery of goods.

The eastern merchants who are doing business with the Northwest, and who handle goods, say, from Great Britain, this system cannot fail to be an important one. They could avail themselves of the routes which proved most remunerative, either having them sent through by water route from England to British Columbia, or at through rates by land. This often means a material saving in handling and possibly in securing favored rates.

It is not in our province to enlarge upon this, as the case of each manufacturer would naturally vary according to the points he shipped from, and the goods he handled. In any case the fact that our American cousins have found from years of experience that the system of storage is a vast success, should be sufficient to create serious inquiry on the part of eastern merchants who purpose extending their trade to the new areas opening up in the Northwest.

A NEW TRADING STAMP PLAN.

PROMOTERS of trading stamp concerns are actively making preparations to continue their business after November 1st, when the Dominion Legislation providing for the discontinuance of the issue of stamps becomes effective. To effectually get around the clause which states stamps cannot be issued or redeemed by a third party, a company operating under the name of the General Specialty Co., Limited, with the further title of Affiliated Stores Agency, 124 St. Peter street, Montreal, has issued an interesting prospectus to merchants and the public, which they declare to be perfectly legal.

Montreal, the mecca of trading stamps, is the only centre operated in at present, but it is intended, according to H. E. T. Cook, the manager, that the system be extended throughout the principal centres of Canada. The plan is practically the old system, with the exception that the merchant redeems the stamps himself in order to keep within the letter of the law. The stamps are issued by the agency, with the imprint of each interested retailer thereon, a deposit being required as a guarantee of good faith. The company exacts a commission for its services in furnishing the stamps and doing the advertising. The stamps, redeemable by the merchant, are each worth one-half cent in goods, and one-third of a cent in cash. The co-operation and active interest of the retailer is sought by giving him a share of all profits, in fact four-fifths.

The advantage of this method over the merchant giving his own premiums is not entirely obvious, although the sponsors of the system claim their proposition has been well received. With the exception that stamps of different merchants can be made interchangeable, there is no additional advantage to the collector.

The Traders' Advertising Co., the oldest and largest of the Montreal stamp concerns, advises its patrons credit on all cash receipts returned to them will be given in a "savings coupon account," at the rate of one-half cent. for every cash receipt. This coupon account is to be extended indefinitely after the 1st of November, and they will accept the stamps of certain merchants at the rate of 5 per cent. on the face value of the coupons. Their method is to save the collector any trouble until $10 has been placed to the credit of the collector. Then three options are obtainable—$5 in cash, $8 in goods, or $10 in the Ideal Savings Company.

The success or failure of these proposals can only be proven by time.

CARELESS CANNING.

WE are pleased to note that the attention which we drew in our issue of September 8th to the evils of "Careless Canning" and its serious effect upon the trade of Canada has caused a good deal of comment amongst both the wholesale and retail trade.

Undoubtedly it is a question that calls for immediate and prompt action. That it is a very real grievance with the trade generally the correspondence which has come to hand on the subject clearly proves, and we select from it the following interesting letter from Lucas, Steele & Bristol, of Hamilton, Ont., for our readers' perusal:

Hamilton, Can., Oct. 2, 1905.
Editor Canadian Grocer,
Toronto, Ont.

Dear Sir:—Re careless canning. Was very much pleased to see your editorial a short time ago on the above subject. It is one which should receive the care

of both the wholesale and retail dealer. I quite agree with your correspondent that the sale of lobsters for all parties concerned outside of the packer is a most unprofitable one. Complaints come in from time to time of almost any brand one can handle. There is something wrong in the packing which prevents good keeping qualities. We did not get anything like the complaints we get nowadays in years gone by. The loss sustained by the trade, not only in lobsters but in other things of this description, is of far greater importance that we are apt to think. There is no reason why a retailer should be saddled with a bad tin of any description and the wholesaler should make it his business to see that he is not. Let the noble canner put up his goods properly, failing that let him pay for his incompetency and sloppiness.

Thanking you for the interest you take from time to time in trade grievances and trusting all your correspondents will look closely after their interests in this matter of careless canning,

Yours truly,
R. TASKER STEELE.

VALUE OF REPUTATION.

QUEER thing, this reputation. It takes toiling and moiling to get it —takes singleness of purpose and capacity to resist temptation to cheapen, but once you've got it its value is transcendent and can't be computed in dollars or cents. How infinitely better it is to build on a foundation of quality and worth rather than to chase the will-o'-the-wisp of cheapness, which leads you into bogs and swamps. "But my trade won't pay the price," wails some timorous soul. Your trade, dear merchant, is what you make it. If you insistently talk quarter, ten and five-cent brooms, and five-cent brushes, and ninety-nine-cent apples, and fifteen-cent oranges, how in the name of sense can you expect your trade to ask for anything else? Try the other. Talk quality, emphasize worth, lay stress on inherent goodness, and watch the result. Cut loose from cheapness, for you are leaning on a broken reed that will give you a bad fall one of these days. Profit and prestige lie in selling good goods. Is any feeling so all-satisfying as the consciousness that your name stands for the best?—for quality?—for blown-in-the-bottle goodness?—for stamped-on-the-bottom worth?

The successful men are those who have talked quality. There are a number of businesses in Toronto right under the nose of the large departmental stores making anywhere from three to ten thousand dollars for their proprietors. and they are only having about half the worry of the price cutter who usually finds it difficult, even with a larger turnover, to make his business show a net profit of more than one thousand dollars.

THE GOLDEN WEST.

By Our Staff Correspondent.

ALL attention is now directed to the Great West and its enormous crop, and naturally so, as reports from all parts point to the greatest grain yield the west has ever seen. The west, however, is only in its infancy, and greater things may be expected in future years. The average yield in Southern Manitoba, where The Grocer's representative is now traveling, is 25 bushels to the acre; in some places it is as high as 45 bushels. This means a big increase in business to the merchants of the west. The merchants have been carrying the farmers for some time, enabling them to buy more land and machinery, and there is many a hundred dollars' worth of goods out on credit which will now be turned into cash along with increased business.

MANY GOOD CUSTOMERS ADDED.

MINTO BROS., MELAGAMA TEA
Importers, etc.

Toronto, Oct. 17th, 1905.

The Manager Advertising
Department THE CANADIAN GROCER:

Dear Sir,—

In sending you our advertisement to-day we do it with a feeling that every issue of your valuable paper brings us fresh results, and we are free to admit that yours as an advertising medium ranks amongst the foremost. Our trade has made wonderful strides, and many of the good customers recently added have borne evidence to the fact "that they saw your advertisement in THE CANADIAN GROCER." We hope, both for yourse.ves, and for the good that you are doing us, that this good work will continue and feel that the customers gotten through your journal will continue to have no cause to regret having felt disposed to commence business with us. Wishing you continued prosperity, we are

Sd. Yours very truly,
MINTO BROS.,
Per W. M.

The credit business has reached enormous proportions in Western Canada, and the merchants are now making a determined and combined effort to bring it to a cash basis. The Manitoba Retail Merchants' Association are doing a lot of good in this direction, and if their resolution to do a cash business between the 1st of November and March is carried out, it will help much to bring the merchant to a better position financially. Some merchants are doing an entirely cash business with good results, while others claim it is impossible to carry on a cash business in the west.

* * *

One of the strongest advocates of the cash business is A. E. Code, of Morris, Man., who has been doing a strictly cash business for over a year now, and says it is a great success. He hasn't lost any trade; he knows exactly where he stands, is not bothered by keeping books, and is free from the worry that a credit business always involves, and is also able to sell at a lower figure, which has materially increased his business. Our readers are soon to have the benefit of Mr. Code's experience, as he has been induced to write a series of articles on these lines, which will no doubt be very interesting to the trade in general, and especially to those in sympathy with this movement.

* * *

Travelers are as thick as bees in all parts of Manitoba and the west, and are all doing a fine business. Merchants are all stocking up for the Fall and Christmas trade, which should be a record breaker. There is a tendency all along the line to purchase the better class of goods, and merchants say there is a bigger demand for the high-class article than formerly, which, of course, comes with the increasing prosperity.

* * *

The MacLean Publishing Co.'s papers were to be found in nearly every store, and it was great satisfaction to hear the many complimentary things that are being said as to their value and assistance in carrying on an up-to-date and progressive business such as you find in Manitoba and the west.

SALT IN ST. BONIFACE.

A DISCOVERY of the first importance to the people of the Canadian west has been made during the last few days. It has been found that there are large deposits of the best quality of rock salt in the little town of St. Boniface across the river from Winnipeg. A strong company of Winnipeg capitalists is being organized to develop the industry, and interesting announcements may be expected in the near future. The discovery was made by a man from Windsor, Ont., who had been connected with the salt industry in Eastern Canada. Having severed his business connections in the east he went to Winnipeg and spent weeks in the study of the geological formation of the country. At Bird's Hill he found his first indications of salt but evidently not in paying quantities. Following what he believed to be the direction of the vein, he bored for salt in St. Boniface and found it in large quantities. One or two rumors to this effect have appeared in the daily press and have not been generally credited. The Canadian Grocer has, however, what it believes to be absolutely reliable information that the story as given above is correct. The names of the capitalists interested are withheld for the present.

Our western readers will fully appreciate the importance of the discovery, but our eastern readers are probably not so well informed as to the price paid for salt in the west. All salt has to be brought in from the east and freight charges make the price mount up to fancy figures. The price quoted in Winnipeg at present for coarse salt is $1.95 per barrel. Hence the importance of the discovery of salt in the west can readily be appreciated.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

Association Sections.

HAMIOTA section includes merchants in following towns: Kenton, Hamiota, Bradwardine, Westwood, Harding and Oak River. Wm. Chambers, Hamiota, secretary.

Gladstone section.—Gladstone, Plumas, Ogilvie, Keyes and Woodside. Mr. Collins of Galloway Bros., Gladstone, secretary.

Neepawa section.—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare, Neepawa, secretary.

Emerson section.—Emerson, Dominion City, Ridgeville, and West Lynne. Secretary, H. McCaul, Emerson.

Morden.—Secretary, Harry Meikle.

Winkler.—Secretary, Alex. Wilton.

Altona section.—Altona, Gretna, and Rosenfeld. Secretary, W. J. Cobletz, Altona.

Arnaud section.—Arnaud, Otterburne, St. Pierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Souris.—Secretary, W. G. McLaren.

Napinka section.—Napinka and Medora. Secretary, Mr. Kaiser of Coote & Kaiser.

Minnedosa section.—Minnedosa, Basswood and Rapid City. Secretary, Jas. Campbell, Minnedosa.

Shoal Lake section.—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Company.

Birtle section. — Birtle, Foxwarren, Rossburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

Cartwright section—Cartwright, Mather and Holmfield. R. F. Moore, Cartwright, secretary.

Killarney section.—Killarney and Ninga. Mr. McCuHoch of Marquis & McCulloch, secretary.

Boissevain section.—Boissevain and Whitewater. J. D. Baine, Boissevain, secretary.

Deloraine section.—Deloraine and Medora. S. K. Colhoun, secretary.

Carnduff section.—Carrievale, Carnduff and Gainsboro. J. H. Elliott, Carnduff, secretary.

Melita section.—Melita, Elva and Pierson. W. Hamelin, of Hamelin Bros. & Co., Melita, secretary.

Alameda section.—Alameda, Oxbow, and Glenewen. R. C. Gibson, Alameda, secretary.

Estevan section.—Bienfaite and Estevan. Arthur Kelly. Estevan, secretary.

Virden section.—Virden, Lenore, Reston, Sinclair, Redvers, Antler, Hargrave, Routledge and Pipestone. E. J. Scales, Virden, secretary.

Organization work is proceeding as rapidly as possible and the secretary is meeting with encouragement from dealers in every town he visits. This week he has been at work in some of the towns on the main line of the C.P.R. west of the Virden section, the organization of which was reported last week. Mr. Coulson was accompanied by J. E. McRobie, the energetic organizer of the Retail Hardware Association, as the two associations are working together in a strong effort to stamp out the credit evil. The aims of the two associations are in great measure identical, and while it is not likely they will ever unite, it is eminently proper that they should work together in harmony. The credit evil is one which they should combine to stamp out, and it is gratifying to find the two secretaries working together in certain towns.

* * *

Evidence of the interest and approval of the banks in the progress of the association was furnished two or three weeks ago in a western Manitoba town. A meeting of the merchants in that section was to be held for organization purposes and there was difficulty in finding a suitable place of meeting. The problem was solved by the kind offer of a bank manager who placed the bank offices at the disposal of the merchants. Not only that, but he addressed the meeting and promised the dealers more favorable treatment by his bank if they would unite in a strong effort to stamp out the evils of the credit system. The association plan of closing books on November 1st and refusing credit until April 1st had his hearty approval. Merchants would put themselves on a sounder financial basis by dealing drastically with the credit evil and the banks could well afford to give such merchants more accommodation. The banker's remarks were pertinent, and worthy of the consideration of merchants in all parts of the west. No doubt the sentiments of the great majority of bank managers were voiced by the one in question.

* * *

In some sections the dealers are agreeing to refuse to allow 30 days' accounts to be treated as cash. For instance, in Virden two weeks ago it was decided to inaugurate a strictly cash system after November 1st. Undoubtedly this is the preferable plan as the 30 days' system readily lends itself to abuses, but in towns it is sometimes a difficult plan to carry out. Moreover, there are many 30 days' accounts in existence now which it might not be policy to cut off. The Canadian Grocer would be glad to have an expression of opinion on this point from western merchants.

FALL IN SUGAR.

At moment of going to press advices have been received of a drop in price of sugar of thirty cents per 100 lbs. at points between Moosejaw and British Columbia boundary.

A BALLOON "SURPRISE."

IT is not often that a balloon comes our way, but when it does all is excitement and "surprise." The balloon we are thinking of is certainly a veritable "surprise" and one which every reader of this journal can have for the asking. The Surprise Soap Co. have just issued an addition to their already numerous list of advertising attractions, and this time they appear again to have "hit the mark." It is in the shape of a cardboard balloon made to suspend from the ceiling, and has a very realistic effect, besides being full of speaking illustrations of the washing art. The car of the balloon is composed of a washing tub in which is seated a nigger washerwoman who is assuming well-feigned "surprise" at the loving embrace of her red-lipped lover, with the well known words, "Oh, what a surprise, two lovely black eyes," the "surprise apparently being the bursting of the balloon above and the appearance of a "pickanniny" who throws down a wash tub and a package of "Surprise Soap." This card advertisement hung up in the centre of a well lighted store cannot fail to create a most realistic effect.

Nor is this all; from the other side of the card the observer is confronted with the daintiest of dainty maidens, the very express of "surprise" at the wonderful effect produced on her linen by "Surprise Soap," with the well-known motto, "Makes child's play of wash day."

Every grocer should make a point of at once getting one of these tasty balloons. A post card directed to Mr. Henry Wright, Colborne street, Toronto, will secure one by return mail without charge.

HIGHEST HONORS.

A gold medal was again awarded to E. W. Gillett Co., Limited, at this year's Toronto Exposition in connection with the fine display they made. Goods made by this company are being used to a greater extent right along.

ONTARIO POTATO CROP.

THE potato crop this season has been somewhat attacked by rot, and in many fields the farmers say that about half the crop has been destroyed. The cause of this is probably due to the wet weather which prevailed at times during the summer though it was not thought that it was heavy enough or prolonged enough to give such serious results. The potatoes which are on low land are naturally the worst affected, though in some cases those on the high land are affected in the same manner.

The potato crop is becoming to be one upon which the farmers depend considerably, as in many cases, they are exchanged with city merchants for groceries during the Fall and winter, and the loss to those whose potatoes are affected will be a serious one.

IT'S TO YOUR INTEREST

To Handle

"SALADA" CEYLON TEA

Easy to Sell

Pays Well

Pleases Everyone

Well Advertised

The most popular package tea on the market

Black, Mixed or Green.

"SALADA" Toronto or Montreal.

HIGHEST AWARD - - ST. LOUIS, 1904

REINDEER

Condensed COFFEE

COMBINES

Pure Coffee
Rich Milk
and Sugar

A cup of excellent Coffee is prepared by simply adding boiling water.

There is always a brisk demand for Condensed Coffee in the Fall; it is used extensively by sportsmen at this season.

Every one should have it all the year round.

SEE THAT YOUR STOCK IS REPLENISHED

TRURO CONDENSED MILK COMPANY, LIMITED, TRURO, N.S.

A Good Profit and A Good Article

CELLULOID STARCH

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly: no bargain sales from tubs at the season's end of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, and everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited

Brantford, Canada

30

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Oct. 19, 1905.

REPORTS generally denote an inclination for trade to decline. On the street trade has been distinctly fagging, probably owing to the fact that up to the present it has shown a good deal of activity.

The retail trade whilst it might be described as being good, has not shown the life and activity that were manifested at the time of our last report.

Canned goods continue to attract active attention, and there is a distinct feeling that present prices form a satisfactory basis upon which to buy.

The sugar market continues uncertain and cannot be described as altogether satisfactory.

Syrups and molasses have been particularly uninteresting since our last issue, and prices remain unchanged and rather of a normal character.

Coffee has shown only moderate interest, buying being reported to be somewhat of a decline on our last report. The universal situation of coffee seems to be somewhat unsettled; whilst European markets are reporting a firmer aspect, American markets are suffering somewhat from an accumulation of spot stocks, although the world's stocks show a statistically stronger position than in two previous seasons.

Whilst the local tea trade is not showing the same degree of interest reported in our last issue, yet it is considered in a satisfactory condition.

Foreign dried fruits are occupying a good deal of interest owing to the expected arrivals of new fruits. As will be seen in our detailed report below the situation in Mediterranean goods is showing distinct signs of change and it is probable that this market will settle down to a better basis at an early date.

Rice and tapioca have shown no change since our last issue and tapioca prices are hardening towards a rise.

Spice has shown little interest and there is no new feature to report.

The honey market is showing signs of strengthening. Demand has been more active and consequently prices have advanced somewhat all round. The feeling in this market is that prices will now continue to strengthen.

Beans have been showing a fair demand, but the market lacks animation. Previous quotations are ruling firm.

The fresh fish market continues to be active and the quality is well maintained. Oysters especially show good favor with the public with demand materially increasing.

Dried fish is uninteresting.

The grain market, as our detailed report denotes, is doing active business, but transport difficulties are making the situation somewhat serious.

The flour market is showing activity with export trade particularly bright and previous quotations ruling firm.

Breakfast foods are getting more interesting as the season approaches.

The hide market has no new feature of development. Business is still on an unsatisfactory basis. Good demand continues, but sales cannot be effected to show a reasonable basis of profit.

Canned Goods—There is little to remark in the situation of canned goods. Orders have been coming in freely and interest seems to be continuing by way of stocking up for the autumn trade. There is still a strong feeling with regard to tomatoes, but we have no quotable change to report.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal		2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals, standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips		2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2 s, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal. pie, not peeled	3 27½	3 25
Pineapple—		
2 s, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	1 40
3's	1 82½	1 80
Parsnips—		
2's	0 92½	0 90
3's	1 02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00

Chili sauce same as tomato sauce.

Catsups, tins, 2's	0 55	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		9.½
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—Despite heavy receipts at U.S. four ports, the market has been strong in tone during the week under review and there appears to have been considerable enquiry for Java sugars afloat and nearby, at prices equal to 1-32 on last spot sales. There have also been sales of Cuban sugar at prices showing slight increase. The bulk of Java sugar shipped to Atlantic ports has come to hand, and as supplies from that source for the balance of year will be short. U. S. refiners must turn their attention again to Cubans.

There has been some trade done in new crop Demerara sugar on account of U. S. and Canada refiners including one cargo of 4,500 tons to Vancouver, something quite unprecedented. Some of these sugars have also been placed with the Howell refinery, New York, at a parity of 2 1-16 C and F, equal to the duty paid price of 3 3-4; or 1-8 over recent spot sales of Cuban sugars.

Quotations for 80 per cent. beets, which have been for some time 3-16 to 1-4 above New York cane parity, shows some slight recessions, but these have been only fractional; whilst the recent high quotations were 8-9 3-4. To-day's figure is 8-8 1-4, basis f.o.b. Hamburg, equal to 3.81 duty paid, New York, for 96 test centrifugals.

Recent cables from England report weather unfavorable for crop work, but Lischt makes practically no change in his preliminary estimate. A month ago he estimated the outturn at from 6,285,000 tons to 6,755,000 tons, and on the 13th inst. he cables an estimation of the total production for all Europe of 6,550,000 tons against the 1904 and 1905 crop of 4,706,900 tons, an increase of 1,843,000 tons.

Total stocks in all principal countries at latest uneven dates were 1,017,465 tons, an increase of 156,915 tons compared with the two previous years.

In Cuba, grinding ceased some weeks ago and there have been no receipts at shipping points for some weeks past, while exports have been nominal, averaging from 3,800,000 tons in one week to 15,800 tons in one hour.

The U. S. refiners' meltings for week ending October 10th were 46,000 tons, compared with 48,000 tons the previous four weeks, the reduction indicating a slight falling off in consumptive demand.

In refined there is nothing of interest to report, no change transpiring during the week either in American or Canadian markets. Locally there has been a noticeable falling off in demand which is probably to be attributed to the close of the canning season. Domestic beet sugar has not yet come on the market, but first arrivals are expected any day now.

Paris lumps, in 50-lb. boxes	5 43
" in 100-lb. "	5 33
St. Lawrence granulated, barrels	4 78
Redpath's granulated	4 78
Acadia granulated	4 63
Berlin granulated	4 78
Phoenix	4 78
Bright coffee	4 63
Bright yellow	3 78
No. 3 yellow	4 53
No. 2 "	4 38
No. 1 "	4 28

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The local market has been practically featureless since our last report. Demand has been particularly slow and there is no change in price to report. New York advices denote stronger prices with a good deal of demand on account of withdrawals on outstanding contracts, otherwise there appears to be no feature of interest.

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The trade in coffee has been somewhat indifferent since our last issue, little demand has been manifested and there is no fresh feature to report prices remaining as in previous quotations. Foreign markets report a general weakening following on the news that the needs for October were larger than had been previously contemplated and expectations are that the estimate for October will be materially exceeded. It is, however, believed that the statistical position of the world's stocks unquestionably shows an improvement over the previous two years. The European markets show a much stronger position in contrast to that of New York, which appears to be suffering by the accumulation of a great surplus.

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Tea—The local market for tea is showing good interest and a fair amount of trade has been effected. Prices are ruling very firm for teas showing any degree of quality. Samples to hand continue to show good liquoring properties, but it is somewhat difficult to secure high grade teas out of some of the latest samples, consequently approved teas are maintaining interest at firm prices. There are only a few Japan samples to hand and Japans, in consequence, are fairly firm. This is rather on account of the lack of samples than any inclination towards increased demand. The London market still reports great strength on all favorite growths, and as this market holds the key of the situation it is more than probable that present prices will maintain a firm aspect. In Indians the proportion of choice qualities is much smaller than was being offered a few weeks ago. Prices, consequently, rule high. In Ceylon the situation was similar, all descriptions of tea being keenly competed for.

We quote:

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
" Orange Pekoes	0 22	0 29
" Pekoes	0 18	0 24
" Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finest May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Foreign Dried Fruits—There has been a good deal of interest in these lines since our last issue and in some instances new fruit prices are ruling.

In Eleme figs quotations have shown an advancement of two to four cents.

Californian evaporated apples are stronger and quotations are ruling on a high basis.

Currants have advanced one cent all round, and domestic evaporated apples are also firmer at eight and a half cents.

There are some very good Sultanas showing and fancy and extra fancy fruits are ruling high, being quoted at from thirteen to sixteen cents.

Valencia raisins are showing a lower basis of price on importation equivalent to half a cent on the price quoted four weeks ago. This has had a bad effect locally, quotations given to buyers for goods which are now nearly one month away, interferes with free buying of spot goods which are more money. It is difficult, however, to get firm offers from shippers as growers are unwilling to deliver fruit at present low price of markets. It is certain that high prices will have to be paid later on, as after all the crop in September is only a full crop, and not an advance, and conditions for completion are good everywhere. The U. S. being a very large

Sugar is unchanged, and no new features to warrant either a decline or advance. Most of the buying has been done for the Fall, and jobbers report only hand to mouth orders.

There is no change to report in syrups and molasses, and business is only fair.

Canned goods are dull and the jobbing trade report being busy in making their future deliveries.

In dried fruits there is also a scarcity of news. Brokers report that their orders are either all filled, or nearly so, and report only ordinary inquiries.

Fish trade shows an improvement. The cooler weather having a tendency to improve the demand, and country orders are coming in to dealers. The shell and bulk oyster business is also improving.

There are no changes to report in either rice or tapioca, which are firm.

Provisions generally steady. Butter and cheese show a slight falling off in volume of business done.

Canned Goods—Business is reported very quiet, all jobbers stating that orders are very light and that very little new business has been done besides filling future orders. There are no changes of any kind to note in prices, and no further reports as to the percentage of pack of tomatoes canners will be able to deliver. The same applies to corn. In the canned fish line, such as salmon, finnan haddie, sardines, etc., business is reported as fairly good, though nothing abnormal. We quote :

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	0 82½
Gallon, per doz	5 00	....
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02½	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pumpkins—		
3-lb. tins	....	0 72½
Squash—		
3-lb.	....	1 00
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " " "	....	1 80
3's " " " "	....	2 10
Raspberries—		
2's, black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75

Specifications of Groups.

Group No. 1 comprises following brands : Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises : Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905 :

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—The sugar market unchanged. Business very quiet and both jobbers and refiners report as little prospect for any active revival in the near future. The preserving season is practically over, country merchants seem to be fairly well supplied for present requirements and are shaping their orders on a hand to mouth basis. We quote :

Granulated, bbls.	$3 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes and bbls	5 20
" " ½-boxes and ½-bbls	5 30
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 35
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 65
Bright coffee	4 55
" yellow	4 55
No. 3 yellow	4 50
No. 2 "	4 35
No. 1 " bbls	4 10
No. 1 " bags	4 30
Raw Trinidad	3 65 3 68
Trinidad crystals	4 30 4 55

Syrups and Molasses—The situation in molasses this week is unchanged. Business is on the quiet side. Prices are easy and no indications of any advance in the immediate future. The demand for corn syrup shows some improvement, and with the colder weather will no doubt be satisfactory to the trade. We quote :

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—Business locally in coffee is reported as fairly satisfactory. The tone of the market continuing steady; as the colder weather approaches there will naturally be a stronger demand for coffee. New York advices show a very fluctuating market, tending rather towards a decline. Mocha coffees are reported firmer. Messrs. Watt, Scott & Goodacre in their report of date of the 17th say :

During the past week New York option market has declined twenty points. This has been brought about by more favorable conditions for the Brazil crop of 1906; the temporarily congested state of the U. S. market, notwithstanding the decrease in the world's supply, as compared with this date last year; and lack of inclination to support switches on the part of bankers, resulting in selling by Wall street.

While the statistical posifion in general has improved, the American markets are staggering under too much coffee. Nevertheless, it will be several years before the world's production of coffee will again be equal to its consumptive requirements and prices will eventually work to a higher basis. For the present, however, speculative holders have become discouraged.

Brazil market to some extent reflects the New York quotations, and is slightly easier.

Tea—Local market shows steady trade, with firmness as characteristic of all lines. China greens are reported very scarce and the advance reported last week is confirmed. Ceylon blacks also are stronger on the London market, and Ceylon greens are reported higher. The general feeling in the tea trade is decidedly firm and some good active business is reported among the local trade. Brokers say that many offers from their trade are being turned down, thus confirming the general feeling of strength that has developed within the past few weeks. There is nothing new to report in Japans, these teas commanding a fair amount of attention and some trading at the stronger figures noted several weeks ago. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits—The jobbing trade report good business in Valencia raisins, figs, and other Mediterranean fruits. Shelled almonds, Malagas, are somewhat steadier. Walnuts unchanged from last quotations. The market for Sultana raisins continues to advance on account of the Smyrna crop turning out smaller than was expected. Some

speculative buying is being done by the jobbing trade. The last direct sailing from Mediterranean ports will be made this week, and importers are looking forward to better business on arrival of cargoes, as more complete lines will be available. California evaporated fruits continue strong, and indications point to higher figures on prunes and peaches. Apricots also are quoted slightly higher. We quote :

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 03
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—Both rice and tapioca are firm with business only fair as usual at this season. New York market strong in both lines and trading fair. Jobbers say business not especially large or interesting. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—The market is showing some improvement in all lines except nutmegs, which are the lowest on record. No change in peppers. It is reported that the Lampong crop is still further reduced. Cloves are irregular though on the whole fairly good business is being done at the fluctuating prices. Ginger is without special note. Local demand is quoted as being on the improve. We quote :

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—There is a slightly better feeling in the honey market, and more inquiries appear to be coming in. We quote :

White clover, extracted tins	0 06½	0 07
" kegs	0 07½	0 07½
" comb, new	0 12	0 13
Buckwheat	0 05½	0 06

Beans—The bean situation is very strong and a scarcity prevails in the west. Holders are asking $1.50 and not overly keen to sell at these figures. Jobbers here report having orders turned down on them even at this figure. Yellow eyes are firm at $1.60. Holders generally are looking for much higher prices in the near future. We quote :

Choice prime beans	1 50	1 65
Lower grades	1 40	1 50

Fish—The demand for fish of all kinds is improving, especially in smoked fish. Finnan haddies are now being freely ordered by merchants at outside points. Bulk oysters, which have been rather slow sale on account of the warm weather, are also meeting with better demand, and inquiries are coming in generally. Shell oysters are more plentiful and prices a little easier, and there is a wide range in the various kinds. All kinds of salted, prepared and boneless cod are high, due to the partial failure of the fisheries. We quote :

Fresh bulk oysters, standards	1 40
" " selects, per imp. gal	1 60
Finnan haddies, 15-lb. boxes, per lb	0 07
Kippered herring, per box	1 00
Smoked herring, in small boxes, per box	0 10
Fresh haddock, per lb	0 04½
Market cod, fresh, per lb	0 04
Steak cod, fresh (heads off), per lb	0 06
Lake trout, fresh, per lb	0 08
Pike, fresh, per lb	0 06½
Sea trout, fresh, per lb	0 10
Dore, fresh, choice, per lb	0 08
Smelts, fresh, per lb	0 10
B.C. salmon, fresh, per lb	0 14

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Oct. 19, 12.30 p.m.

BUTTER—Unchanged and quiet; weaker tone; fancy, 22½c. to 23c; choice, 22½c. to 23c; good to fine, 21½c. to 22½c.

CHEESE—Market quiet, with easier tone; prices unchanged.

EGGS—Unchanged; firm market; good supplies for export principally; fair demand, selected stock sold at 22c.

PROVISIONS—Plenty of receipts; demand for hams and cured meats slow; good trade in abattoir killed hogs; prices unchanged.

Gaspe Salmon, per lb., frozen	0 15
Halibut, frozen, per lb	0 14
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 20-lb. boxes, per lb	0 06
Boneless fish, 2-lb bricks, "Gem of the Sea" brand, 20-lb. boxes, per lb	0 05½
Skinless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles, per bundle	5 50
New Labrador salt herring, per bbl	5 50
" " " per half bbl	2 75 3 25
New B.C. salt salmon, per bbl	12 50
" " " per half bbl	7 00
New Labrador salt salmon, in tierces, per tierce	18 50
" " " in bbls., per bbl	13 50
" " " in ½ bbls per ½ bbl	7 50
Salt mackerel, 20-lb. pails, per pail	2 00
Pickled lake trout, in 100-lb. kegs, per keg	4 50

Maple Products—The market for maple products is unchanged. The cooler weather has had a tendency to stimulate trade, and inquiries are coming in somewhat better. We quote :

Maple syrup, in wood, per lb	0 06	0 07
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08	0 09

Evaporated Apples—Are in good demand and very strong, being held at 8c. Jobbers are awakening to the fact that higher prices will have to be paid. The situation is extremely interesting and decidedly strong. The fact that American markets are also high, from 7½c. to 7¾c. being asked at American factory points, has a tendency to firm up holders here. Dried apples also are firm and 4c. to 4½c. is being asked for them at country points.

Grain, Flour and Cereals.

Flour—Business on the quiet side: buyers holding off, and this despite the fact that millers are firm. Millers holding up prices on old Manitoba wheat flour. Receipts are light. Local demand is of a hand to mouth character. We quote :

Winter wheat patents	4 90	5 00
Straight rollers	4 60	4 70
Extra	4 30	4 40
Straight rollers, bags, 90 per cent	2 20	2 30
Royal Household		5 00
Glenora		4 70
Manitoba spring wheat patents		5 00
" strong bakers		4 70
" bakers		4 10

Rolled Oats—Little or no change to report. Demand is fair. Receipts light under firm prices. Exports are light. We quote :

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 55	2 60
Granulated " "	2 55	2 60
Rolled oats, "	2 10	2 20
" bbls, on track		4 85
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Hay—Hay is in fair supply. Market strong for No. 1 and good No. 2, with clover and clover mixed easier. Exporters complain of inability to secure space on ocean liners, and many cars awaiting shipment. It is said that 75 or more cars are held at Portland waiting space. We quote :

No. 1	8 50	9 00
" 2	7 50	8 50
Clover mixed	6 00	6 50
Clover, pink		6 00

Feed—Bran has had a decline on account of the cut made by a leading miller. Western representatives followed suit and Manitoba bran sold at $16. Shorts also have been shaded and selling at $19 per ton. We quote :

Ontario bran	16 50	17 00
Mouillie	20 00	21 00
" milled	20 00	25 00
" grained	26 00	29 00

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are offering interesting quotations on new season's cleaned currants.

The Tillson Co. have just put on the market a 5-lb. package of rolled oats. The package itself is one of the handsomest on the market, and as Mr. Millman, their agent, says the presents are a little better than any of the rest, and there is no doubt that this package contains the best rolled oats that can be produced. It has only been introduced the past few days, and already they have sold one car, and another one in transit.

It will be good news for the retail grocers and consumers generally to know that they can now buy the Ontario Sugar Co.'s granulated again, as the new crop is just being marketed. The goods are second to none manufactured, and none tests a higher quality.

Buyers of Spanish onions should communicate with H. P. Eckardt & Co., who are offering exceptionally fine quality.

"Vleena" figs are in stock with the Eby, Blain Co., Limited.

If you have not seen the Shamrock label for sockeye salmon you should. It is one of the finest in get-up and most attractive produced. W. H. Millman & Sons are the agents.

"MADE IN BERLIN" EXHIBITION

BUSINESS men have learned to expect exhibitions of various natures and purposes, either of general character such as the Toronto Industrial Exhibition, or of special purpose like the Pure Food Shows held annually in Montreal, Toronto, and other centres.

It has remained to Berlin, Ont., to institute (at least so far as Canada is concerned) an exhibition along lines most characteristic of the times, when protective sentiment is developing into a spirit of Provincial and even local loyalty.

This week in the large hockey rink of the town a "Made in Berlin" exhibition is being held. Not only is this exhibition designed to interest local buyers in the goods displayed, but each day brings many people from neighboring towns, attracted by single fares on the railway and a musical performance in the rink, as well as by the Exhibition itself.

Of the towns of Canada none probably could make a display of local manufactures which should be as large and diversified, as high in standard of design and workmanship and withal as interesting to the average person as the display being made by Berlin manufacturers this week. The more important manufactures of Berlin include: Furniture, leather, felt goods, shirts, collars and cuffs, sugar, rubber shoes, trunks and valises, pianos, suspenders, boilers and engines, furnaces, office furniture and interior fixtures, robes and clothing, woodworking machinery, gas and gasoline engines, clocks, gas and electric meters, aluminum goods, cigars, beer and automobiles.

The average retail grocer visiting the Exhibition would find many of the exhibits of especial interest to him. If he took any real interest in the appearance of his store or in reducing to a minimum the cost of handling his goods he would probably spend considerable time in studying the exhibit of the Walker Pivoted Bin and Store Fixture Co.

This display constituted an example of grocery store interior and was a model of its kind. At the back was a wall arrangement, showing pivoted bins in various sizes and styles from floor to the height of one's shoulder, above which was arranged shelving of modern construction. In front of this was shown a counter with pivoted bins so placed that when in position they would not project beyond counter edge yet when canted outwards goods could be taken out with ease. The woodwork of the display was of the highest quality, showing what an attractive interior could be made with "Walker" fixtures.

Inasmuch as the grocer has to handle shoe and stove polishes, household oils, etc., the display of the Alpha Chemical Co. could not fail to arouse his interest. This firm has a large booth and on a table in the centre as well as attached to panels at the back they had a most comprehensive display of shoe and stove polishes, ammonia, borax, blues, chloride of lime, harness soaps, etc.

One result of a visit to this Exhibition would be added interest in the woodenware, brooms, etc., made in Berlin.

A. Hertel devoted a display to Klondyke refrigerators, washing machines, enclosed ash sifters, benches, clothes horses, etc.

The Berlin Woodenware Co. included in theirs such lines as extension and step ladders, rocking horses, clothes horses, benches, rolling pins, Indian clubs, etc.

A. T. Schiedel confined his display to brooms and whisks, making a nice showing in a small three-sided booth.

The Standard Broom & Brush Company made a fine showing in small brooms and whisks, their range of the latter line being particularly strong.

A display that could not fail to interest merchants was that of the Berlin Electric Co., who showed an automatic switch, designed to switch off electric lights at any hour desired, thus saving light bills when service is given by meter.

The grocer who handles tobacco would find it well worth while spending a few hours in examining the cigar displays made, as Berlin is steadily pushing forward as a centre in the cigar industry.

The Co-Operative Cigar Co. made prominent in their display their "Lustig," "Big Lustig" and "The Cobalt," the latter being a new line named in honor of the recent mineral discoveries in New Ontario.

A feature of the display made by the Berlin Cigar Co. was the fine lithographs used to advertise their "Baron" and "Buffalo," "Lady Ashley," "El Puerto" and "Canadian Belle" cigars. Some of these pictures are well worth writing for.

Wm. Meinke confined his display to his "Irme" and "Berlin Club" cigars, showing at the same time some of the leaf from which they were made.

Joseph Winterholt had a display reaching from the front of the booth to the ceiling at the back. In a cabinet at the front the brands "Hub," "Joe's Prime" and "Havana Straight" were given especial attention, three fine samples of leaf being also shown.

C. Blankstein had a pyramid of "C. B.," "Startler" and "Allan" cigars, so nicely shown that casual passers generally stopped to examine and hear of the merits of the cigar.

A display of more interest to manufacturers of candies, confectionery, etc., than to retailers was that of A. & C. Boehmer, paper box manufacturers. This firm included in their display paper boxes for practically all purposes, from the ordinary-looking yet strongly-built boxes for shoes to the dainty and highly decorated boxes for candies, biscuits, etc. Some of the art work shown on these boxes was of the highest type, showing that this firm is seeking the patronage of particular buyers.

The exhibitors have reason for congratulating themselves not merely on the success of this exhibit but also on the production of goods of such quality and attractiveness.

LIVING IN VANCOUVER.

Eastern visitors, of whom there have been many in coast cities this year, all remark the comparative cheapness of all articles. A Toronto visitor said the other day, "Why butter and eggs are as cheap in Vancouver as they are in Toronto. At the present time we are paying not less than 25c. for good butter, and fresh eggs are 35 and 40c per dozen already. These prices are not anything extraordinary."

The home production of butter is this year much greater than in any previous year, and though eggs are never in sufficient quantity locally to supply the market, the quantity of imported stock during the Summer has been less than in past seasons.

To Our Advertisers

ON account of Thanksgiving Day falling on Thursday of next week, the SPECIAL FALL GROCER will come out a day earlier than originally contemplated.

Advertisers are therefore asked to send in their copy for this number at once.

All copy should be in our hands by Monday night, 23rd inst., at the latest.

ADVERTISING MANAGER,
THE CANADIAN GROCER

LIQUIDATION OF DOMINION PACKING CO., LIMITED.

The final dividend of 2.71 paid by the creditors of the Dominion Packing Co., Limited, Charlottetown, P.E.I., on October 2nd, must be extremely disappointing to the creditors. The assets are given as $5,125.95, and total liabilities $188,932.94. Although the business was started with a view of securing a Provincial subsidy from the Prince Edward Island Government, that august body refused to make payments. It has been stated that several offers had been made to re-establish the business, one in the neighborhood of $100,000, and it seems a pity that the concern could not have been kept going by the acceptance of this amount and the placing of the affairs of the company on a paying basis.

BRITISH COLUMBIA NEWS.

Vancouver, B.C., Oct. 11, 1905.

ACTIVITY in inquiries as to facilities for establishing flouring mills in Vancouver still continues. One former Washington State miller asks for full particulars this week from the city council, and there have been a number of propositions mooted in the past few weeks. The continued boycott of American flour by the Chinese may have had some influence. Latest advices from the Orient would indicate that the Chinese are making their boycott felt very decisively. In flour the entire business has been cut off, while in the past all the flour used in the Orient has been shipped from Puget Sound and California ports. Nearly all contracts for September shipment have been cancelled.

* * *

Potatoes are likely to be very dear and scarce before spring if the present movement keeps up. Reports have it that nearly the whole of the Ashcroft crop has been picked up and that other up country points have sold their crops too. The continued wet weather during September has had a bad effect on the potato crop in the lower Fraser Valley where it is a leading crop. It is said the potatoes are keeping very badly and that will make it impossible to hold them over till later in the winter or till spring. By the next Australian steamer, the Miowera, a large quantity of potatoes will be shipped, demand in the Antipodes being active at the present time and the season being opposite, gives a chance to ship with profit. Prices for Ashcrofts already rule at $24 and $25 to the trade per ton, with better class local highland potatoes at $15 and lowlands at $12.

* * *

Apples are very plentiful on the market just now, with prices and quality showing wide range. As high as $1.75 per box and as low as 75c., covers the range. Winter pears are now very plentiful and the quality is good. There is no better keeping fruit as a rule. They are quoted from $1.00 to $1.75 per box. Quinces are not yet very plentiful, and are quoted at $1.25 to $1.75 per box, same size as pear box.

Grapes of local production have been rather plentiful, and from some upper country points and from the Okanagan large quantities have been shipped. This fruit promises to be a considerable factor in the shipments from some points.

An oddity in foreign fruits on this market is a shipment of Jamaica oranges which is to arrive in a day or so. Prices are not yet quoted.

* * *

The local produce market shows little activity. Butter has remained steady with a weak tendency because of the quantities of Manitoba and Northwest butter now in store at prices which hold down the price of the local article. Local butter has a certain market, but the demand for strictly fresh butter is not sufficient to allow a premium on the whole local make as it used to be. Therefore, the price remains down near that of eastern makes. Local is quoted about 25c. wholesale, with Manitoba and Northwest at 20c. to 24c.

Local fresh eggs are up, 40c. to 45c. per dozen being asked and all eggs offering at that price readily taken. Eastern store eggs of good quality are selling at 26c. to 28c. in case lots. Stocks are not large.

* * *

Fish—Steamer New England reached port on Sunday from the northern halibut banks with but 30,000 lbs. of fish. Rough weather prevailed during the trip.

Tests of the oysters at Blunden Harbor have been made by Mr. T. W. Mitchell, an English expert on oyster propagation. He says that the waters in the lagoons at the head of the harbor are ideal for successful cultivation of the bivalve and that unlimited supplies can be obtained from beds there.

The sockeye run has about ended now. Nothing like it has every been heard of in the history of the salmon industry on the Fraser River. The humpbacks, which usually follow the sockeye and indicate that the run of that variety of fish is over, ceased running first, and the cohoes, the later variety, have been out-numbered by the late sockeyes. One result of the great run this season is that the upper waters of the Fraser have been well stocked and the spawning grounds seeded with ova which insures a good run four years hence.

Prices paid for the fish to fishermen have varied greatly, as the canneries were not all running and at times so many were caught that they could not be handled, though not, of course, to the extent that prevailed during the proper season a month or two ago.

A sailing schooner, the Alden Besse, is to leave port this week for Japan loaded largely with salt salmon put up by Japanese. The vessel is owned by Awaya & Co., of Osaka, Japan. Mr. Shiro Kuroda is the firm's representative in this country, and they own large interests in the fishing and curing plants for salt salmon and herring on the coast.

* * *

There are two sections in the Canadian Manufacturers' Association, the east and the west, when it comes to considering the re-establishment of old "Rule No. 2" C.P.R. freight regulations. Following the appeal of the Canadian Manufacturers' Association, made on behalf of eastern wholesale shippers, for a ruling that this regulation should be replaced in the regulations, and the counter appeal of the wholesale trade here, the B. C. Wholesale Hardware and Grocers' Associations which sent delegates east to interview the eastern portion of the Manufacturers' Association with a view to impressing the justice of their case upon them.

"Rule No. 2" when it existed, permitted eastern wholesalers to mix any freight at hand and ship it west in carload lots, which the western jobbers considered an unfair advantage, and they united in an effort which was successful in having the rule removed. The eastern men have invoked the Railway Commission, and the joint delegation now seeks to induce the Manufacturers' Association to withdraw this request, though the B. C. jobbers put up a strong fight against the restoration of the rule, when the matter was up before the commission at the time it sat here. The delegates appointed to go east were Messrs. J. E. Elliott, of McLennan, McFeely & Co., Limited, Vancouver; C. P. W. Schwengers, of E. G. Prior & Co., Limited, Victoria; John Burns, manufacturers' agent, Vancouver; W. G. Mackenzie, of Wood, Vallance & Leggatt, Limited, Vancouver; J. A. Rickaby, of R. P. Rithet & Co., Victoria.

N. S. Markets.

Halifax, N.S., Oct. 17, 1905.

THE grocery markets continue very active. Prices generally steady. Good sales reported in all lines. The weather so far during the month of October has been remarkably fine, and the roads in good condition for travel, hence business continues to reap the benefit of these favorable conditions. From all points trade continues satisfactory, the orders coming in from the Cape Breton districts being even better than usual.

Sugar—There has been a decline in the price of sugar since last quotations, prices here now being as follows:

Icing (25s) $5.75, icing (50s) $5.70, icing (1-2s) $5.60, cut loaf (boxes) $5.50, cut loaf (1-2s) $5.35; XXX granulated, $4.70; Austrian, $4.60; bright yellow, $4.50; No. 1 yellow, $4.20.

Canned Goods— The low price of canned goods has caused the dealers here to lay in large stocks, and most of the orders placed have been filled with the exception of peaches.

Dried Fruits—Dealers here say that there has been a considerable advance in the price of seeded raisins, and that the new stock when it arrives will cost at least two cents per pound higher than last year. Some small lots of new Valencias received here are jobbing at six cents per lb.

Evaporated Apples—The prospects are that evaporated apples will be considerably higher than the opening price last year. One dealer quotes 7 1-2c. as the price.

Syrups and Molasses—The dealers here still have good stocks of molasses on hand. An advance is looked for, but so far it has not yet materialized.

Fish—The receipts of shore fish are increasing. During the week several vessels arrived with large cargoes. There are also about 20,000 quintals of fish on the way here from Labrador. Labrador and Bay fish are quoted at $5.75 and Grand Bank at $6.00. Sales have been made here of Lunenburg fish at $6.00 and $6.25, for the choicest Lunenburg fish are being firmly held at the prices quoted. Some lots of fat mackerel are quoted at $15 a barrel, unculled, and herring ex vessel, $4.00.

SARDINES

FROM FIVE DIFFERENT COUNTRIES:

Canada, England, Portugal, Norway, France

CANADIAN:—2,500 Cases **YACHTSMAN'S BRAND,** first quality Sardines in oil, packed by J. Sutton Clark, Limited, L'Etang, N.B. Decorated machine-made Tins, machine-packed fish at the UNPRECEDENTED PRICE OF $3 00

ENGLISH:—White Tins, brass labels, key openers.

F. Francois & Co.,	¼ tins, ... per case of 100 tins	6 00
F. Francois & Co., American	¼ tins, ... per case of 100 tins	8 00

PORTUGUESE:—¼ flat tins, key openers.

Phryne brand,	..... per case of 100 tins	7 50

NORWEGIAN:—Smoked, in Oil, **CROSSED FISH BRAND.**

¼ tins, key openers	..... per case of 100 tins	10 00
½ tins, key openers	..... per case of 100 tins	16 00

Lots of 5 cases or more, **freight prepaid** to Railway and Boat Stations in the Maritime Provinces, Quebec, and Ontario, east of North Bay.

FRENCH:—Key Openers.

Sportmen brand, ¼ club tins	..... per case of 100 tins	12 50
Sportmen brand, ½ club tins	..... per case of 100 tins	22 00
Yacht Club, Boneless, ¼ tins	..... per case of 100 tins	17 00
Yacht Club, Boneless, American ¼ tins	..... per case of 100 tins	22 00
Rodel, Boneless, ¼ tins	..... per case of 100 tins	24 00
Rodel, Boneless, ½ tins	..... per case of 100 tins	35 00

TERMS: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

Hudon, Hebert & Cie.

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Something New in Fancy Mustard Packages

We are offering to the trade a novel and rapid selling line of **Fancy Mustard Packages**—a line that every grocer will sell rapidly. Ask our **Mr. Fielding,** Ontario Representative, and **Mr. Bernard,** Quebec Traveller, to show them to you.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Mercantilable Power

Reputation is the force—the power that makes sales and creates demand. Now, reputation is not the result of advertising, it is personal trial, actual test by the very last court of appeal—the consumer. An article which sells on its reputation is the very best and most profitable kind to handle; its sale is sure and quick, at good prices.

Lion Brand Pickles have been sold on merit alone for nearly half a century. They have been tried by the consumer, and their reputation is established. They look better, taste better, and are better than any other Canadian Bulk Pickles on the market.

THE OZO CO., LIMITED
MONTREAL.

BUSINESS PERSONALS.

MR. O. LEFEBVRE, Montreal, proprietor of the well-known "Chinese Starch," has his American branch at 123 Merrimack street, Boston, in good running order. The New England branch is under the management of Mr. A. F. Hogue and business is growing rapidly.

J. W. Windsor, of Montreal, is at present in British Columbia in connection with his business. On his outward trip he visited Chicago, St. Paul, Winnipeg and Calgary, and he goes to California before returning.

J. Lister Nicholls, who during the past few years has represented E. W. Gillett Co., Limited, Toronto, in Newfoundland, passed through Montreal on his way west and favored The Grocer with a call. Mr. Nicholls leaves E. W. Gillett Co., Limited, to enter into business with Mr. R. R. Goulding, of London, Ont., making a specialty of pushing Nu-tri-ola, a family medicine that is enjoying a good reputation in the Western States.

Fred Paradis, Sherbrooke, P.Q., for many years buyer and manager of T. A. Bourque, wholesale grocer in that city, was in Montreal last week on a buying trip with his partner, Mr. Leclair. Mr. Paradis has severed his connection with T. A. Bourque and is branching out in the wholesale grocery and jobbing line with Mr. Leclair, opening up in Sherbrooke. Mr. Paradis and Mr. Leclair are both energetic and hustling young business men and enjoy a large acquaintanceship in Sherbrooke and district, and will no doubt secure a good share of the local and near-by trade. The Grocer wishes them success.

HINTS TO BUYERS.

Train loads of canned goods are now being got ready and in transit from the Old Homestead Packing & Canning Co., Picton. The demand for Old Homestead canned goods has been so great that the factory has had to turn down many orders lately.

The Tillsons have also made an arrangement with the Rolston people of St. Louis, and will from now on manufacture their celebrated Rolston's Breakfast Foods, put up in 2-lb. packages, also their Health Food, put up in 1-lb. packages. These goods are broadly advertised in the leading magazines, and already the demand is surprisingly great. Complete stock of them all is carried by W. H. Millman & Sons.

IN YOUR OWN HOME

Do you use Red Rose Tea in your own home?

If you do, I will venture to say that you sell more of it than all other teas combined, and that your tea trade is increasing.

Nothing will give you so much confidence in Red Rose Tea as to use it yourself. **You will know then just how good it is,** and you will be able to tell your customers what you **know,** in a way that will convince them.

Will you try it?

T. H. ESTABROOKS, St. John, N.B.

Branches:

TORONTO **WINNIPEG**

THE BRAND OF QUALITY

TRADE MARK REG'D

THE ESSEX CANNING & PRESERVING CO. LIMITED

Look for our announcement in Special Number of The Grocer, October 27, '05.

Gold Standard Tea
We ship in any quantity, Large or Small, to any point. Let us have your trial order for GOLD STANDARD now. It is
"Guaranteed the Best"
GOLD STANDARD
TEAS

Packed and guaranteed by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791 WINNIPEG.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 19th, 1905.)

ALL branches of the Winnipeg wholesale grocery trade show a healthy activity and large orders are being received from all parts of the west. Already the beneficial effects of the introduction into the circulation of the west of a large amount of crop money are beginning to appear; collections are reported very much improved and trade seems to be in a more healthy condition than for some months past. Both the wholesale and the retail trade are in optimistic mood, and there is reason for this optimism.

There are few price changes of importance to note this week. Sugar has been steady since the decline early in the month, and it is a matter for conjecture whether any further declines may reasonably be expected in the near future. The future of the sugar market is very uncertain.

Nearly all the new season canned goods are now on the market; plums and pears seem to be the principal exceptions. Strawberries seem to be very scarce; one leading local house is entirely sold out of strawberries, and they report considerable difficulty in obtaining new supplies. It may be necessary to go to the United States for new supplies of this fruit.

Prices on glass fruit jars are announced this week for next year (season 1905-'06) and they will be found quoted below.

As mentioned last week, the first shipment of new Valencia raisins arrived on the local market a few days ago, and the opening price is $1.85 per box for Trenor's f.o.s. This price is higher than will be charged for the next shipments, which are due in about two or three weeks' time.

Tapioca is still quoted at 5c. per lb., but it is evident that prices have reached their highest, and that the next change will be a decline. Primary markets are weaker.

Beans are quoted lower now as the new stock will be on hand in a very short time, and holders of the old are anxious to dispose of their stocks. Wholesale houses had difficulty in getting supplies two months ago, but they have no such difficulties now.

Canned Goods—Practically all the new salmon is on the market now, and all the new canned fruits have arrived with the exception of plums and pears. These will arrive shortly. Strawberries are already reported very scarce, and at least one leading wholesale house is already entirely sold out. They are finding some difficulty in obtaining new supplies in Canada, and it may be necessary to import strawberries from the United States, as was the case last year with tomatoes. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, e.s., group 1 per 2-doz. case	2 13
" " " 2 and 3, per 2-doz. case	2 08
" Lombard, e.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, e.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

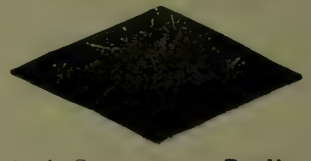
Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

THAT WORD
DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Pears, 2's, F.B., group 1, per 2-doz. case		3 58
" " groups 2 and 3, per 2-doz. case		3 53
" 3's, F.B., group 1, per 2-doz. case		5 09
" " groups 2 and 3, per 2-doz. case		5 04
Apples, gallons, group 1, per doz		2 60
" " " 2 and 3, per doz		2 55
" 3-lb. " 1, "		2 13
" -lb. " 2 and 3 "		2 08
Cherries, red pitted, group 1, per 2-doz. case		4 33
" " " 2 and 3, "		4 28
Currants, new, red, 2 doz. cases, group 1, per case		3 48
" " " " 2 & 3 "		3 43
" black, " " 1 "		3 83
" " " " 2 & 3 "		3 78
Gooseberries, new, " " 1 "		4 08
" " " " 2 & 3 "		4 03
Lawtonberries, " " 1 "		3 83
" " " 2 & 3 "		3 78
Raspberries, red (new), 2-doz cases, group 1		3 63
" " " " 2 & 3		3 58
" black, new " " 1		3 53
" " " " 2 & 3		3 48
Strawberries, " " 1		3 33
" " " " 2 & 3		3 28
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " " "		3 75
2½'s, whole, " " "		4 50
2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases, group 1		2 34
" " " " 2 & 3		2 29
Corn, 2's, " " 1		1 98
" " " 2 & 3		1 93
Peas (No. 4), 2's, " " 1		1 53
" " " 2 & 3		1 48
Peas (No. 3), 2's, " " 1		1 68
" " " 2 & 3		1 63
Beans, golden wax " " 1		1 93
" " " 2 & 3		1 88
Beans, refugee, " " 1		1 98
" " " 2 & 3		1 93
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" Rivers Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " 5 to 9 cases		6 26
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's,		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, lb. tins, per doz		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunchtongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4 doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—Since the decline early in the month the sugar market has been steady at a basis of $5.25 per cwt. for Montreal granulated in barrels. The future of the sugar market is still very uncertain and the trade seem to have very little confidence in the stability of present prices. Subject to late changes recorded in our "Last Minute Manitoba Markets," we quote last week's prices:

Montreal granulated, in bbls		5 25
" " in sacks		5 20
" yellow, in bbls		4 75
" " in sacks		4 70
Wallaceburg, in bbls		5 15
" in sacks		5 10
Icing sugar in bbls		5 85
" " in boxes		6 05
" " in small quantities		6 45
Powdered sugar, in bbls		5 65
" " in boxes		5 85
" " in small quantities		6 10
Lump, hard, in bbls		5 95
" " in ½-bbls		6 05
" " in 100-lb cases		5 95
Raw sugar	4 25	4 50

Syrups and Molasses—Business continues on the quiet side, there being very little demand. Prices are steady and there is nothing of interest to note under this head. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03¼

Why Clark's Sliced Smoked Beef Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

It Stands Unequalled! The Best Goods at the Best Price.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02¾
" " in barrels		0 02½
Porto Rico molasses in ½-bbls, per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25

Coffee—Green Rios are steady at the higher level reached early in the month. We quote:

Whole green Rio, per lb	0 11
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

Cocoa—Prices are quoted as follows:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's, in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Jam—We quote:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½

THE STANDARD

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion, 1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCIES WANTED.

MANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies in groceries and kindred lines; highest references. Box 284, CANADIAN GROCER, Toronto. [43]

SITUATIONS VACANT.

WANTED immediately, good miller; capable of taking charge of fifty-bbl. plansifter mill; at Kingsville; steady position. John D. Vizard, Wheatley. [f]

A YOUNG man wanted as second miller; with some experience as miller; we pay good wages. Union Supply Company, Limited, Rosthern, Saskatchewan. [f]

WANTED at once first-class salesman; village general store; a hustler. Apply, stating age, salary, references, Ledingham & Corlett, Williamsford, Ont. [f]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [43]

SIDE LINES WANTED.

MANUFACTURERS, Jobbers, Brokers. My specialty is specialty work. If you have anything new to place on the market, or anything old to force back on the market, or any new territory to open up in Western Canada, please communicate with me. I want to secure one or more good lines of standard goods on a time and territory contract. Have sold the grocery trade in Oregon, Washington and Idaho for 3 years. Will shortly locate in Alberta. A1 references as to salesmanship and reliability. Box 272, CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [41]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Upton's jam (in Winnipeg), per pail		0 50
" (in Brandon), "		0 52
" (in Calgary), "		0 57
" (in Lethbridge), "		0 57
" (in Edmonton), "		0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz		1 80
" " " tins, "		1 50
" " 7-lb. tins, per lb		0 09
" " 4-lb. tins, "		0 10½
" (Upton's), 7-lb. pails, per pail		0 50
" " 1-lb. glass, "		1 20

Teas—We quote as follows:

Congous, M. 12, half chests, per lb		0 12
" cads, per lb		0 13
" S.C.P. and M. 14, half chests, per lb		0 15
" " " cads, per lb		0 16
" A.A.N., in cads, per lb		0 19
" J.A.P., No. 1, "		0 25
Ceylon, bulk, per lb		0 18
" Pekoe P H.T., in ½ chests, per lb		0 18
" broken Pekoe, No. 62 in chests, per lb		0 18
" No. 414 and 418, "		0 20
" " No. 412, in chests, "		0 22
" " No. 57, " "		0 25
Gunpowder, in quarter chests, per lb		0 26
Youug Hyson, in ½ chests, per lb		0 26
Scented Orange Pekoe, in cads, per lb		0 26

Foreign Dried Fruits—In spite of the fact that owing to the high price of the new California raisins the demand is almost certain to be diverted in great measure to the new Valencias now arriving, the latter are, if anything, weaker in price. The first arrivals last week sold at $1.85 per box for Trenor's f.o.s. First shipments always demand a premium, and the goods next arriving will be somewhat cheaper. The first California raisins are due here about the first of November. We quote prices as last week:

Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 2 crown, per lb		0 09
" " " 3 "		0 09½
" " " 4 "		0 10
" " choice seeded in ¾-lb. packages per package		0 09¼
" " fancy seeded in ¾-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 11½
" " fancy seeded, 1-lb. packages, per package		0 12
Prunes, 90-100 per lb		0 05½
" 80-90 "		0 05½
" 70-80 "		0 06
" 60-70 "		0 06½
" 50-60 "		0 07
" 40-50 "		0 07½
" choice silver, per lb		0 10½
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 05½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11½
Peaches, choice, per lb		0 13
" standard "		0 12½
Pears, choice (halves), per lb	0 16	
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 11
Nectarines, choice		0 12
Candied Peel—Lemon peel, per lb		0 09
" Orange "		0 09½
" Citron "		0 14

Nuts—There is already some inquiry for Christmas trade. Prices are quoted as follows:

Almonds, per lb		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts		0 11½
Jumbos		0 14
Walnut, per lb		0 12
" (shelled) "		0 25
Pecans, per lb	0 15	0 16
Brazils, per lb		0 16

Rice, Tapioca and Sago—Tapioca is still quoted at 5c. per lb., but the next change will be a decline as primary markets are weaker. The recent advances in price had some effect in diverting the demand to rice. We quote as follows:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per cwt		5 00
Sago, per lb		0 03½

Pot and Pearl Barley—There is the usual steady demand, but there are no new features of interest. We quote:

Pot barley, per sack		2 20
Pearl barley, per half sack (49 lbs)		1 65
" " sack		3 30

Macaroni and Vermicelli—Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets is now quoted at 8 1-4c, a slight reduction.

Spices—There is nothing new in the local spice market. Sorting orders for pickling spices are numerous. Prices are steady. We quote:

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 18
Cassia, " " "	0 15	0 18
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. " "	0 10	0 18
Mixed spice, in 5 lb. boxes, per lb		0 20
Mace, in 5 lb. boxes, per lb		0 70
Black pepper, per lb		0 18
White " "		0 25
Cinnamon (ordinary), per lb		0
" (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves (according to quality)	0 14½	0 25
Ginger, per lb		0 10
Allspice, per lb	0 8½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets per doz		0 75

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 2 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75

Evaporated Apples—Old stock is still selling at 8c. per lb., and supplies on hand are not large. New stock will open high owing to the small apple crop in the east, but it is impossible yet to predict with accuracy what the new prices will be.

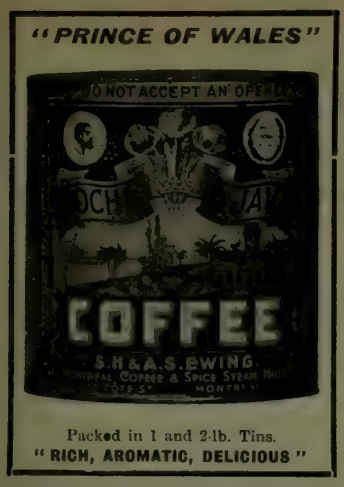
Beans—Old stock is now obtainable at much lower prices than were asked a few weeks ago. The new stock will probably sell at about $1.75 per bushel, and the old is obtainable now at less than this price. New beans will be on the local market very shortly.

Fish and Oysters—Lake Winnipeg white fish has been advanced ½c. per lb. Other prices are steady. We quote:

Lake Superior trout		0 09
Gold eyes	"	0 08
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon	"	0 12½
Halibut	"	0 11
White fish (L. Winnipeg), per lb		0 06½
Pickerel		0 05
Jackfish		0 04
Finnan Haddie		0 10
"Halifax" brand salt cod, fish cakes 24-1's		0 11
"Acadia" " " " 20-1's		0 09
"Bluenose" " " " 20-1's		0 07
"Acadia" " " 2-lb. boxes		0 09
" " " 4-lb. "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 45
Yarmouth bloaters, 60 in box, per box		1 50
Lobsters, fresh boiled, per lb		0 25
Caviare, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, selects per gallon		2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 85
" " " No. 1,		9 50
" " " No. 2,		8 40
" " fibre, per nest of 3		2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85



"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

TODHUNTER'S

EXCELSIOR

Sure to please your customers. COFFEE

Blended by

TODHUNTER, MITCHELL & CO., TORONTO

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product.** It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

BOOKS FOR BUSINESS MEN

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Short Cuts, Correspondence Helps, Card Systems, etc.

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This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

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By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

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Some Subjects Treated

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If you are a book-keeper you cannot do without it.

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The MacLean Publishing Co. Toronto Montreal Winnipeg
Limited

FRESH AND CURED FISH

FISHING ON THE GREAT LAKES.

A CANADIAN Minister, in a recent interview, said: "The whole fisheries question must be looked into not only from a provincial, but also from a national and international point of view; our interests must be safeguarded." There should be co-operation in this question of international fisheries on the Great Lakes.

LARGEST HATCHERY IN THE WORLD.

The Dominion fish hatchery at Harrison Lake, B.C., is the largest salmon hatchery in the world. The little salmon are liberated when they attain a size of about an inch in length. This month something like fifty millions of these small fry will be turned loose to find their way to the sea and grow, in order to be ready for the canning crop of 1909, four years being the regular life of a salmon.

CANADIAN OYSTERS.

The P. E. Island oyster season is now at its height and large numbers of Malpeques are being shipped to the mainland. The first shipment of the season was made by Mr. Gilbert Des-Roches, of Miscouche, P.E.I., and consisted of 325 barrels. The prices are $5 and $6 per barrel. Ordinary flour barrels are used in shipment. On Monday last over 600 barrels were shipped by boat to the mainland.

DOG FISH.

The experiment at Canso, N.S., of utilizing dogfish for fertilizer is proving very successful, and it is proposed to establish plants at other points on the coast.

It is probable that joint action will be taken by the Canadian and American Governments to rid the coast waters of these destructive fish.

FISH GOSSIP.

Reports from North Head, Grand Manan, denote very good catches of herring during the past week, especially at Seal Cove Harbor. Good catches of pollock are also reported.

* * *

The Canso, N.S., dogfish reduction works, although running night and day, cannot keep pace with the swarms of dogfish landed daily by exultant fishermen.

* * *

The dogfish is becoming a serious nuisance in the waters in the neighborhood of Georgetown, P.E.I., and a committee has been appointed to petition the Government to establish a dogfish reduction plant at that point.

Word has been received from Provincial Fisheries Inspector Babcock, who is now at Seton Lake, stating that he has secured forty-one and a half million eggs at the Provincial hatchery there, ten times the number taken last year.

* * *

Reports from New Westminster are to the effect that scokeyes are still remarkably thick on the Fraser River, and the boats average about 400 apiece. By the time they reach the American canneries they are in very poor shape, but they are nevertheless canned. Fishermen are at a loss to account for the lateness of the run which is phenomenal. Humpback salmon have almost entirely disappeared.

* * *

It is reported that Deputy Inspector Helgeson, of the Dominion Fisheries Department, has just returned from the vicinity of Babine Lake, where he has been looking for a suitable site for a salmon hatchery of twenty million capacity, which the fisheries department propose to erect in that district. A suitable site has been chosen, but the erection will not take place before next season.

* * *

A new Norwegian fish delicacy is being placed on the market by Dearborn & Co., who have been appointed sole agents for New Brunswick. Vidona consists of the most tender parts of the codfish, specially prepared under a new process, so that the cod is not recognized except in its most delicate flavor. It has been on the European market for some time and is said to have become a favorite and staple article of diet across the water. It is now being introduced into Canada and the United States by R. W. Cooper of London, Eng., the representative of the Stavanger Co., Stavanger, Norway, by whom it is prepared.

* * *

A bait freezer will soon be erected in Digby. The Ottawa Government will defray half the expense in accordance with the regular custom. Mr. G. H. McCormack, of Digby, who is the promoter of the enterprise, is desirous of building one large enough to hold 800 barrels of bait. Such a freezer will cost between $6,000 and $7,000 in addition to the site which will cost $1,100. Peter McFarlane, head of the bait freezer department of marine and fisheries, will shortly go to Digby to see how extensive a plant is required. In addition to the contribution of one half the expense the Government pays a bounty of $5.00 per ton, up to twenty tons, for three years, after which the whole plant belongs to the builders.

Season 1905

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St, Toronto.
Mr. E. A. Smith, St. John, N.B.

THE WORDS OF AN EPICURE

"I always like to sample every article of food I hear of so that I may know what is best and most wholesome, and never miss any of the good things of this life. Some things I blackball at once; others I test further to better prove their merit; a few I know at once to be the very thing. I class **ACADIA PREPARED CODFISH** among the few. You don't have to try it a second time, for its delicious flavor is captivating and altogether it is a splendid food. Anyone who puts off trying it is wasting time. Life is not so long that he can afford to miss the opportunities of rich enjoyment that remain in the eating of **'Acadia' Prepared Codfish."**

Nor, let it be added, can a merchant afford to miss the opportunities of rich profit that come from the handling of this healthful and popular food.

AGENTS:

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

EXHIBIT OF ST. CHARLES EVAPORATED CREAM.

MESSRS. S. H. EWING & SONS Montreal, agents for St. Charles Condensing Co., Ingersoll, Ont., are demonstrating the qualities of their products in the S. Carley Co.'s departmental store, Montreal, this week. The Grocer representative paid a visit to the department devoted to this article and found the booth tastefully arranged and the cream being demonstrated to visitors. The young lady in charge is an experienced demonstrator and thoroughly posted in the merits of the St. Charles Condensing Co.'s products. St. Charles Unsweetened Evaporated Cream is claimed to be a thoroughly sterilized and pure milk, and a nourishing food for the young, sick or old. It is said to greatly improve the flavor of coffee, tea and cocoa.

It is prepared from milk obtained from specially selected dairies, and particular pains as to sanitary conditions is taken in its manufacture. It is claimed that St. Charles cream is an absolutely pure article. It is recommended by physicians and nurses, as the many notable testimonials possessed by the company substantiate, particularly that of Dr. Walter S. Haines, professor of chemistry in Rush Medical College, Chicago. Some of the uses to which St. Charles cream may be put are as cream for fruit, making ice cream, cream confectionery, puddings, custards, and other desserts. That the consumption of condensed milk and cream is increasing in wonderful strides is evident to every up-to-date grocer, and the demonstration of the merits of St. Charles Evaporated Cream by Messrs. S. H. Ewing & Sons is a step in the right direction. Medical health officers of every city and town in the country are united in attributing much of the sickness with which they have to contend to the irregular and imperfect, as well as impure, milk supplied the public. It is claimed by the company that the use of an article like St. Charles Evaporated Cream will greatly reduce this danger. It is therefore clearly the duty of every one catering to the public to take particular note of the utility and use of these condensed milks and creams. The St. Charles Condensed Milk Co.'s exhibit in Carsley's is undoubtedly a splendid educative feature.

In the booth are displayed the premiums given by the St. Charles Condensing Co. to the trade. These are valuable, consisting of gold watches, clocks, postage scales, daters, etc. Coupons to redeem these will be found in every case, also list of quantities and premium list.

A NEW MANAGER IN CHARGE.

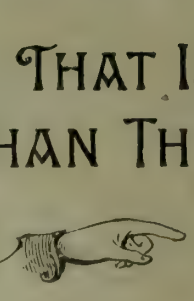
Mr. Wm. Shoemaker, late of the Chicago office of Armour & Co., has been appointed manager of that company's branch for Canada, located in Toronto, succeeding Mr. C. L. Jones, who has been in charge of the Canadian branch for some time. Mr. Jones goes to Boston. Mr. Shoemaker reports that he finds conditions very satisfactory, and is pleased with the outlook in Canada. With their new factory at the foot of Jarvis street, Armour & Co. are now in a position to handle their Canadian trade in a satisfactory manner, and have recently added Savoy Condensed Soups to their other regular lines.

A HOLIDAY PARTY.

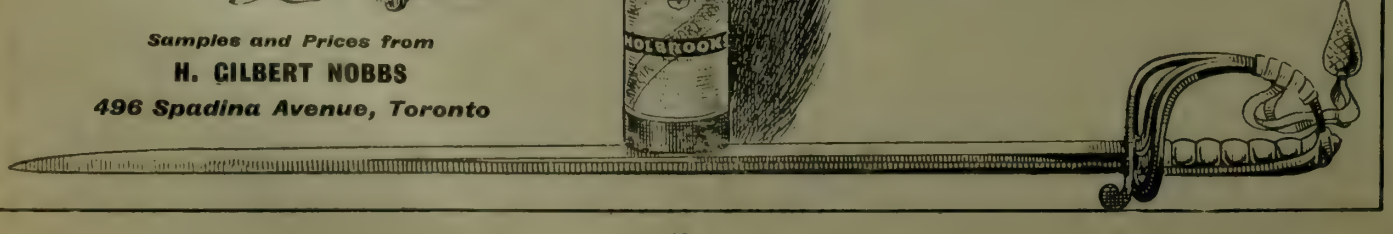
A jolly party of Toronto grocers, Messrs. H. D. Kelly, David Bell and Bailey Snow, have returned from a week's trip to New York. They took in what is left of Coney Island, the Hippodrome, and other features of metropolitan life. They talk of repeating the trip next year.

HOLBROOK's SAUCE

THE BOTTLE THAT IS MIGHTIER THAN THE SWORD



IT HAS CONQUERED THE WORLD



Samples and Prices from

H. GILBERT NOBBS

496 Spadina Avenue, Toronto

Quaker Canned Goods

We finished packing Corn on the 6th this month and Tomatoes on the 13th. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

New Figs

The figs this year are exceptionally fine. We are quoting close prices.

Almeria Grapes

We can recommend these to the Trade.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Canadian Peaches Pears and Grapes

are still arriving in quantities.

37 Front East **MIND** Phone Main 5665

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

THE SAFE WAY IS TO HANDLE SAFE GOODS LIKE

SHIRRIFF'S FLAVORING ESSENCES

The result of experience on high-grade products. Send in your order.

Manufactured by

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

DOMINION FRUIT CROPS.

WIND storms during September have caused a falling off in the crop of winter apples, according to the monthly report of Mr. McNeill, chief of the Fruit Division, Ottawa. The report gives the following additional interesting information about the general fruit crop:

Apples—Apples will be freer from scab, but with more wormy specimens than last year. Early varieties have been marketed at good prices and few losses. Winter fruit is in excellent condition.

Plums—The weather conditions have materially favored the plum crop. In all large plum producing sections a medium to full crop is reported. Italian prunes in British Columbia promise to be a favorite orchard fruit.

Grapes—The good indications for grapes throughout the season have been maintained; they are being packed and shipped very rapidly. Prices and conditions have been very satisfactory.

Pears—Very few have been exported, and the local markets have not been well supplied.

Peaches—The situation in peaches is thus described by one of the largest wholesale dealers in Canadian fruit:—"A newspaper report emanating from Toronto at the beginning of the peach season asserted that there was an enormous crop of peaches, and, notwithstanding the official report, this view of the crop conditions was accepted by the general public. The result has been that the pubilc have been waiting for the cheap peaches. Sales have been much smaller than in previous years, and many people, who would have been willing to pay the not exorbitant price now asked for peaches, have waited so long that it is doubtful whether they will be suplied at all. Such reports are detrimental alike to the producer and consumer. Only a few designing dealers can gain anything by them." The quantity of No. 2 peaches is much larger in proportion to the whole crop than usual.

Prices—A very wide range of prices is noticeable. As low as 75c. per barrel for apples on the trees is reported and as high as $2 per barrel. The average price was about $1.25 on the trees at the first of the month, and rising until later prices are reported at $1.50 per barrel. Growers are offered for barrelled apples in Nova Scotia $2.50 to $2.75 for Gravensteins and $3 for Ribstons, Blenheims and Kings.

The shipments from Montreal aggregate to the end of September 105,000 barrels and 3,126 boxes.

Foreign Crops and Markets.

The foreign reports continue to indicate a shortage in apples in France, Belgium and Germany, as well as in Great Britain. The latest reports of the United States Department of Agriculture show no improvement in the apple crop. Everywhere it is reported light. There is likely to be heavy movement of apples from the Western and Southwestern States to the large eastern markets, there not being enough in the vicinity of these to supply the home demand.

Peaches and pears are everywhere plentiful; plums and grapes are at least an average crop, so that the lack of Fall apples is not so serious a matter. It is a fair inference that when the market is clear of Fall fruit there will be an increased demand for apples.

APPLES.

THE crop of apples in Canada and the United States seems from all reports to be very much under the average yield. The falling off must be about 40 per cent. As a consequence buyers are very eager to make contracts. Good apples will be in great demand later on and those who hold their stock till then will obtain much more than the present prices.

In some parts of New York State pickers are paying as much as $2.25 to $3.25 for fancy Spies, Kings, Gravensteins and Duchess, the latter price being, of course, for exceptionally fine fruit.

In Maryland and other parts of the Union the same condition obtains.

Ontario fruit bears the best reputation in the west for flavor, and there is no reason why it should not ship large quantities to Winnipeg.

One of the causes which have militated against this trade is the fact that a good deal of the fruit has been picked too green. The greener the fruit at the time of picking the greater will be the heat generated when placed in packages. Several cases have occurred showing a temperature of 75 and 78 degrees when the surrounding temperature was 50 to 60 degrees, whereas when properly cooled it has been got down in some cases to 44 degrees.

The short supply will certainly cause higher prices later on. It is not meant that there will be a marked advance on American prices, but we believe that, after making due allowance for freight and insurance, the price in Liverpool, which is now $4.00 to $5.40, will warrant higher prices than are now being paid in the district.

BEAN REPORT.

Reports from Ridgetown indicate there will only be half a crop of beans this Fall. On the other hand there is a phenomenal crop in Michigan and beans from that State can be delivered in Elgin County as cheap as they can be bought locally from the farmers. Export prices will be uncertain till the condition of the European crop is definitely known.

ONTARIO MARKETS.

TORONTO.

Green Fruits.

THERE still continues a good deal of interest in fruits. Domestic arrivals are showing considerable decline and the local public market is closing down this week, in fact at the present moment it is practically closed.

Almeria grapes have arrived and are considered to be very fine fruit. Prices are ranging from $6 to $7.50. Mr. Despard of White & Co. reports that at the recent sales at New York, at which he was present, arrivals of these grapes were showing very fine quality and sold at high prices. Only in one instance did a cargo show damage through too hasty packing at primal points.

Florida oranges are added to our list at $3.75 per box.

Early black cranberries are also now in evidence on the market at $10 per barrel.

We quote :

Oranges, Jamaica, per barrel	5 00	5 25
Oranges, Florida, per box	....	3 75
Lemons, Verdilli	4 00	5 00
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 15
Bananas, 7-hand bunches, off track	0 70	0 90
Peaches, domestic, per basket	0 30	0 75
Plums, Idaho, 4-basket carrier	....	1 25
Tokay grapes	....	3 00
Almeria grapes, per barrel	6 00	7 50
Apples, new, per basket	....	0 30
" barrels	2 00	3 00
Cranberries, early biks, per bbl	....	10 00

Vegetables.

The vegetable market is showing a degree of quietude greater than is usual at the present season. There is little of interest to report since our last issue. Jersey sweet potatoes have stiffened and are inclined to an upward tendency. Spanish onions have advanced 25 cents per case and tomatoes have also stiffened and are showing slightly advanced quotations.

We quote :

Jersey sweet potatoes	2 75	3 25
New potatoes per bush	0 50	0 60
Onions, per bushel	....	0 75
Spanish onions, per small crate	....	1 00
" large cases	....	2 75
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Tomatoes domestic, per basket	....	0 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 40
Outdoor lettuce, per doz. bunches	....	0 20
Wax beans, per basket	....	0 30
Water Cress, per doz.	....	0 25
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Egg plants, per dozen	0 25	0 30
Vegetable marrows, per dozen	....	0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel	....	1 00
Salsify, per dozen bundles	....	0 30
Leeks, " bunch	....	0 25

QUEBEC MARKETS.

Green Fruits.

Montreal, Oct. 19, 1905.

Business reported fairly good. A car of California Tokays sold Monday at

FOR THANKSGIVING

Florida and Jamaica Oranges

Cranberries Sweet Potatoes

Almeria Grapes Chestnuts

Long Island Native Oysters

Poultry For Thanksgiving

We solicit your shipments. A strong market expected for Turkeys.

WHITE & CO., Limited.

Hamilton
Phone, 1115

Toronto
Phone, Main 4106

SIGNIFICANT

Franc Tracuzzi's pack of Extra Fancy Lemons weigh from 5 to 10 lbs. per box heavier than the other packs of Extra Fancy (?) stock your're being offered—weigh them and see—Buy them and make money.

"St. Nicholas," "Miss St. Nicholas" and "Home Guard"

W. B. STRINGER & CO., Fruit Brokers, TORONTO, Sole Agents

First car load Labrador Herrings, No. 1 Fat Stock, $3.00 per half-barrel ; also full line of all kinds Salt, Dry and Smoked Fish, Finnan Haddies and Ciscoes.

See our Weekly Quotation on Fruit

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Good 360 Lemons

$5.00 per box. Special price in lots.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto ; S. M. Culp, Beamsville ; C. P. Carpenter & Son, Winona ; Griffith & Woolverton, Grimsby ; Titterington Bros., St. Catharines ; Thos. Oliphant, Clarkson ; C. Lowrey, Queenston.

Peaches Grapes

Crawford Peaches

It makes no difference to "That" order.

No matter where you are situated you can secure a supply of the **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in glass. Seeing they are so often asked for, is it not a wise policy to have them in stock? My fruits have no superior. I know that. I also know that grocers who keep them are glad they started. Get in line NOW.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited

COLLIER BROS., NAPANEE, ONT.

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station

R. W. HANNAH
300 Board of Trade Building, - TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1885

TRADE MARK
This design a guarantee of quality.

RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes.
Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

average price of $2.40. Canadian grapes have advanced in price on account of light receipts. Blue grapes selling at 19c to 20c, Niagaras 20c to 21c and Rogers at 22c to 25c. A car of Malaga grapes sold at $4 to $4.40 per keg. Bananas higher, selling at $1.60 to $1.85 with little demand. This is due to good supplies of Canadian fruits available. Sweet potatoes are selling well at $2.50 to $2.75 per barrel. Apples about as last week. No. 1 fancy stock Fameuse going at $4 to $4.50, the latter for extra quality stock. Western tomatoes are in heavy receipts and selling at 30 to 40c basket.

Peaches, Sallanay		1 25
Finest Almeria grapes	4 25	5 75
Dates, per lb		0 04½
Bananas	1 60	1 85
Cocoanuts, per bag of 100		3 25
Pineapples	4 00	4 50
Jamaica grape fruit, per box		5 50
Apples	2 25	4 00
Sweet potatoes, per bbl.		2 50
Lemons, per box	4 75	5 00
Jamaica oranges, per bbl		4 00
Grapes, 10-lb. basket	0 18	0 25

Vegetables.

In a wholesale way vegetables are showing no change. Around Bonsecour Market dealers say business is good, cabbage, cauliflower, potatoes and onions mostly in demand. Canadian tomatoes higher and supplies only fair. Other lines good supply.

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 20
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Green house water cress, per doz		0 55
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Cucumbers, doz		0 15
Home grown cabbage, per doz		0 40
Tomatoes, box		1 20
Spanish Onions, cases		2 00
Red onions, brl	1 75	2 00
Turnips, bag		0 75
Sweet potatoes	2 25	2 50

MANITOBA.

Green Fruits.

Winnipeg, Oct. 17, 1905.

Montana crabapples are now off the market. Ontario Snow apples are being offered at $5 per barrel, and they are in good request. Lemons are declining. We quote:

Ontario fall apples per bbl.		4 00
" snow apples. "		5 00
Concord blue grapes, per basket		0 25
Niagara grapes (green)		0 25
Rogers grapes (red)		0 30
California Tokay grapes, per case	2 50	3 00

Oranges and Lemons.

Fancy Florida oranges (all sizes), per case	5 50
Late Valencia oranges, 324s and 360s, per case	6 00
Fancy California lemons, 300s and 360s, "	8 50
Fancy Verdilla lemons " " "	8 00

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 2
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

GUAVA JELLIES
INDIAN CHUTNEYS

Genuine East Indian Goods

Shelled Almonds

Best selected stocks and prices right

WRITE FOR PRICES

W.P. DOWNEY, 26 St. Peter St. MONTREAL

THE AUER GAS LAMP

Delightful to read by.

Gives the light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

Brooms Brooms Brooms

If you want the best made brooms in Canada sends us a sample order by mail as follows. We will see you get value:

2 doz.	*Brooms*	*$2.00*
2 doz.	*"*	*2.25*
2 doz.	*"*	*2.50*
1 doz.	*"*	*3.00*

And we will send you a handsome broom rack free. Our brooms are all hand made and made by the best workmen in Canada.

STANDARD BROOM FACTORY

LUMSDEN BROS., Proprietors **HAMILTON, Ont.**

THE PUREST { Sugar Fruit Flavors Chocolate

Absolute Cleanliness

and

Skilled Workmanship

make

STEWART'S

Chocolates and Bon-Bons

THE VERY BEST

THE STEWART COMPANY LIMITED

TORONTO

CHOCOLATE CHIPS

There are lots of cheap ones on the market, but this is not a cheap one, but the quality is a little better than anything we know of. The price is 30c. per lb. Every piece is wrapped and put up artistically.

These goods will please you very much. Just try a few pounds to make sure.

IMPERIAL BISCUIT CO. LIMITED

GUELPH, ONT.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

"Diamond" and "Elite" CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg.

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BUSINESS PERSONALS.

MORSE BROS., of Canton, Mass., manufacturers of the well known Rising Sun Stove Polish and Sun Paste Stove Polish, advise us that their sales of both of these articles have increased wonderfully during the past year and their popularity is not confined to any particular section. The high quality contained in both of these articles has become generally recognized by housewives in every part of the country, and as the manufacturers are firm believers in the value of advertising and expend an enormous amount of money every year in assisting the retailer to sell the goods, it is not surprising that the demand should reach its present large dimensions. The Sun Paste Stove Polish is guaranteed to the trade and the retailer is fully protected by the manufacturer's guarantee.

* * *

R. Beath, grocer, Barrie, Ont., has been burnt out.

* * *

J. W. Pearce, general store, Marmora, Ont., has sustained loss by fire.

* * *

Wiggins & Gray, grocers, etc., Marmora, Ont., have sustained loss by fire.

* * *

John Widdon, grocer, etc., Bayfield, Ont., has sustained loss by fire but is partially insured.

* * *

Summers Bros., King street, Toronto, are fitting out one side of their store with Walker Pivoted Bin Fittings.

* * *

Geo. Davis, son of J. F. Davis, merchant, of Gaspe, P.Q., is in Montreal on business and pleasure trip combined.

* * *

H. C. Ellis, secretary of Retail Grocers' Association, Ottawa, was a caller at the Montreal office of The Canadian Grocer last week.

* * *

H. B. Collier, sales manager of the Peterboro Cereal Co., Peterboro, Ont., was in Montreal for a few days last week calling on the trade.

* * *

Mr. Haskell of the Haskell Lumber Co., Fawcett, P.Q., was in Montreal this week. The Grocer noticed him in Lockerby Bros.' sample room on Saturday.

F. N. Seddall, 30 St. John street, Montreal, has removed to the Board of Trade building, room 427. Mr. Seddall is Montreal agent for the Dominion Tar & Chemical Co., Limited, Sydney, N.S., and is securing a good connection with the trade.

* * *

The stock of D. H. Rennoldson, wholesale grocer, Montreal, who made an assignment two weeks ago, was sold by auction on Tuesday, the 17th inst. Messrs. Carter, Galbraith & Co., wholesale grocers, were purchasers. The price paid was 70c for stock and fixtures.

* * *

Arthur Lavis' grocery store, 276-278 King street west, Hamilton, Ont., was recently attacked by fire in some unexplained manner. The building, which was of brick and wood, was considerably scorched, and the stock was damaged to the extent of about $700. The loss on the building was about $500.

* * *

E. J. Eccleston, the popular western representative of Pugsley, Dingman & Co., in a conversation with The Grocer reported that the month of October was the biggest since his connection with the company began. Comfort Soap, he says, is still growing in popularity and the outlook is exceedingly bright.

* * *

The Dominion Tar & Chemical Co. with works at Sydney, N.S., have opened a branch office in the Board of Trade building, Montreal. They have had an agency for this district since the early part of the year, but in view of increasing business and with a desire to be in close touch with their Montreal clients they have decided upon the branch office, which will be under the management of Mr. F. N. Seddall, who has hitherto acted as their agent.

* * *

Church & Dwight, Limited, Cow Brand Soda manufacturers, Montreal, have gotten up a beautiful series of "dog pictures," size 11x14, and are placing one of these nice cards on the top of each box of soda. They are suitable for framing, and it would be well for the buyers to be on the lookout for them when opening boxes of Cow Brand Soda. Through the courtesy of Mr. R. A. Tyas, Canadian manager, The Grocer was presented with a set of these beautiful reproductions and without desiring to make comparisons we have no hesitation in saying that they are as nearly perfect as the lithographer's art can make anything.

IT'S THREE TO ONE

when a grocer is a busy man that he allies himself with goods that will keep him busy selling them. To be able to correctly distinguish the Grocer must know Prices, Grades, and People.

are sold at the right price. They are made of the highest grade flour, butter and cream, packed carefully in moisture-proof paper and placed in air-tight tins. They Suit All People. Now, here is our argument:

PERFECTION
CREAM
SODAS

should be in every Grocery Store

3-lb Cards or Tins

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

You Are A Merchant

Listen to what your fellow-merchants, Young & Caven, Aylmer, Ont., say about

ORANGE MEAT

"We might add that we are very well pleased with our trade in Orange Meat, particularly the Jumbo size. When we explain to our customers the value they get in this package, compared with other cereals, they invariably take it without any hesitation. We will give this line our attention, **as we believe we can cancel other lines and save carrying extra stocks.**"

This opinion **could come** from **any Grocer** who gave **Orange Meat** a **fair** trial.

Will you give it THAT trial?

THE

Frontenac Cereal Co.

LIMITED

KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

"SWEAT" IN WHEAT.

THE absence, which has been noted and so often remarked upon, of that old-time nutty flavor in wheat bread is said to be due not so much to milling methods or deterioration in the wheat itself, as to the methods employed on the farm, and is attributable to the haste on the part of the farmer to get the wheat threshed and marketed. Old-time millers claimed, and claimed justly, that wheat is bound to go through a sweat. It will sweat in the stack, the granary or the flour bin, and the best place is the stack. But while endorsing the view that wheat should be stacked, it is rather doubtful whether the views of the old-time millers have confirmation in fact.

Possibly the above statement is not exact and scientific. But it is not fiction nor superstition. Nature does make some effort, which has popularly been called "the sweat." It is not denied that it takes place in the stack or barn. Few will contend that it does not sometimes occur in the granary, and something analogous to it certainly takes place, at times, in flour made from wheat which has not been cured. That the modern plan of threshing from the shock may be responsible for some of the troubles always experienced with new wheat we do not doubt. Were it universal, the troubles would be more pronounced. As it is, wheat is mixed in the average mill more than ever before; that is, the wheat ground in a day in most mills comes from a greater number of fields and localities than was formerly the case. This is due to the new ways of handling, both in mill and elevator. It minimizes the trouble rather than increases it, and reduces the opportunity for observation which the old-time miller had. But the sweat is no fiction, whatever scientists may say about it.

A NEW GRAIN ASSOCIATION.

PRESIDENT STRONG, of the recently organized Alberta Grain Association, declares that preparations will at once be made to become independent of the Manitoba grading. An inspector has been appointed for Calgary and a distinct grading can be established. Wires will be received from Fort William each morning for the association. It is estimated that two million five hundred thousand bushels of Fall wheat was produced south of Olds this year, and that next year it will be close to five million bushels.

Alberta red is the name to be given this variety in contradistinction to Turkey red and Nasas red. The milling capacity south of Olds by Spring will approximate 2,500 barrels daily. An effort is to be made to concentrate the milling of all Alberta grain in Alberta. Alberta will join with Manitoba in handling the Canadian Pacific special grain trade in January, when the Dominion Government will provide experts to lecture to the farmers of the west. Twenty-five stops will be made in this Province.

STACKING GRAIN.

At Riding Mountain, Manitoba, most of the farmers are stacking their grain, preferring to get Fall plowing done, and defer the threshing till after freeze up, therefore the exact yield is not yet known, but the sample is mostly No. 1 northern. An enterprising miller would find a good opening here. A liberal bonus is offered; there is only one grist mill within twenty-five miles.

GRAIN DEALERS COMPLAIN.

A MEETING of grain dealers and millers was held recently at the Board of Trade, Toronto, and vigorous complaints were made as to the grain blockade and the lack of cars.

Archibald Campbell, M.P., said there was very serious cause of complaint in the lack of facilities for getting in grain from lake points. Grain ordered out three weeks ago was not delivered yet. An instance was given where a Toronto merchant, after waiting for cars for some time, went up to find out why they did not arrive. He was told that there were 160 cars ahead of him. When he went up the following week he was told that there were 200 cars ahead of him then.

The railways, it was said, discriminated between grain shipped for export and grain shipped for the Ontario millers.

It was suggested that a specific case or cases be brought before the Railway Commission.

A resolution was passed that the matter be laid before the Railway Commission, asking them to deal with the matter and see why the railway companies were not supplying sufficient cars, and why preference is given to grain exports and especially American grain, contrary to the Railway Act.

A committee composed of Messrs. Campbell, Lewis, Ellis, McNairn, Pearce and Baird was appointed to deal with the matter.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN" FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

CANNED GOODS

How are you fixed for these? No need to tell you **QUAKER** and **OLD HOMESTEAD** brands are all right. We quote:

Old Homestead Tomatoes,	- -	*92½c.*
" " Corn,	- - -	*82½c.*
" " Peas,	- - -	*60c.*

Not much wrong with these prices! How many shall we send you?

GEO. ROBERTSON & SONS, Wholesale Grocers, KINGSTON

You're always safe when buying

BORDEN'S brands

They are guaranteed absolutely pure and unadulterated, and are the standard of all

CONDENSED MILKS

The "Eagle" brand Condensed Milk and "Peerless" brand Evaporated Cream

will make friends and money for you.

For sale by all jobbers and

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S. JOS. IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Olawson & Co., St. John, N.B. Shallcross, Macaulay & Co., Victoria and Vancouver, B.C

Thrifty Grocers Everywhere

carry regularly

PEBBLE and PHARAOH CIGARS

They get them on the squarest terms. The same opportunity awaits you. Cigar-keeping may seem a departure, but the fact stands that countless grocers are doing a profitable cigar-business. If you buy from me and don't make it go, I take the cigars back at invoice price. Your money remains intact.

Won't you try the business, anyway?

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

READ BETWEEN THE LINES OF SMOKE

The test-plan of

T & B

superior saleability is as follows: Order a small amount of the ten leading tobaccos being sold to-day. Arrange them on an equable basis and instruct your clerks to keep tab on the sales. You will find there will be more voluntary asking for **T. & B.** than for any other of the represented tobaccos. A few of the smokers will have no choice and **T. & B.** will get a share of this trade, too. A few smokers will come in intending to buy other tobaccos, but the sight of **T. & B.** will conjure up old memories of satisfaction and delight, with consequent winning over. You can read between the lines of smoke that **T. & B.** must have a great reputation and must be known everywhere. You will not need an affidavit for proof.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

TO PUSH TRADE.

A DRUGGIST in a small town out west worked a novel cigar-selling scheme some little time ago in the following manner. He found a stray nickle on the floor of his store one morning and resolved to post this notice on the window of his store :

"A sum of money was found last Tuesday in this establishment. The owner will receive same within upon describing the money."

The scheme worked like a charm. Hundreds of citizens came in daily for over a week, while the notice was left in the window, describing their losses and bewailing their misfortune. Invariably every applicant for the lost money bought a cigar. Some were satisfied with 5-cent straight whiffs, but the great majority anxious to impress the drug man favorably towards their claims invested in two for a quarter. So great was the rush that the druggist had to order a fresh consignment of choice brands. None of the applicants ever applied for the nickle. All the claims ran up into the hundreds of dollars, one man stating that he had missed his bank book with $1,500.

A WRINKLE FOR CANADIAN GROCERS.

THE newest wrinkle in tobacco growing is seen in the Connecticut Valley, where the crop this year has been of "bumper" proportions. In many of the fields a score of plants have been left uncut to perfect their seed and have been covered with what appears generally to passengers on the New Haven Railroad as sun-bonnets.

These seed flowers, in accordance with experiments made in this region, have, in many instances, been shrouded with manila paper bags, of the kind that ordinarily contain twelve pounds of sugar at the grocer's, and tied tightly at the bottom with a piece of white cotton string. So that long after the leaf plants, whose heads were cut off early in the season, have all been harvested, these lofty sentinels of their tribe, destined to reproduce their kind for next year's crop, have stood waving in the September breeze, wearing these caps.

The principle, of course, is simple enough. The paper bag does not materially hinder the flower from reaching maturity, while it does prevent the wandering bee from depositing pollen from another plant in another field on the reproductive portion of the scarlet and white bloom. In other words, the flower is obliged to fertilize itself, as the botanist's phrase is ; cross fertilization is cut out altogether.

Only the best plants in the field are selected, and the seed obtained, when self-fertilization is necessitated by the use of these caps, produces plants of exactly the same type, even the slightest peculiarities reappearing.

Both scientists and practical farmers believe enthusiastically that after the practice has been followed a few years definite types of practically perfect tobacco plants will have been established —something that is impossible while the pollen from one field may be distributed into another field, producing all sorts of varieties and accidents.

U. S. CIGAR SMOKING.

HOW powerful is the spell cast by nicotine in the United States can be seen by the statistics just printed by Tobacco Leaf, an organ of the tobacco trade. According to this authority there were manufactured in the States during the year ending June 30th last, no less than seven thousand five hundred millions of cigars.

There are estimated to be some 24,000,000 males of smoking age in that country ; this therefore means about 320 cigars a year for each of them. But there must be several millions of Americans of smoking age who don't smoke, and millions more who smoke pipes and cigarettes, but not cigars ; and it would probably be within the mark to estimate the average annual consumption of cigars by American cigar-smokers at 1,000.

In comparison with the cigar output, that of cigarettes was small—but little over three thousand millions. When it is considered that the smoking of cigarettes is not confined to men, but is shared by boys and women, and also that it takes several cigarettes to equal one cigar in tobacco power, it will be seen that the consumption of cigarettes in the States is insufficient in comparison with that of cigars as an indication of the prevalence of the tobacco habit.

The amount of smoking tobacco produced was about the same as the amount of chewing tobacco—fourteen pounds to each male of smoking age.

Estimating the average weight of a cigar at a fifth of an ounce, it will be seen that our neighbors smoke in pipes and chew about eight times as much tobacco as they consume in the form of cigars.

SMOKING IN JAPAN.

THE clerk who sells you a stamp at the postoffice in Japan, the cashier who deals with your circular notes at the bank, the official who "vises" your passport, the customs officer who looks at your baggage, all have a cigarette between their teeth or puff at a pipe. You will even see a nursemaid indulging in a quiet pipe while her baby charge sleeps.

In fact, Japan is now looking to her smokers for financial salvation. The interest on the new loan, and the heavy war expenditure, will largely be defrayed by the taxation of the tobacco monopoly and the liquor trade.

A tourist recently returned from the Land of the Wistaria declares that he does not remember a single non-smoking Japanese male, and met very few women who did not smoke. Yet, he says, he never heard of a case of a Japanese suffering from what is known as a "tobacco heart" or "smoker's blindness."

Japanese women are great smokers,

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

though the habit does not seem to lessen their womanliness or destroy any of their charms. Two or three dozen cigarettes a day seem to have no effect in sullying the gleaming ivory teeth or dulling the brilliancy of the soft almond eyes of those fair devotees of Lady Nicotine. It is not considered at all a rakish thing for Japanese women to smoke. A pretty, well-bred girl of 18 will produce her tiny silken pouch and dainty silver pipe with as much matter-of-fact calm as might a man of 50.

BUSINESS CHANGES.

McKEE BROS., flour and feed, Richmond, Que., Frederick Arthur McKee and Melbourne Thomas James McKee registered.

W. J. Jones, grocer, Toronto, Ont., has sold out.

John Brennan, hide merchant, Chesley, Ont., deceased.

G. W. Carleton, grocer, Sussex, N.B., has assigned.

The Olympia Candy Works. London, Ont., have sold out.

John McMeaney, grocer, Jarvis, Ont., has given up business.

The Brakehurst Oil Co., Sarnia, Ont., have obtained charter.

Wm. Guest, grocer, London, Ont., has sold out to Ed. DeBue.

F. P. Audette, general store, St. Bernard, Que., has sold out.

T. Thomas, grocer, Winnipeg, Man., is succeeded by T. Galloway.

W. Copeland, grocer, Winnipeg, Man., has sold out to Mr. Cobb.

Mrs. A. D. Osborne, confectioner, Davidson, N.W.T., is selling out.

J. T. Smith, baker, Winnipeg, Man., has sold to Sharpe & McLean.

Mitchell & Mitchell, grocers, Brandon, Man., have dissolved partnership.

S. Mendlevich, general store, Grenfell, N.W.T., is removing to Grayson.

Alex. Bell, general store, Regina, Assa., has sold out to D. Ehman.

Jos. Robillard, produce and grain merchant, Montreal, Que., deceased.

Peter Brabant, grocer, Winnipeg, Man., has sold to DesRosiers & St. Onge.

R. Eger, grocer, Winnipeg, Man., has sold his business to P. Schneider.

Jesse Ruble, grocer, Dresden, Ont., has sold his business to J. E. McIntyre.

Pantry Grocery Co., Calgary, N.W.T., is succeeded by I. S. Freeze & Son.

G. R. Ashwell & Sons, general store, Sardis, B.C., is succeeded by J. H. Ashwell.

Uphaim & Titus, general store, Wellwood, N.W.T., are succeeded by C. E. Titus.

J. S. Armstrong & Machum, grocers, St. John, N.B., have suspended payment.

Robert Harbottle, grocer, etc., Burford, Ont., advertises his business for sale.

J. O. Bessette, grocer, etc., Montreal, Que.; the assets of this business are to be sold.

William Gaffney, cigar merchant, Montreal, Que., has sold out to Connor Bros.

C. A. McKillop, baker and confectioner, Vancouver, B.C., is succeeded by W. Reyburn.

Hume & Ross, general store, Lloydminster, N.W.T., have sold to Holmes & Griffiths.

A. J. Campbell, general store, Star City, N.W.T., has assigned to C. H. Newton.

S. Dumas, general store, Avignon, Que., has voluntarily assigned to V. E. Paradis.

Peter Colvin, grocer, Hamilton, Ont., H. Elliott admitted, style Colvin & Elliott.

J. G. Kertcher, grocer, Ottawa, Ont., bailiff in possession, assets to be sold shortly.

David & Bennett, grocers, etc., Gilbert Plains, Man., are dissolving partnership.

Thompson Bros., general store, Blind River, Ont., have assigned to J. H. Glanville.

Alf. Renaud, general store, La Petit Riviere St. Francois, Que., meeting of creditors.

J. O. Bessette, grocer, etc., Montreal, Que.; the assets of this business have been sold.

R. C. Wynne & Co., cigar merchants, Winnipeg, Man., are succeeded by Nave & Tester.

Reimer Bros., general store, Rosenfeld, N.W.T., are succeeded by A. J. Reimer.

H. M. Aldous & Co., general store, Lemberg, N.W.T., have sold out to A. M. Ferrier.

A. E. Treadgold, grocer, etc., Brampton, Ont., has assigned to Manton Treadgold.

Andre Labbe, general store, Chartierville, Que., creditors called upon to file their claims.

Aug. Vandelac, produce merchant, Montreal, Que., has opened a branch at Grand Mere.

Joseph Hardy, grocer, Quebec: the assets of this trader are to be sold on the 18th inst.

J. H. Forler, baker and confectioner, Stoughton, N.W.T., has sold his business to E. B. Bowes.

Remi Legault, cigar merchant Montreal, Que., the assets of this business are to be sold.

H. Potvin, general store, Ste. Louise, Que.: the assets of this business are to be sold shortly.

W. Lebrun & Cie., wholesale and retail butchers, Montreal, Que., Blanche Corbin registered.

Edward Giffen, general store, Lockport, N.S., assigned to G. E. Faulkner, official assignee.

Jos. C. LeBlanc, general store, Comber, Ont., is admitting Louis Caza, Jr., into partnership.

Frederick Lefebvre, grocer, etc., Berthierville, Que., creditors called upon to file their claims.

Wm. C. Cumming, general store, Doaktown, N.B., has assigned. Creditors will meet shortly.

Taylor, King & Co., commission fruit merchants, Montreal, Que., have dissolved partnership.

Lewis & Saunders, butchers, Montreal, Que., Chas. John Lewis and Ernest Saunders registered.

P. Belanger, general store, St. Felicien, Que.; the assets of this business are to be sold shortly.

O. Desjardins, general store, etc., Otter Lake, Que., is offering to compromise at 35 cents on the dollar.

C. Richards, general store, Fernie, B. C., the stock of this trader is advertised for sale by tender shortly.

Alberie Frechette, general store, Daveluyville, Que.; the assets of this business are to be sold shortly.

Jos. Goldenburg, general store, Dalhousie, N.B., stock advertised for sale by tender up to the 24th inst.

Quebec Fruit Exchange, wholesale commission fruits, Quebec, Ed. Coulombe and Philippe Guay registered.

Gouin Freres, general store, Victoriaville, Que., Jos. Gouin, Evangeliste Gouin and Luc Gouin registered.

Emile Audet, general store, St. Ephrem de Tring, Que.; the assets of this business are to be sold shortly.

Ness & Shannon, grocers, Barrie, Ont., have assigned to N. L. Martin. A meeting of creditors will be held shortly.

William Farrell, Limited, wholesale wine and liquor merchant, Montreal, Que., James Cunningham, president, registered.

Desmarais & Campeau, wholesale and retail tobacco merchants, Montreal, Que., Louis Nap. Desmarais and Ovila Campeau registered.

Edouard Coulombe and Louis Philippe Guy, both of Ottawa, traders, have formed a partnership under the name of "Quebec Fruit Exchange."

W. J. McDowall, Almonte, has bought T. B. Brown's brick store and residence on the corner of Bridge and Water streets and will shortly remove thereto.

Lawson & Lawson will open up the "Petrolea Cash Grocery" in McGarvey's old stand at the corner of Eureka street, Petrolea, Ont. They are starting out with an entirely new stock of groceries and provisions.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Oct. 19, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	**Per doz.**
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 90
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	11 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	15c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	5lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—Dime		$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—Dime		$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

	per lb.
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

"Batger's"

Put up in a high-grade, and attractive looking-glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

AGENTS

Rose & Laflamme
Montreal and Toronto

Strawberry Jam

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-1lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	9 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 25
Smaller quantities	0 37½

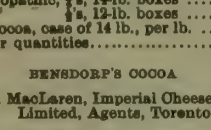
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb	tins,	4½	doz.	to case	per doz.,	$	.90
1 "	"	4	"	"	"		2.40
½ "	"	2	"	"	"		4.75
1 "	"	1	"	"	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. .30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	1 80
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Talk alone will not hold your customers' trade—you must sell them goods whose reputation, like Caesar's wife, must be above suspicion.

In the Starch line there has never been any question as to the purity and superior selling qualities of

Edwardsburg "Silver Gloss" Starch

AND

Benson's "Prepared" Corn

The profit is yours—the satisfaction your customers'.

All Jobbers Sell Them

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 2
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

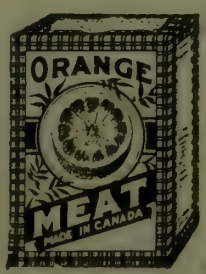
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar	0 25
F.D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 30
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots (Freight paid.)	4.10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$300 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free. Babbitt's "Best soap, 100 bars $4 10 per box. Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Bee" brand starch—

" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½

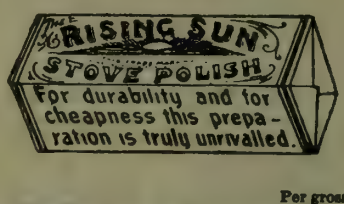
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 45 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

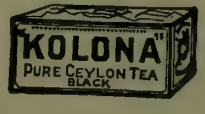
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

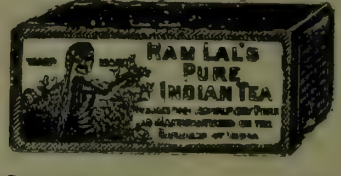
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

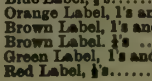


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 35



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, " 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

WARNING!

BM&Co. TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

GOLDEN RUSSET BRAND

WILSON WAYS

3. PRICES PROPORTIONATE

It would be a hard knock at our "purity" and "inimitable" arguments if we took advantage of the secrecy of our process and put a monopoly price on the product.

GOLDEN RUSSET VINEGAR

price is just as honest as ***GOLDEN RUSSET VINEGAR*** process. Compared with some other vinegars it should be three times the present price. Skilled labor is necessary in the manufacture of ***GOLDEN RUSSET VINEGAR***; also expensive machinery, expensive fruit. Yet you can put ***GOLDEN RUSSET VINEGAR*** in your store at a fair price, sell it with profit to yourself and unlimited satisfaction to your customers.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

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THE CANADIAN GROCER
10 Front Street East, - - Toronto

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

RETURNED
OCT 17 1905

CLOSING OUT LINES

We are closing out several ends of lines in gas and electric globes, to make room for new ones.

Write for Particulars

COWANS, KENT & CO.
TORONTO

YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle, as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

THE CANADIAN GROCER

Fall and Xmas Goods Number Oct. 27th 1905

THE MACLEAN PUBLISHING CO LIMITED MONTREAL, TORONTO, WINNIPEG.

20 lbs.
NET
EDWARDSBURG
CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

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E. St. G. Tucker,

West India and General

Commision Merchant

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J. W. GORHAM & CO.

JERUSALEM WAREHOUSE

HALIFAX, N.S.

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Highest references.

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Norman D. McPhie

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Commission Merchant

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OWEN SOUND.

J. K. McLAUCHLAN

COMMISSION MERCHANT

Warehouseman, Shipper and Steamship Agent

Owen Sound, - Canada

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street

MONTREAL.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents and Importers.

29 Melinda St., TORONTO

25,000 cases canned goods to offer

TOMATOES PEAS

CORN CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

QUEBEC, P.Q.

Alfred T. Tanguay & Co.,

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FLOUR, GRAIN, ETC.

QUEBEC, CANADA.

Correspondence Solicited.

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CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man, Calgary, Alb.

COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN.**

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent

Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY?

WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

GEORGE ADAM & CO.

Wholesale Brokers and Commission Merchants

WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON

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ST. JOHN'S, N.F.

THOMAS B. CLIFT
Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

VANCOUVER.

J. McA. CAMERON
Manufacturers and Wholesale Commission Agent
Correspondence Solicited
Vancouver, B.C. P.O. Box 912
Reference—Bank of Hamilton

VICTORIA, B.C.

Radiger & Janion
VICTORIA AND VANCOUVER
MANUFACTURERS' AGENTS and COMMISSION BROKERS
Correspondence Solicited. Reference — Bank of British North America, Victoria.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manufacture and technical applications of chemistry.

If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE STANDARD

Computing Cheese Cutter
INSURES PROFITS IN CHEESE
1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.
Every grocer an afford it.
No grocer can afford to be without it.
Price and Terms Right. Write for Folder
THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,
516 Board of Trade Building, - TORONTO

A Few of Our Lines

Canned Vegetables & Fruits Tomatoes, Corn, Peas, Peaches, Pears, Plums, Strawberries, Raspberries, Apples, Baked Beans, Green and Wax Beans, Squash, Succotash, etc., etc.

Canned Fish Lobsters, Clams, Sardines, Kippered Herring, Finnan Haddie, Salmon, Mackerel, etc,

Fresh and Pickled Fish Green Cod, Herring (bbls. and half-bbls.), Oysters, Kippered Herring, Finnan Haddies, Dried Cod, etc.

Jams and Jellies Full stock all sizes, wood, glass, and cartons.

A FEW OF OUR AGENTS:

CANADA		*UNITED STATES*		*EUROPE*	
Halifax,	*Seeton & Mitchell*	*Portland, Me.,*	*C. H. Mann & Co.*	*Rotterdam,*	*L. J. C. Hillebrand*
St. John,	*W. S. Clawson & Co.*	*Boston,*	*F. C. Howe Co.*	*Hamburg,*	*Ernest Hugo Rohl*
Quebec,	*R. F. Cream & Co.*	*New York,*	*Alex. Wiley*	*Brussels,*	*H. C. Kelterer,*
Ottawa,	*James N. McIntosh*	*Philadelphia,*	*S. H. Levin's Sons*	*Havre,*	*M. Brunel,*
Kingston,	*James Craig*	*Baltimore,*	*R. C. Griffith & Co.*	*London,*	*Henry W. Peabody & Co.*
Hamilton,	*A. E. Richards & Co.*	*Chicago,*	*John H. Leslie & Co.*	*London,*	*Leete & O'Connell*
Toronto	*A. E. Richards & Co.*	*St. Paul,*	*T. J. Preece & Co.*	*Liverpool,*	*Henry W. Peabody & Co.*
Winnipeg	*Goodlands & Haslett*	*Butte,*	*Ed. J. O'Neill*	*Constantinople,*	*Fulias Freres*
Vancouver	*C. E. Jarvis & Co.*	*San Francisco,*	*Cowles Logan Co.*		
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J. W. WINDSOR, MONTREAL, Canada

D. RATTRAY & SONS

Import and Export

Commission Merchants

QUEBEC MONTREAL OTTAWA

REPRESENTING:

ARMOUR & CO., Chicago, Ill.
Packing House Products.

JOSE RIERA, Denia, Spain.
Valencia Raisins, etc.

ROSENBERG BROS., San Francisco, Cal.
California Raisins, etc.

J. WALKER & CO., Greenock, Scotland.
Refined Sugars.

DEZEEUW & VANRAALT, Vlaardingen.
Holland Herring.

SOUTHERN COTTON OIL CO., New York
Salad and Cotton Seed Oils.

DA COSTA & CO., Barbados.
Sugar and Molasses

ARMOUR LIMITED, Toronto, Ont.
Beef Extract Products.

AG. RUSSO & FILS, Catania, Sicily.
Filberts etc.

F. MICELI-ANIS & CO., Messina.
Sicilian Produce

JUAN LLOPIS, Reus, Spain.
Tarragona Almonds.

A. T. ZINI, Patras, Greece.
Currants, etc.

ARMOUR GLUE WORKS, Chicago, Ill.
Glue, etc.

IMPORTERS OR EXPORTERS OF

Maple Sugar, Balsam Fir, Seal Oil, Cod Oil, Whale Oil, Senega Root, Patna and Rangoon Rices, Austrian and Russian Sugars,

ETC., ETC., ETC.

RETURNED
NOV 4 1905
To Montreal
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GROCERS: ***This cut will be a reproduction of your store when handling our celebrated***

CHINESE STARCH

Chinese Starch is well advertised and known from the Atlantic to the Pacific as Canada's Best Laundry Starch.

Chinese Starch pays you a larger profit than any other laundry starch made.

We have opened up a factory at 123 Merrimack St., Boston, Mass., to supply the great demand for this starch in the United States.

WRITE FOR PARTICULARS

OCEAN MILLS, Montreal, Can., and Boston, Mass.

Buy Borden's Brands

Has no Equal

"Eagle" brand

Condensed Milk

and

"Peerless" brand

Evaporated Cream

Purest and Best

HIGHEST AWARD WHEREVER EXHIBITED

BORDEN'S CONDENSED MILK COMPANY

are the originators of Condensed Milk and stand at the head of all Condensed Milk Companies.

Factory: Ingersoll, Ont.

AGENTS:

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co, Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

To arrive November 1st.

"Aurora" Brand

NORWEGIAN SARDINES

¼s., very small fish, slightly smoked.

"Aurora" Brand Sardines are delicious eating and are pronounced by connoisseurs to be the

Finest Sardines Packed

OUR PRICES WILL INTEREST YOU

WILLIAM H. DUNN
IMPORTER, MONTREAL

BENSDORP'S ROYAL DUTCH COCOA

There's no better Cocoa made, and it costs only ½ a cent per cup.

Remember the Cocoa with the Yellow Wrapper

THAT'S BENSDORP'S

For prices and particulars

WILLIAM H. DUNN - MONTREAL

Importer and Distributing Agent Province of Quebec and Eastern Ontario

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From January to December you have it drummed into your ears of the superiority of such-and-such teas over the teas of Japan.

One would think that the Supreme Architect of the Universe, after providing the people of Japan and the East with the refreshing healthful teas of Japan, had suddenly turned all the virtues of the tea plant into jungles and hills of a lonely cast-off Island.

Don't be mislead—the teas of **JAPAN** are the purest and healthiest, as well as cleanest grown on earth—and they pay you best to handle.

Stick to **JAPAN TEAS** and they will make your trade stick to you.

RETURNED
NOV 4 1905

Canadian Market Best Known

Not always cheapest;
But at all times the best
And most wholesome.

RETURNED
NOV 2 1905

Brands

RETURNED
NOV 25
To Montreal

Ph. Richard's Brandy,
Second to none in France, the best in Canada.

Blandy Bros.' Famous Madeira Wines
Ninety thousand gallons exported to U.S. in 1904.

Blandy Bros.' Celebrated Malaga Wines
A sweet Spanish wine, as tasteful as a Greek Moscatel.

Cardinal Dry Champagnes
One of the finest products of the French Wine City.

Pollen & Zoon, World Famed Geneva
(Amsterdam and Rotterdam)
The purest of Genevas and a great tonic for chilly weather.

Ch. Couturier Brandies
As pure as crystal, as sweet as milk.

F. Marion & Co., Brandies
A splendid value at a reasonable price.

Parville & Co., Brandies
The best line ever bottled for the money.

Vve. L. Vigneau & D. Cambours,
Sauternes and Clarets
Delicious, tasteful, healthy; these are splendid goods.

G. Pradel & Co., Medoc Wines
Buy a case as sample, for your cus tomers' sake ! !

Mitchell's World-wide reputed Scotch Whiskeys
Positively the best Scotch Whiskey ever carried abroad.

Mitchell's Excellent Irish Whiskey
The Whiskey that gives Pat a good health, and a lot of wit and humor.

Wiser & Sons, Prescott, Whiskeys and Ryes
One of the greatest Canadian sellers.

Leconte, Morel, Sauternes Wines
Valuable at all times but indispensable during the oyster season.

Garcia & Hijos, Oporto, Wines
Unequalled as to quality and prices.

Manuel Tosta, Oporto, Wines
A pure sweet wine that has attained highest maturity.

Z. Ventura & Co., Oporto, Wines
An exquisite aperient for weak people.

Sanchez Hermanos, Jerez de la Frontera
Sherry Wines
An excellent restorative; the best food of the brain and the spine.

P. Juanita & Co., Jerez de la Frontera
Sherry Wines
This is a cordial and a most effective one!

Vichy Water "La Capitale"
The most effervescent water ever imported from Vichy. Contains grs. 8.704 mineral elements with every quart of water and is unrivalled for the treatment of kidney and liver diseases and dyspepsia.

Laporte, Martin & Co'y, Limited, - Montreal

WHAT ABOUT Mitchell's Scotch Whiskey?

How is your stock of celebrated Richard's Brandies?

Dried Fruits! Dried Fruits!

Muscatels Raisins, Valencia Raisins

FINEST PLUMS From Bordeaux, (France) FINEST PLUMS From California

Evaporated APRICOTS and PEACHES from California

We have just received a portion of our fall order for new dried fruits, sold in advance, to be delivered on arrival. We are going to ship immediately to our customers any quantities sold from this lot, that is : **Valencia Raisins, 1905; French Plums, A. Dufour & Cie, from Bordeaux.** Meanwhile we will deliver our **California Plums** and our evaporated **Apricots and Peaches,** the finest on Canadian market this year.

About the 30th of October

we will make a second delivery for the orders taken in advance for European Fruits, when the "Bellona" arrives with the first cargo, sent direct from Mediteranean waters.

Fifteen Days Later, about the 15th of November

we will make the final delivery of same fruits, when the second and last boat direct, the "Escalona," comes in.

Until then

we continue to take orders for the most complete possible assortment of **Currants, Sultanas, Valencia Raisins, Californian Muscatels, Spanish Muscatels (Malagas), Table Raisins of the finest selection, Figs, Seeded Raisins, and Evaporated Fruits from California,** which will be shipped, respectively, as soon as they come in.

Our assortment largest* {In Canada} *Our prices lowest

WRITE US IMMEDIATELY FOR SAMPLES

For Your Customers' Sake !!!

AND WRITE US FOR PRICES FOR YOUR OWN BENEFIT!!!

Laporte, Martin & Cie., Limited

70, 72, 74, 76, 78, 80 St. Peter Street,

9, 11 and 13 Lemoyne Street,

MONTREAL

CHAMPAGNES, CARDINAL & AMYOT, are the best for the money

Our GIN, POLLEN & ZOON, is unequalled for strength and quality

Winter Drink

The Whiskies of Quality.

We commend to your favors as a most invigorating drink during the cold season.

MacLEAY, DUFF & CO.
Glasgow, Scotland

Freedom for the nerves
Extra Special for chills
AND
Duff's Liqueur Whisky
the Luxurious Spirit for Humor

All matured in sherry casks.
All carefully blended for your delectation.

ASK FOR THEM.

B. O. BELAND

General Agent, - - - MONTREAL

TODHUNTER, MITCHELL & CO.

7 East Front St., Toronto

Importers and Manufacturers

We have a splendid assortment of fine Coffees and know we can suit your customers' taste.

Standard Blends

"Excelsior,"

"Jersey,"

"Our Own Blend"

Coffees, Spices, Cocoa, Chocolate, Flavoring Extracts, Etc.

WARNING!

BM&Co. TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

From the
ATLANTIC TO THE PACIFIC

These Milks are famed for their excellent and uniform quality.

Storekeepers appreciate the confidence the public have in them.

It makes selling easy.

Sweetened

Unsweetened

REINDEER condensed **COFFEE COCOA**

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

"The memory of quality lingers when prices are forgotten"

PURE GOLD BRAND COFFEE

One Pound Tins, - 30 in a case
Two " " - 15 " "

Each case contains 1 dozen 2½-ounce sample tins free of charge.
If you are looking for a high-grade coffee try "Pure Gold." We guarantee every can.

THE PURE GOLD MANUFACTURING CO., Limited

Toronto, Canada

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Thorough Tea Test

Where is the home that does not use Ceylon Teas?

Tons of Ceylon Teas are consumed annually in every part of the civilized globe.

Ceylon Teas enjoy a vaster trade and have a mightier name than all other teas combined.

Ceylon Teas Triumph

September 1905 Sales of BABY'S OWN SOAP Have Exceeded Those of Any Other Month.

Owing to our having been delayed by our printers, we were unable to place our prospectus in the hands of the trade until the middle of September.

We have decided to wait till

October 31, 1905

before offering any shares in Albert Soaps, Limited, to the public.

Until then only dealers in Soap have the opportunity of subscribing for this stock at par (shares are $50.00 each).

One of the main objects of the formation of this company was the chance it offered to interest dealers in soap in "Albert" products, and to help them make more profit out of the sales of these goods.

Quite a few dealers have made enquiries, but more have not done so.

We know that investors are seldom offered the chance which we are now offering—and we make the offer merely because we know that dealers will want to help a concern they are interested in—and will not need urging to sell Albert Baby's Own Soap when asked for it, if they are shareholders in Albert Soaps.

On the other hand, every shareholder who does sell a bill of Albert Soap will be helping to increase the value of his own property.

Albert Soaps, Limited, will probably pay dividends in excess of 7% per annum.

If you have not already received a prospectus we will gladly send one on request.

ALBERT SOAPS, LIMITED

168 McCord Street, - MONTREAL

Maple Syrup

Don't wait till next year to sell Maple Syrup and Sugar. We are shipping lots of both lines now and there is money in them for you, if you buy a good article. **"Defiance"** brand syrup is what you want, and "Quebec" Sugar. Check over these reduced prices:

Defiance Syrup,	Pints,	Cases,	each	2 doz.	-	-	$1.25	per doz.,	retails	15c.
" "	Quarts,	"	"	2 doz.	-	-	2.40	"	"	25c.
" "	½ Gallons,	"	"	1 doz.	-	-	4.80	"	"	50c.
" "	Gallons,	"	"	½ doz.	-	-	9.00	"	"	$1.00
" "	5 Gallons,	"	"	1 tin	-	-	4.00	per tin.		
" "	Barrels,	each,	50	gallons	-	-	5¾	per pound.		
" "	½ Barrels	"	30	"	-	-	6	"		
" "	Kegs	"	15	"	-	-	6¼	"		

Quebec Sugar, ¾-pound cake, Cases each 40-cakes, retails at 10c.

You can buy your bulk syrup in oak packages at a very small extra cost, and then we allow you full prices when returned, besides freight. In this way you get a container that does not absorb like an ordinary package, and there is no leakage. Let us book your order for either present or later delivery, and you will be sure of the best quality at the right prices.

JOHN SLOAN & CO.,

TORONTO BELLEVILLE

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures.

COLMAN'S STARCH is **all** Starch, no admixtures.
all crystals, no dust or powder

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

ESTABLISHED 1845

"The Memory of Quality Remains"

"The satisfied customer is the best advertisement." A generality, you say—may be—nevertheless the vital truth remains, that the Grocer who gets the particular, exclusive trade is the Grocer who sells the goods that guarantee satisfaction—**S. H. & A. S. EWING'S** Delicious **COFFEES** and High-Grade **SPICES** have helped make satisfied customers for discriminating Grocers in increasing numbers for over half a century. Does it pay to handle inferior or questionable goods? Some merchants say: "Oh, I'm handling such and such a line of Coffees or Spices. They are good enough and suit my trade." Perhaps they do—but did it ever strike you that with a better class of goods you might largely increase your trade with the best classes of particular people? Remember, you are not experimenting when you place an order with the old reliable house.

COFFEES AND SPICES EXCLUSIVELY

S. H. & A. S. EWING

MONTREAL COFFEE AND SPICE STEAM MILLS

53 and 55 Cote St., Cor. Lagauchetiere St.

GOLDEN RUSSET BRAND

WILSON WAYS

TRUSTED TRADE

One thing which distinguishes "**GOLDEN RUSSET VINEGAR**" trade from "other vinegar" trade is that while it may come **no faster** it stays **a good deal longer.** Not only do most pickle manufacturers use

GOLDEN RUSSET VINEGAR

exclusively, but the number of householders using it exclusively, also, is increasing each year. You may not **notice** because you do not **taste**, but "rank" Vinegar sooner or later gets its deserts, which means that the axe falls on 'rank" vinegar trade. Wilson customers are firmly wedded, so Wilson trade is trusted trade. A grocer could do more **profitable** business carrying **GOLDEN RUSSET VINEGAR** alone than he could carrying all the acid vinegars on the market, even if he got them at half-price.

THE W. H. WILSON CO., Limited

TILLSONBURG, ONT.

When you want a first-class ***GINGER ALE,*** one that will satisfy your customers, order

TIMMONS'

The satisfaction of getting the best that money can buy, or knowledge can produce, goes with every bottle.

Sold on Its Merits Everywhere.

RETURNED
NOV 4 1905
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ARE TIME SAVERS

ARE $ MAKERS

THE CRAIN STOCK LEDGER

is cheaper, more convenient, and will save more time and money to the user in six months than the entire cost of the outfit.

THE CRAIN MONTHLY ACCOUNT SYSTEM

for the retail trade is all that can be desired. Write for catalogue "G," which will give you all information.

THE ROLLA L. CRAIN CO., Limited

OTTAWA, - CANADA.

Toronto Office—18 Toronto St. Winnipeg Office—Sylvester-Willison Bldg Montreal Office—74 Alliance Bldg.
White & Bindon, Agents, Vancouver, B.C. Schofield Bros., Agents, St. John, N B.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD

A volume of 400 pages packed full of good stuff for advertisers. Price $2.00.

Sent post paid upon receipt of price.

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MACLEAN PUBLISHING CO. LIMITED, TORONTO.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

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LEGAL CARDS.

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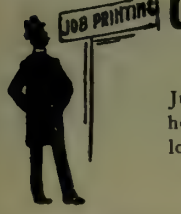

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THE KIND THAT BRINGS RESULTS

Just for instance:—1000 Statements, $1.50; 1000 Billheads, $1.50; 1000 Letterheads, $2.50; 1000 Envelopes, $1.25; The lot for $6.00.

G. A. WEESE & SON, Toronto, Ont.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

Gentlemen:-
We are in receipt of your favor of the 2nd instant and beg to assure you that the matter referred to will be treated as strictly confidential.
The several other matters treated in your communication will receive our careful attention.
Very truly yours,
UNDERWOOD
UNDERWOOD STANDARD TYPEWRITER
No 5

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO *and at* **99 ST. FRANCIS XAVIER STREET, MONTREAL**

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"ENTERPRISE" PAYS

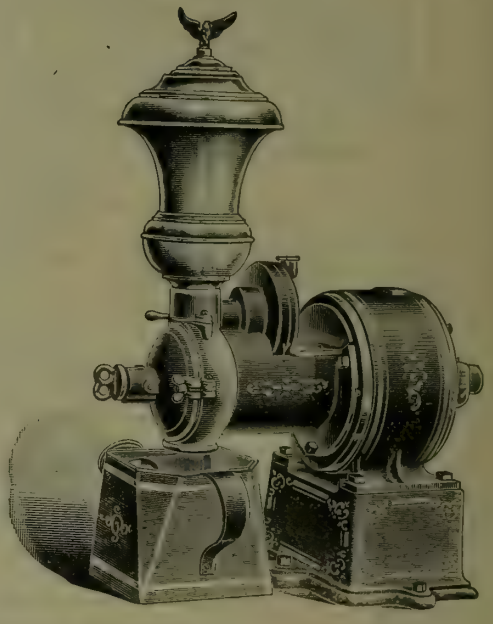
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



Counter Check Books

THE MERCHANTS COUNTER CHECK BOOK CO., LIMITED

Manufacturers of

Counter Check Books
and
Cash Sales Slips

WRITE FOR SAMPLES AND PRICES.

Phone Main 1956.

34 COLBORNE ST. TORONTO.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

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TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

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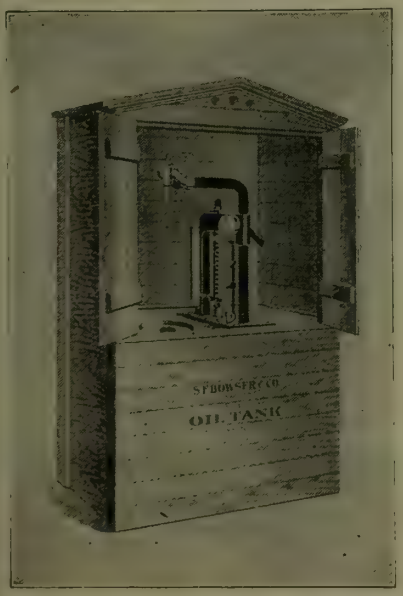

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OUT-DOOR CABINET
FOR
OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.

BOY AND THIEF PROOF

SAFETY
ACCURACY AND
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ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE.

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.
WRITE TO-DAY FOR CATALOGUE "B."

S. F. BOWSER & CO., 530 Front St. W., TORONTO

It Pays You

WHY ?

IT is the highest quality
is a popular price
is 40 per cent. profit

Holbrook's

WORCESTERSHIRE

Sauce

is the Premier of the

Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Redpath

is Canada's Standard for Refined Sugar.

MANUFACTURED BY

The Canada Sugar Refining Co.
Limited

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GINGER ALE

Superior to any Foreign or Domestic Brand

TRY A SAMPLE ORDER AND BE CONVINCED

DELICIOUS, WHOLESOME, PURE AND SATISFYING

CLUB TONIC,
LEMONADE,
SODA WATER,
IRON BREW
and all kinds
CARBONATED
BEVERAGES

W. H. DONOVAN, - 41 GRANVILLE STREET, HALIFAX, N.S.

The Time for Worrying About

Canned Goods

is Past for This Season

Prepare for the Next

NOTICE—

Having purchased the plant of the British American Can Co., Sarnia, Ont., and removed same to our Montreal Works, we have now

The Most Complete Automatic Plant in Existence

and are in a position to handle all orders, no matter how large or urgent. Our storage facilities will permit of over

8,000,000 Cans

being stocked.

To our patrons we extend thanks for past favors and solicit future commands.

If it's anything in the can line you want we can make it. Write us.

ACME CAN WORKS

Ontario St. East, - - MONTREAL

There is only one firm in Canada

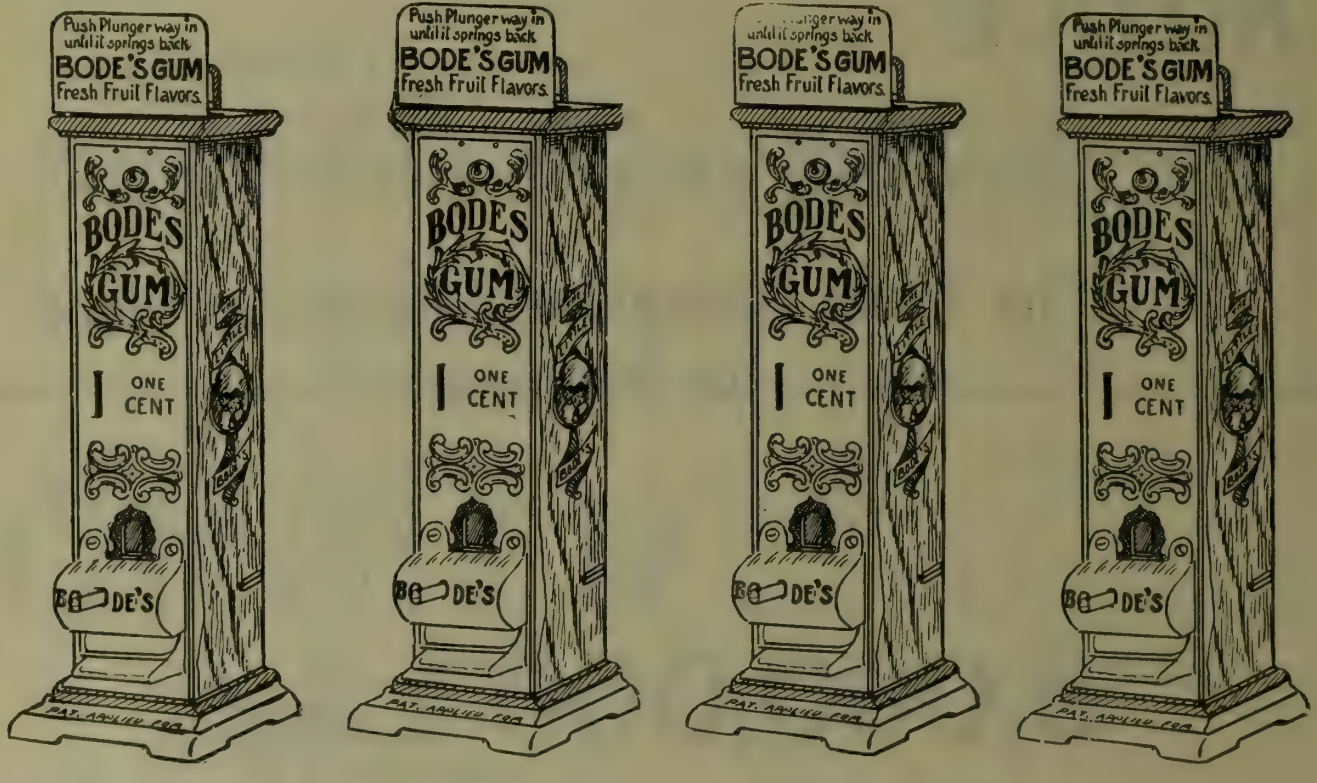
that makes and sells **Slot Machines**

so that every dealer can afford to own one; that firm is

Bode Gum Co.--

28-30 St. George Street, - MONTREAL.

If your jobber can't supply you order direct by wire or 'phone at our expense.



Machines Guaranteed Forever

—Also remember that the **STANDARD** brands of Chewing Gums in Canada to-day are :—

Bode's Menthal "Pepsin"

" Crushed Fruit, assorted flavors.

" Chulets (Candy-coated gum, packed loose in 3 and 5-pound boxes, also neatly put up in 5-cent packages.)

WRITE FOR SAMPLES

BODE GUM CO., 28-30 St. George Street, MONTREAL.

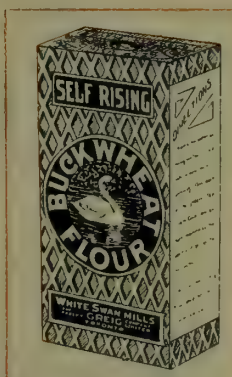
PRE-EMINENT FOR QUALITY

FLAVORING EXTRACTS
JELLY POWDERS
CAKE ICINGS
COFFEES
PREPARED COCOANUT
BAKING POWDER
CREAM OF TARTAR
SPICES

GREIG'S "WHITE SWAN" BRAND

The Standard of Canadian Excellence

FLAKED WHEAT
FLAKED RICE
FLAKED PEAS
FLAKED BARLEY
S. R. BUCKWHEAT FLOUR
GRAHAM FLOUR
WHOLE WHEAT FLOUR
GLUTEN FLOUR
RYE FLOUR
WHEAT KERNELS
BREAKFAST FOOD
THE KING'S FOOD
THE QUEEN'S FOOD



HIGH-GRADE THROUGHOUT

The Robert Greig Co., Limited
WHITE SWAN MILLS,
TORONTO

Established 1879

S. J. Major, Limited

Wholesale Importers and Dealers
in

Groceries, Smallwares,
Papeteries, Spices, Teas,
Coffees, Wines and Liquors

18, 20 and 22 York Street

Ottawa, Can.

N. B.—Correspondence from foreign manufacturers invited.

In Stock

New

Canned Goods,

Prunes,

Raisins, etc.

—Our prices are lowest obtainable on these lines.

Ask for our prices, or see our travellers.

No trouble to quote.

Satisfaction guaranteed.

S. J. Major, Limited

18, 20 and 22 York Street

Ottawa, Can.

Wake Up to Your Own Interests

GET IN LINE WITH

Southwell's

Jams and Marmalades

and receive your share of the trade. They are the standard goods. No doubt about that. They are in demand. Order, and prove that.

Southwell's goods for you.

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

For more than 50 years

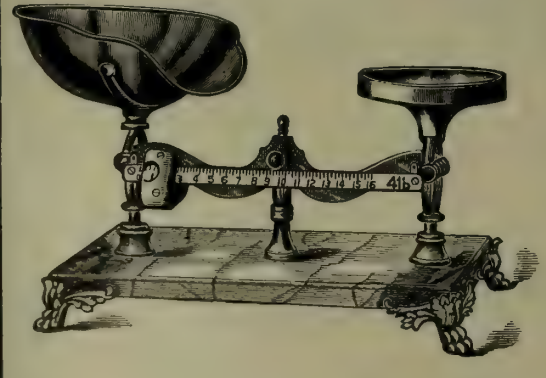
DWIGHT'S COW BRAND BAKING SODA

has had the confidence of the consumer and the dealer. This confidence is due only to its value to the housekeeper and the profit its handling brings to the dealer.

CHURCH & DWIGHT, LIMITED

Manufacturers

MONTREAL TORONTO



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue ***440 and 442 Yonge St., TORONTO***

?

THE QUESTION is

Not

DOES it pay you to sell Coffee

But

DOES it pay you to sell poor Coffee. The most successful grocer will tell you that success depends upon quality probably more than upon anything else.

Chase & Sanborn's

High-Grade Coffees are noted for quality.

It Pays to Sell Them
It Has Paid Others
It Will Pay You

Chase & Sanborn

The Importers, MONTREAL

Lion Brand Pickles in 5-gal. Pails

$2.00

We offer Lion Brand bulk pickles in not less than two pail lots at two dollars each until the 15th November. This offer is simply to get our goods better known still. They are the regular this fall pack of pickles done up in clean, wholesome, varnished pails. They will keep firm, pungent and delicious longer than any other Canadian pickle. Lots of people are going to make money on this offer, are you ?

THE OZO CO, LIMITED

MONTREAL

WE SUGGEST

PATERSON'S
WORCESTER
SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME

AGENTS, MONTREAL

Canada's Best

Agents: ROSE & LAFLAMME, Montreal.

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.

RETURN
NOV 2

RETURNED
NOV 05

St. Montreal
Out Book 42
Page 50

Write us for particulars as to our Coupon System for Grocers.

The Duncan Company of Montreal

P.O. BOX 292

PREMIUM OFFICES:

MONTREAL: Notre-Dame Street West. - QUEBEC: 254 King Street.

The brand "Sterling" is the talisman for all that's best in Pickles, Relishes, Jams, Jellies and Extracts. The Grocer who keeps well stocked in these famous "Made in Canada" goods, has an army of pleased customers.

Sterling BRAND

Each year, in what is now a long business history, finds the goods of this factory in increasing favor among the trade all over Canada. From the Atlantic to the Pacific—down by the Sea, and west among the plains of the Great West—these goods are rich in their host of admiring friends.

—"Sterling" Brand Pickles in Glass.
—"Sterling" Brand Chow-Chow in Glass.
—"Sterling" Brand Sweet Pickles in Glass.
—"Sterling" Brand Catsup.
—"Sterling" Brand Sauces.
—"Sterling" Brand South Africa Relish.
—"Sterling" Brand Canadian Relish.
—"Sterling" Brand Flavoring Extracts.
—"Sterling" Brand Jams and Jellies.
—"Sterling" Brand Marmalade.
—Maple Syrup in Glass and Tins, all sizes.
—Bitters—Bobs, Celery, Orange, Jack Canuck.
—Unfermented Fruit Wines.
—Unfermented Phosphate Wines.
—Mixed Pickles in Bulk.
—Chow-Chow in Bulk.
—Sweet Mixed Pickles in Bulk.
—Mince Meat in Wood and Fibre Pails.
—Cake and Icing Colorings.

THE T. A. LYTLE COMPANY, LIMITED

Manufacturers of High-Grade Pickles and Relishes

Factory and Office: 124-128 Richmond St. W., Toronto.
Phones: Office and Orders—Main 1531. Shipping Room—Main 4552.

SALTING STATIONS—103-105-107 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

Coffees! Spices! Corks!

If long experience counts for anything,

it should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable.

Coffees—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

Teas—Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (wholesale only).

Dried and Evaporated Fruits—Valencia Raisins, Seedless Raisins, Currants, Figs, Etc. (Wholesale only).

Corks and Capsules—Machine and Hand Cut, All Sizes cut to Order. Brewers' Supplies.

Spices—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

Foreign and Domestic Correspondence Solicited.

Consignments attended to on Commission.

MONTREAL AGENTS FOR
St. Charles Condensing Co., Ingersoll, Ont.
St. Charles Evaporated Cream

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

The Starch

you hear about

IVORINE

COLD WATER

STARCH

is undoubtedly the housekeeper's friend, because it is more easily prepared in the home. "Ivorine" is good to Grocers in that it sells readily and is **worth selling.** Have you a stock?

See your jobber

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Special Duplicating" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

We make all kinds of Counter Check Books.

THE

CARTER-CRUME COMPANY,

LIMITED

TORONTO and MONTREAL

Mention this paper.

NOT IN THE TRUST

The **POWERS** have decreed that our **CRYSTAL SUGAR** shall not be sold through the regular channels, so if you desire to

ENCOURAGE COMPETITION

buy direct from the refinery or through our agents. The

QUALITY

of our new product is

EQUAL TO THE BEST

sugar ever refined in Canada.

WRITE OR WIRE FOR PRICES

Western Agents,
Mason & Hickey,
Winnipeg.

The Wallaceburg Sugar Company, Limited
Wallaceburg,
Ontario.

A "TURNER" TALK

THE name of a firm does not necessarily indictate what kind of treatment would be accorded you by the proprietors, any more than does the horrid stench of escaping gasoline from a passing automobile indicate its speed, but when you become acquainted with the proprietors and in closer business touch with the firm and their style of doing business then you will realize when you see the name that it is significant of courtesy and business attention.

We attribute our success in business very largely to our style of despatching orders. Merchants all over Canada, and especially in the Far West, will testify that orders being filled by JAMES TURNER & Co. reach them far in advance of purchases made from other firms.

These facts are well worthy the consideration of merchants who are yet unacquainted with our style of handling orders.

Is it possible to imagine anything more annoying in business than to find the counters of your competitors piled up with the choicest of new goods, while you are making inquiries from day to day, only to be informed that they expect the arrival of your goods next week?

Another, and most potent factor in the success of our business is that we handle the choicest goods that Old Mother Earth presents to her people. The traveller who endeavors to persuade you that an inferior article, at a less price, suits your trade insults your intellegence. There are no schemes that man's imagination can devise for building up and maintaining trade equal to the handling of good goods, and nothing can be more disastrous than dealing in shoddy.

The fruit season is now on, and it affords us much pleasure to state to the trade that this season's importations will exceed all former ones. We will have in our warehouse the choicest selections from the markets of the world.

Fine Filiatra Currants, cases and ½ cases.

Fine Casalina Currants, " "

RETURNED
OCT 26 1905
J. Turner,
Cat Book 42
page 12

Package Currants.

Nelson's Selected Valencia Raisins.

Trenor's " " "

Malaga Raisins, ½-Boxes and ¼-Boxes.
"Sovereign," "Imperial," and "Regal" Brands.

Candied Drained Peels.

Beaver Candied Peels, in tins and boxes.

Also all the popular "Red Feather" brands of goods that are now receiving the attention of all up-to-date grocers.

The Grocer who wishes to have special brands of Teas, packed with a handsome label and business address, will find it to his advantage to consult us, as this is a specialty with us.

We do not go on record for selling goods cheaper than any other house in the trade. This is too stereotyped, but we do ask you to consult our travellers. Inquire from them our prices, or write us for quotations and samples and convince yourselves that this is so.

James Turner & Co.

Wholesale Grocers, - - - - HAMILTON, ONT.

If you want to handle the best goods you must have the "TARTAN BRAND." Write for full particulars if our travellers have not called on you.

Tartan BRAND

Soaps
Spices
Peels

Canned Vegetables
Canned Fruits
Canned Salmon
Package Teas
Baking Powder

Coffees
Currants
Extracts

FULLY GUARANTEED BY

Balfour & Co., Hamilton, Ont.

"2 in 1"
SHOE POLISH

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

THE DADDY OF THEM ALL.

The blackest of the blackest.

The brightest of the brightest, and the easiest shoe polish in the world to shine.

Why waste time in trying to sell inferior goods?

"2 in 1" is universally esteemed by everyone that ever used it.

Why waste an hour of your time trying to sell a 10c box of a worthless imitation?

All dealers in shoe polish are advised to lay in their stock of "2 in 1" before the cold weather comes on, as "2 in 1" cannot be shipped in extreme cold weather, as it is a combination, and the only one of the kind in the world that combines oil and water.

Sold by all wholesale dealers and the

F. F. DALLEY CO., Limited

Hamilton, Canada.

TEAS

We have just the teas you want to double your sales, both **Ceylon Greens** and **Blacks** and **Japans.** You can't do better in **price** or **quality.** We guarantee more than satisfaction.

A satisfied customer is your strongest asset. Get her to try our teas and you will never lose her trade.

Our Motto : Good Goods, Close Price, Prompt Shipment.

GEO. ROBERTSON & SON,

WHOLESALE GROCERS,

KINGSTON

Dealers Buy Wisely

wise buying is just as essential as successful selling—combined they are the only foundation of business prosperity.

Mathieu's Syrup

of Tar and Cod Liver Oil

Wholesalers Who Stock Mathieu's Remedies

L. Chaput, Fils & Cie, Montreal.
Laporte, Martin & Cie, Limited Montreal.
Hudon & Orsali, Montreal.
Demers, Fletcher & Cie, Montreal.
Hudon, Hebert & Cie "
D. C. Brosseau & Cie, "
Mathewson & Sons "
Carter, Galbraith & Co'y "
Forbes Bros. "
Birks, Corner & Co'y "
J. B. Bedard & Freres, Quebec.
N. Rioux & Cie, "
N. Turcotte & Cie "
S. J. Major, Limited, Ottawa.
H. N. Bates & Sons "
Skinner & Co'y, Kingston, Ont.
Martin, Bole & Wynne Co'y, Winnipeg, Man.
Fillmore & Morris, Amherst, N.S.
Haltie & Mylins, Limited, Halifax
Brown & Webb Co'y "
Simpson Bros. & Co'y "
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McDiarmid Drug Co., "
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DE

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Syrup of Tar
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ROYAL YEAST CAKES
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Chicago, Ill. **TORONTO, ONT.** London, Eng.

Awarded Gold Medal Toronto Exposition 1905.

DEVELOPMENT OF RETAIL TRADE IN WESTERN CANADA

WESTERN retailers are showing the trade in other parts of Canada an example worthy of imitation in the enthusiastic way they are supporting the Retail Merchants' Association of Western Canada. Readers of The Canadian Grocer in all parts of Canada are familiar with the methods and aims of this association, but. perhaps, the time is opportune for a short sketch of the history of a movement which is taking the trade of the west by storm.

Practically all the country merchants in Manitoba are now in line, and the movement is taking hold of the new Provinces farther west. In another year it is likely that Manitoba, Saskatchewan and Alberta. will be thoroughly organized.

T. J. Lawlor,
President of the Retail Merchants' Association of Western Canada.

Retailing in the west presents many problems, and the lot of the country storekeeper is not always to lie down in a bed of roses. Dealers have held themselves and their business too cheap, and have themselves been responsible for most of the difficulties with which they have had to contend.

To no class of men does the west owe more than to the country storekeepers. Where the first settlers went, there went the general store man with his varied stock of necessities and luxuries, and that stock was the only source of supply to be found for miles. Perhaps in some cases the storekeeper abused his quasi-monopoly, and charged too much for his goods, but whether that be true or not there is no doubt that in most places the customers abused the friendship of the storekeeper and were given very long credits. In the development of the west the retailer who gave long credits to customers who had no available funds, and the wholesale houses who carried the accounts of the retailers, being themselves accommodated by the banks, played an important part. The west owes very much to those country storekeepers.

In course of time, as the country developed, many stores were started and competition became intense. In many towns and villages there was over confidence in the prospects of the immediate future, and more stores were started than the volume of business warranted. Competition became very intense, and there was little profit in business. In a country where it is necessary in some months of the year to give credit, and where in consequence credit is abused the year round, it is disastrous to sell goods at cost—to say nothing of selling at less than cost, as was often done.

In many parts of the country the condition of the retailer became almost intolerable. While his customers were prospering, insane cut-throat competition was compelling him to work for a mere pittance. With the development of the country, his customers no longer really required long credits, but as it had always been the custom to run store bills they still did so, using their ready money to indulge in land speculations.

The Association Idea.

In Boissevain, Man., conditions became intolerable, and in the Summer of 1904 the dealers in that town sent out an invitation to merchants in neighboring towns to meet them and consider the advisability of forming an association to protect the interests of its members. The invitation met with some response, and the expressions of sympathy were so numerous that it was decided at the Boissevain meeting to call a general meeting of Manitoba merchants in Winnipeg during the Bonspiel week the following February. In the meantime T. J. Lawlor, of Killarney, was appointed provisional president, and A. T. Embree, of Boissevain, consented to act as provisional secretary.

First Winnipeg Meeting.

Accordingly Manitoba merchants were invited by circular and through the columns of the trade press to meet in Winnipeg during the Bonspiel. The response was encouraging for the attendance was large, and more than one hundred dealers who could not attend wrote the secretary expressing their hearty approval of the association idea. It was decided, therefore, to form a permanent organization, and a committee was appointed to frame a constitution. Expressions of sympathy had been received from merchants beyond the boundaries of the Province of Manitoba, and, being men of large ideas, the constitution committee recommended that the association be known as the Retail Merchants' Association of Western Canada, and that its field be the Greater Canada from the Great Lakes to the Pacific Ocean. This recomendation was adopted.

H. C. Hamelin,
First Vice-President of the Retail Merchants' Association of Western Canada.

Wholesale Support.

The convention lasted three days, and meetings were held morning, afternoon and night. The evils which the association was intended to remedy were thoroughly discussed, and definite remedies were suggested after due con-

sideration. A pleasing feature was the hearty support given the association by the wholesale grocery trade of Winnipeg. One of the sessions of the convention was held in the warehouse of Foley, Lock & Larson—the hall not being available that evening—and other wholesale houses were enthusiastic in their expressions of sympathy and promises of support.

Credit Evil.

Chief among the topics discussed was the evil of long credits. It was felt that the credit system could be dealt with effectively only by united action, and the problem was to hit upon a plan which would meet with the approval of all concerned. One or two dealers wanted to do away with the credit system entirely and were anxious that the association should pledge its members to inaugurate a strictly cash system. But the great majority were opposed to

J. D. Baine,
Second Vice-President of the Retail Merchants' Association of Western Canada.

this plan, as they believed it to be too radical to meet with success. It was the general opinion that the credit system could not be abolished in the west, but that it might be controlled, and that if the western merchants could not master the credit system it would very soon master them. Accordingly a compromise between the cash and credit systems found favor with the great majority. Credit is most required by the western farmer during the Summer months and in the Fall before his wheat crop is threshed and marketed; in the Winter he is prosperous, and well able not only to pay his bills but to pay cash for his new purchases.

Such had been the hold of the pernicious credit system that many prosperous farmers were in the habit of paying their store bills only once a year, and commencing a new account as soon as the old was paid. It was accordingly decided by the association to recommend the closing of all accounts on November 1st of each year, and the maintenance of a strictly cash system until May 1st, the only exception to the rule to be that thirty days' accounts are to be treated as cash. At the July meeting this recommendation was amended to shorten the cash period one month. It was decided to refuse all credit from November 1st to April 1st. It was clearly understood at both general meetings that while the association strongly recommended this plan of dealing with the credit evil, no positive rule was laid down. However, it has been found in practice that the long credit evil is the question in which western retailers are most keenly interested, and in many cases it is only because the association offers a remedy for this evil that dealers are willing to join. In practice it has been found impossible to organize local sections of the association until all the merchants in the section signify their approval of the plan. Hence, to all intents and purposes, the credit proposals constitute a binding rule for all members.

Produce Question.

Another question that occupied the attention of the February gathering was the difficulty of handling farm produce to advantage. Intimately bound up with this question was the price cutting evil. It was well known that not only were many merchants selling many lines of staple groceries at cost, or less than cost, but they were accepting in payment butter and eggs at prices higher than could be obtained from the Winnipeg produce houses. Clearly this was a mischievous and ruinous practice, and the association set itself the task of grappling with it. It was decided that the most effective way would be to organize neighboring towns in sections in which uniform prices would be paid for produce and uniform prices charged for certain staples. During the Summer months this plan was adopted throughout the greater part of Manitoba, and it was attended with conspicuous success. Perhaps there had been more cutting on tobacco and sugar than on any other staples, and the association has saved much money for its members on these two items alone.

"Supply" Accounts.

Another grievance of a peculiarly delicate nature was discussed at the February meeting, and this was the existence of what are usually designated as "supply accounts." There can be no doubt that in many parts of Manitoba the grocery and general store trade is very much overdone. Many towns have more stores than they can well support. It is charged that in some towns stores are kept going by wholesale houses who want accounts in those towns and are unable to sell to any other stores. The association hope to influence the wholesale houses to cut off such "supply" accounts.

Organizer Appointed.

When the officers were elected in Februarv, A. T. Embree, of Boissevain, retained the office of secretary until such time as the association might appoint a permanent secretary who would also act as organizer. Late in April the executive met at the Leland Hotel in Winnipeg to consider the applications received for the position of organizer in response to newspaper advertising. Some twenty applications were received, and after due consideration W. A. Coulson, a bright young newspaperman, who had recently arrived in Winnipeg, was given the appointment. Mr. Coulson set to work at once with energy deserving of success, and after circularizing the entire western trade he commenced the difficult work of organizing the country dealers in local sections. His success in securing new members was remarkable, and he was able to present to the general meeting in July a highly encouraging membership list, published in The Canadian Grocer at the time.

W. A. Coulson,
Secretary and Organizer of the Retail Merchants' Association of Western Canada.

July Meeting.

The semi-annual meeting held in Winnipeg in July was the occasion for taking stock of the work already accomplished, and the substantial results shown by Secretary Coulson at the close of a few weeks' canvass encouraged the executive to push the enterprise with renewed energy. It was also made abund-

antly plain at the July meeting that the association has the hearty support of the Winnipeg wholesale trade. At the concluding session of the convention a large number of Winnipeg wholesale men were present, and their addresses were very encouraging to the gathering. Of the wholesale grocers, Wm. Georgeson, of Codville & Co., and A. S. Lock, of Foley, Lock & Larson, were particularly emphatic in their expressions of approval and promise of reasonable support. It was made quite plain that any dealer joining the association and later becoming weary in well doing and disposed to fall by the wayside, would lose favor with his wholesale house. The jobbers were determined to collect their accounts before the end of the year, and they supported the association because of its policy respecting the credit evil. In this matter, the interests of wholesaler and retailer are identical.

Trade Newspaper Organ Chosen.

It was felt by the executive that the

G. C. Sayles,
Member Executive of the Retail Merchants' Association of Western Canada.

association required publicity in a trade newspaper which would be read only by members of the grocery and general store trade. The association is neither planning nor carrying out any work of which it has any reason to be ashamed, but while its aims are perfectly legitimate the association does not wish its affairs dissussed by the customers of its members.

The executive set themselves to select a paper which circulates only among grocers and general storekeepers, and as a result The Canadian Grocer was chosen as the official medium for all confidential news. Since that choice was made the western trade have read with interest many news items relating to the association and published exclusively in The Canadian Grocer.

"I have to thank The Canadian Grocer for much effective publicity," says Secretary Coulson. "It would be difficult to overestimate the assistance it has been to me in promoting the organization. Everywhere I go I find the dealers are acquainted with the working of the association from the reports in The Canadian Grocer, and I don't have to start at the beginning to tell them about it."

Work Since July.

Since the semi-annual meeting in July the association has made steady, substantial progress. A large addition has been made to the membership list, and a great many local sections have been organized. Each section has its own secretary, and the members meet from time to time to arrange the prices to be paid for produce and the prices to be charged for certain staple lines. The action of these local sections is reported to Secretary Coulson, whose duty it is to prevent friction through a clash in prices in neighboring sections.

Through the good work of the association cutting in tobacco and staples has been stopped in almost all sections in Manitoba, and in some towns in Saskatchewan. Uniform prices are paid in the various local sections for farm produce, and the dealers are no longer paying more than the market value for butter and eggs. On Wednesday of next week, November 1st, the association inaugurate their policy respecting credit. On that day all accounts are closed and credit will be refused until April 1st, 1906. In this difficult work the association has the best wishes and hearty support of The Canadian Grocer.

THE LAND OF PROMISE.

CANADA, and especially the Northwest Territories, is receiving at the present time the marked attention of the British Isles. It is beginning to be realized that the opportunities in this fair and vast Dominion are unlimited.

A few years ago general remarks might have been found in the various newspapers of Great Britain, with an occasional editorial on some passing circumstance or condition of interest. Now, however, this has changed, and all eyes are turned to "Canada" as the most attractive, practicable, and profitable avenue towards which to turn the vast amount of ability and energy which to a large extent is without prospect in the Motherland.

The development of this fast and opulent region is but in its infancy. Its progress, however, is being tenaciously pushed forward with a remarkable degree of energy, intelligence and boundless self-confidence by all Canadian citizens.

It is not saying too much when we remark that in all probability the region between Winnipeg and the Rockies will ere long be inhabited by many millions of prosperous, energetic and thoroughly contented people, the satisfactory feature being that Anglo-Saxon blood will predominate.

Conditions each year are improving with great rapidity so that the many trials and hardships which have had to be faced by the pioneers of earlier days will to a large extent become a thing of the past. The influx, therefore, which will gradually continue, will meet surroundings at once congenial and satisfactory, producing in a settler that immediate adaptability to environment which is so necessary in the case of emigrants.

Within a generation or so the part the Northwest Territories will be called upon to pay in the history of the Empire and of the world must be by no means a small or unimportant one.

W. Ledoux,
Member Executive of the Retail Merchants' Association of Western Canada.

MAN WHO WORKS AND GIVES

There is a hope for the man on the long, steep hill,
Who is toiling to find success;
There is a hope for the man who uses his will
In the struggle and strife and stress.
There is a hope for the man who will banish luck,
And bend to a wiser plan,
If, shoulder to shoulder, he stands with pluck,
And gives to his fellowman.

Deep in the whirling, eddying stream
Of striving humanity lies
The smold'ring flames that will glow and gleam
Like the light from famished eyes,
When fanned by desire, ambition and pluck,
And the words, "I will, I can";
Let these be your tools for success—not luck—
And give to your fellowman!

—Milwaukee Sentinel.

THE GROCERS' REFLECTIONS

A GROCER'S THANKSGIVING.

EVERYBODY gave thanks last Thursday, at least it is to be hoped they did. Even the hard-worked grocer shut up his shop — of course after filling just a few pressing orders—and in company with his wife and family sought the house of the Lord and with a full and thankful heart and lusty lung joined in the grand, old, soul-stirring, rock-moving hymn,

"Praise God from whom all blessings flow,
Praise Him all creatures here below."

He left the church a better man, and the poor old organ-grinder at the corner of his street pricked up her ears at the jingle of the quarter that dropped into her battered tin cup, and her eyes glistened with a tear of thankfulness, and her lips spoke the words of her heart with a feeling that made the grocer's lips tremble in an unaccountable, and to him very embarrassing way, while a lump formed in his throat that threatened to impede his breathing. Yes, he felt a better man, and if ever a quarter was given that carried with it the blessing of Him that said "It is more blessed to give than receive," it was that quarter of the grocer.

And when he arrived home, and the family had all gathered round his groaning dinner table, and he saw that all the olive branches were clustered round the parental trunks, his heart was full and the grace dropped from his trembling lips in a manner to endanger the stability of the napkin tucked under his chin. Even the delivery boy whose home is up in the "North Countrie" was not forgotten, and never "eat such a dinner in his life," as he told the butcher's boy on Friday morning when comparing notes as to how much more they could individually have taken without "bustin'." Yes, it was a dinner ; would there were more like them, more Thanksgivings in the year.

And as he sat nibbling at his cheese and celery and sipping his own extra blend of Old Government and Mocha, and his youngest branch, aetat three-fifty—beg pardon, three and a half years —was taking up an entrenched position on his left knee, much to the dissatisfaction of Towser, the terrier, a practical side of his Thanksgiving dinner seemed to suggest itself to him, and smiling somewhat at the oddity of the thought, he drew the attention of his circle to him by remarking : "Say, mother, have you ever thought when eating your dinner on this day of all grateful days, of the practical side of the meal, that is where all the good things come from, how they're grown, prepared and marketed ? No ? Well, if you will not mind and can exercise a reasonable restraint over Miss Restless here I will take the articles by courses, and hope to show you all how true the saying is, that the world is but a very small body after all, and that steam and electricity have practically abolished distance, and how, like Monte Cristo, we can say, 'The world is ours.'

"The soup—ah, the succulent bivalve dug out of his cosy bed in the Chesapeake or the island-bound waters of Long Island Sound, his dark and rugged shells the caskets where Neptune and the water sprites drop their precious pearls, what would we do without him now at feast or festival ? And with the soup let us not forget the celery that Uncle Eb sent down from his farm in Bruce ; the long white stems with their feathery tufts of green are pleasant sentinels on the outposts of a well-planned dinner.

"Then the fish. Here we are quite at home, and the waters of this great land of ours are shining with silver sprays of such beauty and variety as would throw the most polished epicure of 'La Belle Paris' into ecstacies of delight. Our Niagara whitefish of to-day has heard the roar of the mighty cataract and trembled with awe at the majesty of the great leviathan whose roar has sounded through untold ages and proclaimed itself the great work of an immortal Creator. You know that if among other natural products of our land and waters we are proud of one thing more than another, it is our fish, and even our southern friends want them, and want them badly, too. Our salmon, rich and pink, inimitable by artist's brush, from the land of the crafty Chinook, stands foremost on the bills of fare of all civilized peoples. Our mackerel and our cod hug our eastern shores with a patriotism worthy of imitation by the pitiable disciples of blue-ruinism.

"Yes, I know you want to hear about the turkey. There's nothing much to say about the red-nosed king of the barnyard. His gobble-gobble is heard throughout the length and breadth of this peaceful, blessed land of ours. Still, in my mind, I think he improves with dressing, and looks more interesting on a dinner table with his drumsticks pointing heavenward at an angle of 65 degrees, and the deep red berry from the banks of Cape Cod in tempting dishes by his side. Ah, yes, we're all agreed that the dinner would be incomplete without his presence, and though the poet sings,

'Of all the birds what flies,
There's none that's half so nice
As goose, stuffed with sage and inyuns,'

we'll all adhere to our banner and fight the battle of our king.

"Let us not forget our vegetables. The mashed potatoes need no further mention, and the sweet wrinkled peas and cauliflower are both indigenous to our climate, and as familiar as a commercial traveler on his maiden trip.

"But I am spinning out much longer than I thought to, when starting out to tell you of my practical reflections, and as I see Miss Restless here is casting longing glances at her carriage and doll, I'll briefly refer to the rest of our pleasant meal, but I warn you to fasten on the wings of my fancy very securely, as I intend to annihilate space and time in taking you to scenes and lands where what we eat and drink is at home.

"Come, then, briefly. Our apple pie, with its brown overcoat and sugar-sprinkled top first calls our attention, and as a home bird needs no further comment.

"Off then to France and the peasant homes of Rocquefort, and a nibble at the blue-dotted cheese so creamy. Away again to the sunny groves of sunny Italy and the vegas and dehesas of Malaga, with the sound of mandolin and castanet ringing in our ears, and visions of gauzy mantillas and black-eyed senoritas floating before our eyes, and let us pluck a few olives and bear off the long oval green grape. Once more we spread our wings and stop not until our feet touch upon the Holy Land, and we rest ourselves beneath the fig trees of Palestine and wonder how such rich and luscious fruit could grow in soil so rocky and so barren. A few figs and then away to sandy Arabia, and grasping a handful of the golden berry of the east, we float south and eastward with the sound of the Moslem's 'Allah-il-Allah' following in our wake like the echo of a fatal nightmare ; away across the Indian Ocean on the wings of a helping trade wind to sea-girt Java and here on the coffee hills of Mynheer Van Stane beneath the shadows of Mount Salak we'll rest a moment.

"Yes, mother, half way round the

globe and still we have not visited all the homes of what we have been privileged to set before us. Rested? Yes. Well, let us change our course a bit and strike north and east towards the Celestial Kingdom and wander through the well kept tea gardens of Tseng-Tsing and picking a bud or two here and a leaf or two there, we'll take our aromatic blend and passing over the pagodas of the Mikado, we're off across the peaceful main to our own Vancouver, and then crossing the Rocky spine of our northern sphere, we'll pick up

'The golden grain from out whose shell
is pres't
The manna that to men has aye been
blest.'

"And now home again, and here we are cosily sitting round our cheerful board, no one the worse for the long and rapid journey, and everybody I hope with a better knowledge of what seems to us without reflection a matter of course, and all, I hope, truly thankful on this day of grateful remembrances for past favors. Before we leave the table I might add with the poet, that

'Serenely full, the epicure would say,
Fate cannot harm us, we have dined
to-day.' "

THE REASON WHY.

An experienced detective officer was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily and hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of an assistant in a grocery the other day who was getting $8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a rise.

" 'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age I kept a wife and two children on $8 a week, and saved money besides.'

" 'They didn't have cash registers in those days,' said Horace bitterly.

A SLIGHT ERROR.

"We had lived in a certain American city ten years," confided a prosperous merchant to his partner, "when, after many futile attempts, we at last succeeded in persuading my mother, who lived on a remote country farm, to visit us.

"One afternoon my mother suggested that we give a party for the children. My wife cheerfully assented, but found that she did not have enough dishes of the kind which she would risk with boisterous children. Being of an economical disposition, she ordered a dozen boxes of a certain brand of breakfast food, each box containing as a prize a cup and saucer.

"On the day of the party my wife was called away from home. She instructed mother and informed her that the dishes would be delivered by the groceryman before dinner.

"That evening mother informed us that the children had had a glorious time. 'And how careful your groceryman is,' she continued. 'Why, each one of those cups and saucers was done up in a separate box, and I almost smothered the fire in the furnace with the stuff they were imbedded in.' "

MORAL—ADVERTISE.

Many years ago, report has it, thirty of the girls who sealed and labeled the cans in a canning factory in the American west got so warmed up drinking fermented juice that they took off all their superfluous clothes, sealed them in and labeled them. They got mixed with several thousand cans of preserves and for months thereafter it was nothing uncommon when you had company to open a raspberry preserve label and turn out a pink hair ribbon and a pair of stockings and many an old apron or a corset cover. Only a short time ago the landlady of a hotel was absent-mindedly looking out of a window while dumping a can of supposed peaches, when out rolled two hip pads. She didn't notice it and a near-sighted boarder ate one for a waffle. The can was bought of a merchant who didn't advertise, and it had been on his shelves for over twenty years.

INNOCENCE.

Mr. Sharp, the provision dealer—who, by the way, is regarded as a smart business man—looked distinctly annoyed. Glaring savagely across at Henry, the new clerk, he said, sternly—

"Come here, sir!"

Henry came.

"That lady who just went out—didn't I hear her ask for fresh-laid eggs?"

"Yes, sir," Henry answered.

"And you said we hadn't any?"

"Y—yes, sir; that is quite true."

"True, you lunkhead, you—didn't you see me lay those eggs myself on the counter ten minutes ago? You untruthful scoundrel! Take a month's notice to quit, and mind you don't look to me for a reference. We must have no prevarication in this establishment."

A NEW SPECIES.

The grocer dusted a cocoanut and laid it in his window in such a way that a black bruise did not show.

"This cocoanut reminds me," he said, "of a big yellow haired girl named Gretel. Gretel was a Swede, fresh from the Old Country. She worked in old Miss Greene's kitchen, and she came here to do her mistress' marketing.

"One day I had a window display of cocoanuts, and Gretel stood outside and studied them a long time, for she had never seen a cocoanut before. Finally she entered the shop.

" 'Please,' she said, 'how much is them big mountain potatoes, with whiskers on them, in the window?' "

FIGGER UP.

If the day seems to carry a burden of woe,
Figger up;
If its moments seem dragging and terribly slow,
Figger up;
For I guess you will find, if you pause to reflect,
That there's 'bout as much sun as you've right to expect;
If you've earned something good, you are bound to collect—
Figger up.

On the great slate of Time there are many accounts—
Figger up—
For various payments of divers amounts—
Figger up,
And we're apt to collect what is coming our way,
Though it's shine of the sun or gloom of the day;
If we dance, you have heard, we the fiddler must pay—
Figger up.

Look back on your life, though you'd much rather not—
Figger up—
And say, if you dare, that the treatment you got—
Figger up—
Is not pretty near to the treatment you earned,
Who was it the candle incessantly burned,
And burned at both ends, until wisdom he learned?
Figger up.

What's the use of a sigh, or the good of a whine—
Figger up—
Take your medicine now, as I must take mine,
Figger up.
And I guess we may find on the big final sheet
There was just as much shine as of gloom for our feet,
Or, if not, that the treatment we had was but meet—
Figger up.

—A. J. Waterhouse.

GOOD ADVERTISING

Holding Trade.

WHEN some grocers feel the first touches of opposition from "bigger" houses, out of town, a lurking desire comes over them, first to sell out, second to show fight. Opposition is the spur of business, and when legitimate and reasonable in potency, should not be feared. Rather it should be welcomed as the incentive to self-examination — pointing the hand of inquiry inside the store and then outside. If farmers drive by your place, or pedestrians walk by, have an eye to your goods. If such continues, have an eye to your policy. Your chief opposition, perhaps, has a nice announcement each Saturday in the local paper, in which he quotes prices that catch trade and retain custom. He perhaps prints a list of "specials" once a week, and distributes them among patrons, prospective and regular. He may also make a feature of giving quick service to those customers who have to drive lengthy distances. Take a peep into this merchant's store. Note his arrangement. If you see no improvement over your own, then know that some other factor—the newspaper—is his talisman of trade. Advertise with an individuality. Let farmers feel that you offer special inducements "just for them." Let townsfolk get to know you for, say, reliable Friday night announcements in the papers. Enlist the systematic help and enthusiasm of your employes by graciousness and appreciation on your part — then work and wait.

Clerks Should Study Advertisements.

Clerks should study the advertisements their employers write and thus keep a grip on newspaper publicity as well as store publicity. This would tend to produce a keener insight into the conditions governing seasonable advertising and prove profitable in the way of "supply and demand" experience. Too often clerks unknowingly misplace their zeal. While one line of goods is being advertised in the papers, they perhaps talk up something else in the store. In other words, they do not work hand in hand with their employer, though they work faithfully. Where a clerk prepares his employer's advertisements he might have conferences with the other clerks and acquaint them with the points he himself has been acquainted with through seeing and knowing "what the manager wants." Co-operation is the half-brother to success. It should be every clerk's lodestar.

Store Individuality.

There is no limit to what can be accomplished in the way of store individuality. I remember reading of an American merchant who adopted the idea of giving clean money for change. His plan was to express to a nearby bank all his old coin and bills in exchange for which he received the new. This fact was advertised in the papers. In time his place became known as "the clean money store." The merchant admitted, of course, that his desire to be original cost him something in labor, but it paid him. While this and kindred schemes are not always practicable, they show, nevertheless, that the seemingly impossible becomes possible in the hands of an up-to-date, wideawake merchant who believes in advertising his business, and, what is more, does it.

Special Sales.

Opportunities for special sales are not always taken advantage of. Far too many grocers allow business bogeys and the attitude of other merchants on the question to govern them. True, as compared with, say, the dry goods business, where cloth is always cloth, and the dictates of seasons unmistakable, there is not the field for price campaigns in the grocery business on account of the perishability attached to commodities and their continued subjection to slumps and rises. The special sale plan in the case of dry goods is ordinarily to put on the table, at a marked-down price, goods which the merchant knows are not selling fast, and which as time goes along will sell slower. The clearance makes room for seasonable stock. Such like procedure is impossible with grocers because the bulk of their business is of the same nature the year round. Hence, few special sales. But a grocer can frame a policy of his own with the assistance of the very conditions which seem to frustrate his activities along this line.

For instance, in the Fall there is quite a demand for preserving peaches and the majority of stores are well stocked. Prices range nearly even. Trade is divided up. In the end each grocer loses a few baskets on "spoils" and "fill-ups." Now, suppose one of the grocers, instead of waiting for the people to come to him, went after them by announcing through the papers and in his window and store a special peach sale and cut the price one cent per basket on opposition stores. These stores would undoubtedly laugh at such a move when the fruit could be sold at proper margin in due time. But by having a special sale and hinting at low prices the chances are the enterprising grocer would clear out his stock in one-half the time and have a better turn-over than the other grocers besides. The people who read the advertisements and saw the store cards would in all probability buy other fruit. The special sale might be the means of securing a few orders on branded goods, too.

Design Your Ads.

When grocers write copy for the press they usually do it in a hurry, which is unfortunate because the advertisement suffers. The office that sets the matter is also usually in a hurry. Consequently the main points in the advertisement are perhaps not duly emphasized and minor details perhaps displayed prominently. If you cannot apportion a particular time each week for writing newspaper copy, then the next best thing is to write plainly on good paper, and, as regards arrangement, to write the matter as it is to appear when set. Printers can usually dress up in type what is raw on paper—that is, if the advertisement is not too large and time limited. But don't bank too much on this assistance. It is entirely voluntary. Knowing your own goods best, and what you want to say about them, it should be easy enough to underline words here and there with one stroke, two strokes, etc., according to their importance, also to write the salient words in positions by themselves. The "letter" style advertisements are too common in the printing office. That is why some announcements in dailies give one the impression that the compositor got excited over a bad piece of copy and had no time to redress the errors he made in essaying to be tasty.

To sell goods is the first mission of an advertisement, to display ornaments the second, but there is no reason why the second, in moderation, should interfere with the first. It should rather aid, by attracting that requisite—attention.

ADVERTISING CRITICISMS

Faulty Advertisements.

A FEW more grocers advertise in the Fall than in the Summer months, but the number in both cases is made up almost entirely of town stores. This arises, no doubt, from the fact that grocers in the large cities believe their field is local and, therefore, little is to be gained by newspaper advertising.

* * *

Scanning Canadian papers the first grocery advertisement that I pitched upon was that of W. E. Pautler, one of those chosen for reproduction. Mr. Pautler has the advertising belief all right, but unfortunately he does not employ his space judiciously.

PICKLING SEASON

Preserved Ginger, Whole Pickling Spice, Ground Pickling Spice, Whole Cloves, Ground Cloves, Whole Cinnamon, Ground Cinnamon, Root Ginger, Black and White Pepper, Cayenne Pepper, Cayenne Pods, Allspice, Turmeric, Celery Seed, Mustard Seed, Currie Powder, Nutmegs, Vinegars.

W. E. PAUTLER

STAR GROCER, PHONE 42, PRESTON

The advertisement on pickling season is itself apropos, but why the needless enumeration? A few of the incidentals related to pickling might properly have been specified, but space is turned to no account in making such statements as "Whole pickling spice," "Ground pickling spice," when "pickling spices" would have been sufficient. The same thing occurs concerning cinnamon, pepper, etc.

One half of Mr. Pautler's advertisement might have contained some references to fruits, jars, etc., or might even have announced some special prices on other lines of goods. That could have been accomplished by omitting the present superfluous wording. An advertisement should state facts clearly, but it should never become an a, b, c lesson.

* * *

The setting of this announcement, too, could have been improved by "single leading" the details and using the space thus saved to "open up" the name and address.

* * *

F. Corey advertises in a general way. He has nothing special to announce. It strikes me that a retailer's tea trade does not warrant an advertisement on it solely as virtually happens in this case. No single line of goods warrants such, in fact, unless as pointed out before, there is a price importance to it.

* * *

If Mr. Corey had quantities of bulk tea to dispose of at a certain figure that would have been different to merely reminding his customers about the guarantee on 25c. and 40c. tea. He might have done the "reminding," and, in the same space, have quoted some figures on goods likely to be in demand. There is a useless "white" between the heading and body matter, and the address, etc., is unduly spread. Dividing "Murray" is bad.

* * *

Cash Bargain Grocery is, in substance, the most businesslike advertisement of the trio, though it, too, is unnecessarily scrambled, with a consequent sacrifice of space. Two of the display lines, at least, are disproportionately large, so that the advertisement has no balance. In short it is typographically ugly.

* * *

In quoting prices, and thus giving the announcement a "particular" savor, "Cash Bargain Grocery" surpasses

The Place to Buy

FRUIT JARS

	Per dozen
Imperial ½ Gallons	$1.20
Wine ½ Gallons	1 00
Imperial Quarts	.90
Wine Quarts	.80
Pints	.70

Now is the time you need the above.

Cash Bargain Grocery

104 Dalhousie St.

Phone 290

others in at least one respect, and would more likely pay for itself.

* * *

The three advertisements reproduced demonstrate that the spirit of opportune publicity is spreading among retailers, but there is room for improvement yet in the matter of methods. I know that few grocers have the time to give due attention to their advertising and that in many cases it is "rush" work but could it not be supervised at night, or, for that matter, be entrusted to a clerk.

OUR TEA TRADE

is increasing every week. It is not a hard problem to solve. Our reason is we guarantee our **25c.** and **40c. Tea** to be the best. Our Vinegars and Spices are fresh and pure. Call and be convinced.

F. COREY

GROCER

Cor. of Colborne and Murray Streets. PHONE 425

UP-TO-DATE BOOKKEEPING

THE "LOOSE LEAF."

By J. R. M.

"System is the fulcrum on which business is moved successfully."

IN systemizing your business you have in mind one of two objects, either the cutting down of expenses by reducing the number of your employes, or introducing such new ideas as will give you more detail, enable you to know just how each department of your business is doing—and thus place it on a profit paying basis.

That this could not be accomplished by the old and antiquated methods in common use up to within the last 25 years was apparent to every man seeking to improve his business, and forge ahead into the front rank of commercial giants, with the result that brains and brawn have been developed to meet this demand, bringing into existence a system of units or "loose leaves." This principle permits of adaptibility to meet to best advantage the changing conditions of business; giving the greatest amount of information in condensed form, in the least time and the most accurate manner.

For these reasons "Loose Leaf" methods are no longer an innovation, but are considered a necessary part of modern business and are fast displacing the cumbersome methods of the past.

There are several reasons for this:

1. The expansion of the loose leaf system is unlimited.

2. Unlimited classification is obtained.

3. The chances for mistakes are greatly reduced.

4. The work can be divided among several clerks so as to accomplish it within a specified time.

5. It permits the removal of all dead and useless matter.

These various points can be readily seen by studying in detail the "Loose Leaf" ledger.

All bookkeepers and accountants know that with any style of bound book certain accounts are bound to require more space than originally allotted to them when opening the book; rendering transfers from one part of the ledger to another absolutely necessary. The "Loose Leaf" Ledger with its unlimited expansion removes the necessity of re-opening accounts.

The use of one sheet for one account with the opportunity of adding as many sheets as may be found necessary for the continuance of the account without interfering with the other accounts is a desirable feature only obtained by a "Loose Leaf" System.

The one account always retains the same place in the Ledger year after year; sheets as they become filled are balanced and removed to the Transfer Binder where they occupy the same relative position in which they appeared in the Current Binder.

Unlimited classification can be obtained by various methods of indexing. Accounts may be arranged alphabetically, sub-dividing A-Z index into as many divisions as required for the convenience of handling the accounts, taking into consideration the number of Ledgers in use; some business houses derive greater benefit by indexing their Ledgers by Routes, Territories, Towns, Salesmen, numerically, or any other plan suited to the particular needs of the business.

By this elastic method a vast amount of time is saved in the posting; the charge sheets and cash items can be arranged previous to posting in the same order as the indexing of Ledgers, thus rendering posting very rapid and removing practically all possibility of error.

Another great advantage is the reduction in the size of the ledger. It is not necessary to provide a large sheet for a long account as ample space is provided by the addition of extra leaves and by continually weeding out the closed or discontinued accounts, the size and weight of the book is reduced to a minimum.

The security of the system is obtained by a careful examination of the locking devices, the principal features of which are fully explained by the various inventors and manufacturers.

The fact that the most conservative banks, insurance companies, and mercantile houses are adopting "Loose Leaf" Books is conclusive evidence that the principle is perfectly safe.

No merchant or manufacturer doing business to any great volume can afford to be without "Loose Leaf" Systems.

Those who do not have it do not know what they are missing and those who have it regret they did not have it long before.

It is an absolute necessity and of invaluable assistance in business of moderate volume.

A SYSTEM FOR RETAILERS.

GOOD bookkeeping consists in simply correctly copying, adding and subtracting of figures so placed that any mature person can understand what they mean.

There should be nothing complicated about it, everything should be plain and simple.

The average merchant has ordinary common sense and will readily accept any plan that will assist him in simplifying his business and reduce the amount of work necessary to keep his accounts in a clear and simple manner.

Two of the greatest difficulties experienced by retail merchants is the getting out promptly of his customers' accounts at the end of each week or month, and the time and work required to know at any particular time just how any individual customer's account stands if it should be asked for.

These difficulties can be overcome by installing what is commonly known as the Loose Leaf Monthly Account System.

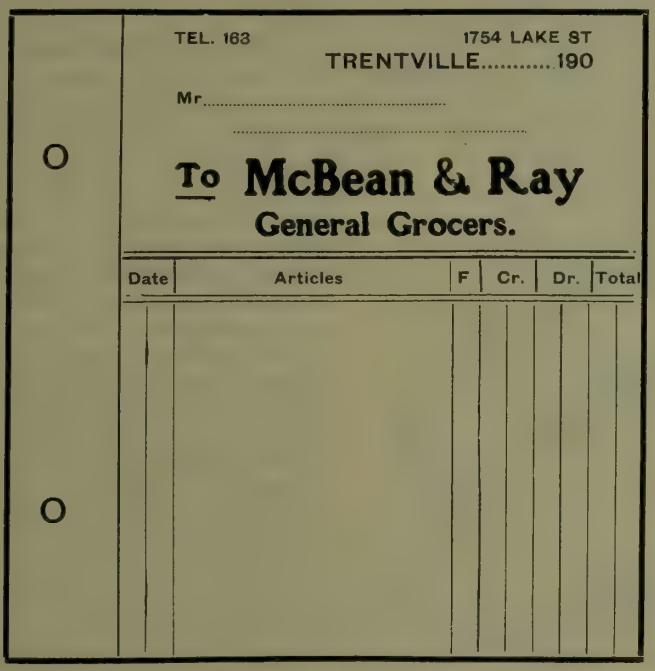
The Counter Check Book is used when taking an order, a copy of which is sent with the goods, the duplicate is kept and the amounts posted to the Monthly Account which consists of a Loose Leaf Binder, indexed throughout from A-Z, containing account sheets in duplicate, ruled like Form No. 1, duplicate sheet having no ruling or printing.

Your customers' accounts are arranged in the book according to the first letter of their name thus enabling you to find any desired account at once. After taking the order in your Counter Check Book, the goods are got together, and whatever corrections found necessary are made to the order. The original copy of order is sent with the goods to the customer and the duplicate kept for posting. At the close of the day or

at any time that is convenient, the orders are checked off and the amounts posted to their respective accounts in duplicate in the Monthly Account Binder, all cash payments are credited directly to this account and at the end of the week or month accordingly as the accounts are rendered; or if the customer should come in between the regular times of rendering accounts and ask for it, it can be totaled at once and rendered. After the accounts have been rendered the duplicate sheet containing exact copy of account is removed from the Binder and filed on the Day Book Binder from which the total is posted to the Ledger Account in one item.

By keeping your accounts in this manner it saves the work, at the time of making invoice, of picking out from page after page of charges the various items for each account; this is done daily direct to the account. It also saves the posting to the Ledger Account, each individual sale, which in many cases means 25 or 30 per month; as the total amount of account is posted from the duplicate sheet which becomes your Day Book in one item; thus producing a further saving of time and space and prolonging the life of your Ledger 75 to 100 per cent.

When your customers receive their bills promptly, or can obtain them within a few minutes of the time of asking, it shows them that you are prompt; and they recognize the fact that your system is good and that you are conducting business on an up-to-date principle. The opinion of your customers is a big factor in the life of any business and any method that will save you time and labor and at the same time satisfy your customers will be a revenue producing acquisition.


TEL. 163 1754 LAKE ST

TRENTVILLE.....190

Mr.....

To McBean & Ray

General Grocers.

Date	Articles	F	Cr.	Dr.	Total

SYSTEMS FOR WHOLESALERS.

IT is impossible to lay out any definite plan for a wholesale grocery house, until the details of the business have been studied and modern ideas fitted to suit the particular requirements of the establishment.

Every business has certain details particular to itself, which must be taken care of, but a general plan can be outlined that with a little manipulation can be arranged to suit the majority of houses requiring an up-to-date labor-saving and time-saving system.

In this article we will deal with the sales department, showing a system for handling orders, invoicing and shipping which is no longer a theory or an experiment. On the face of it, it may appear somewhat complicated, in reality it is simplicity itself.

The travellers are provided with triplicate order books, one copy being left with the customer, one remaining in the traveler's book and the original being forwarded to the house.

On receipt of either a traveler's order, letter order from a customer, or of an order by telephone, or wire, it is entered in the order register and given the first blank number. (All orders except traveler's are previously entered on similar forms to traveler's order.) The order clerk then makes out departmental shipping orders and sends the main orders to the shipping clerk.

The departmental shipping orders which bear the same number as the main order from which they were drawn, are sent to the various heads in each department.

The goods are laid out for shipment and in case of small goods are sent to the shipping room. As regards heavy goods, the weight and quantities are filled in, a check mark put in the column opposite each line that is ready for shipment and the departmental orders sent to the shippers.

As soon as the various goods are shipped the shipper puts a plain cross mark on the check mark, which now shows that the different lines are actually in the carrier's hands.

Before shipping the departmental orders are compared with the main orders of the same number.

They are then all handed to the invoice clerk. The main orders are filed away and the day book entry made from the departmental orders.

These orders having been priced and extended, the invoice is made out and customers billed by means of a Loose Leaf Invoice System.

By this system the invoice and day book are written at the same time, by means of carbon paper, either by pen, pencil or typewriter.

The invoice is then detached, leaving the duplicate, which becomes a page in your day book, ready to file upon a binder, for which it is already punched. These invoice forms are made in various lengths, the most useful sizes ranging from 14 inches to 17 inches long, this gives you a long invoice if desired and enables you to have various sized invoices having one, two, three or four invoices to a page. This system also enables the ledger keeper to keep his books posted right up to date. The invoice clerk using only the pages of the day book containing that day's entries, there is no delay when other employes want the day book.

The cost column having been filled in on the departmental orders, they are also filed away on the binder.

The amounts on each order or of each entry in the day book are not added, but at the end of the month they are tabulated on total sheets.

The total sheets for the day book will show the total amount charged to customers during that month, divided into city or country amounts if necessary.

The total sheets of the order binder will show the same grand total, but this sum will be divided among, and show

amount of the sales of the various departments.

This is a check not only on the additions of the day book, but will also go far to prevent the chance of any shipment being made and not duly billed to the customer.

The total sheets of the order binder also show the cost of each sale in each department. The information from these two books, taken in conjunction with expense accounts of each department enables the management from month to month to make accurate comparisons not only of the expense, sales and profits of each department, but also compare the percentage that such expenses, sales and profits bear to one another as well as to those of other departments.

Credits to customers are made only upon the authority of a credit for returns signed by the proper authority. These forms are treated by the invoice clerk in the same manner on the department orders and filed on a binder called "Credit Binder." This book is on exactly the same principle as the day book already described.

The ledgers should be loose leaf ledgers and arranged as follows: Accounts collectable, accounts payable, general ledger.

A full description of details is not given, but by means of the Loose Leaf System information may be increased, and added to, sub-divided and elaborated to almost any desired extent, bearing in mind always that System is the watchword of all office work and must be as concise as possible.

SYSTEM IN A RETAIL STORE.

A GREAT deal of time is devoted in these days of advanced business methods to the application of systems to every class of industrial pursuit. Care should be exercised, however, to avoid the introduction of systems which are cumbersome and necessitate a large amount of detail work with practically no better result than could be obtained by the adoption of a simple yet productive method.

It is a question whether the business done by a retail store would warrant the expenditure of time and money necessary to maintain an elaborate system, but the following ideas may suggest some methods which might be adopted to advantage.

Stock.

Cards, alphabetically arranged according to the various lines carried in stock, may be used to keep an up-to-date record of the stock on hand. (Fig. 1.)

This card may be used also for a cash record of all invoices by the addition of other columns for further particulars, such as "List Price," "Net Price," "Advance on Cost," etc. It may seem at first sight that this record would entail a large amount of work, but if the posting is done daily from the sales record, the information which the cards contain will more than offset a few minutes extra work in keeping the cards up-to-date, and besides, the actual stock on hand and cost and selling prices may be obtained at once from the cards instead of counting stock or looking up the purchase invoice, as the case may be.

Cheese.	Bought.			Sold.			In stock.	Invoice price.		Selling price.	
Creamery Co.	Apr.	10	60	Apr.	15	10	50		05		07

Orders may be placed in time to restock goods which have run very low, thus avoiding the loss of sales necessitated by not having the goods in stock and a good assortment may be kept constantly on hand. Of course, if the merchant does most of the selling himself and can watch the stock carefully, and order accordingly, no such method would be necessary, but where several clerks are employed and the stock is being handled constantly, some systematic record of the stock should be kept.

Purchase Invoices.

A box file will be found a very convenient receptacle in which to keep the invoices for goods purchased until paid. When the goods are received and have been entered in a receiving book or checked off from the invoice, whichever method is employed, the different lines should be posted to the stock record cards, the invoice then being placed in the box file for payment. These invoices are filed alphabetically, according to the concern from which goods were purchased.

Paying Accounts.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard.

The statements when received may be checked off from the invoices and then attached, forming a complete record of the settlement, the net amount being charged direct to the "Merchandise Account."

If it is convenient to protect drafts, or if the retailer prefers to pay by cheque, or by other means, and also wishes to take advantage of cash discounts, the statements may be arranged according to due date and settlements made accordingly, although the draft method will be found less cumbersome.

Sales Record.

The method in general use is the duplicate "cash" or "charge" books, a complete record being kept of all sales, whether cash or on credit. Several of the books may be in use at one time, but if the amounts of each sale are recorded carefully on the recapitulation sheet provided for this purpose at the end of the book, the total sales may be obtained.

A column should be provided for "cash sales" and "charge sales," the total of the "cash sales" column agreeing at the end of the day with the amount received by the cashier from the different salesmen. The original of the "cash sales" slip should be handed to the cashier with the cash. The "charge sales" slips are marked or stamped "charge" and the original sent along with the goods to the customer as an invoice, the duplicate remaining in the "sales book" to be charged to the customer direct. The sales slips are numbered, and in this way every slip may be accounted for, either through the original in the hands of the cashier or through the charge direct to the customer.

If the stock cards are kept, the posting of different lines sold may be made right from these sales slips each day, and the balance of stock on hand ascertained at any time without actually taking stock.

SYSTEMATIC METHODS.

Grasp every opportunity, use it.

Your brain is an operative and highly sensitive piece of machinery, not a storeroom.

Record your failures of the past and your duties of the future, thus keeping your brain clear for to-day's battles.

TEA—ITS GROWTH AND MANUFACTURE

CEYLON TEA DEVELOPMENT.

TEA is unquestionably the most important of Ceylon's many and diversified products. Time was, and that less than a generation ago, when coffee held the first place. To the thinking mind grave problems suggest themselves whenever any material changes in established customs, policies or institutions are contemplated. People the world over are more or less conservative, and therefore loth to adopt innovations in any direction; material changes are usually, in fact universally, the result of slow evolutionary growth. The people of Ceylon, however, were not consulted as regarded the substitution of tea in the place of coffee. A power greater than that with which man is endowed proposed and disposed of the whole question in a twinkling, with the result that the leading industry of a great, growing and extraordinarily prosperous community became a closed incident in its agricultural history.

Briefly the story of the failure was this: In 1869 there were in cultivation in Ceylon 176,000 acres of coffee which returned a profit of about 25 per cent. an acre on the invested capital. For the years 1868, 1869 and 1870 the aggregate export from these plantations exceeded 3,000,000 cwts., valued in European markets approximately at £12,000,000.

It was a period of great prosperity in Ceylon. Then an insidious disease appeared in the coffee lands, viz., a minute fungus. With the rapidity of a devastating element it spread in all directions. Every effort to destroy it failed. The pest confined its attention to the leaves, causing them to wither and fall off; year by year the output decreased until eventually coffee planting was ruined as an industry, and planters were constrained to desist from raising it.

Attention was turned to the cultivation of tea and from a total export of only 23 pounds in 1873 it had risen to 144,275,608 pounds in 1901. The area under cultivation at the present time is approximately 400,000 acres.

The tea bushes are planted in regular lines on estates varying in elevation from but little above sea level to upwards of 6,000 feet. At the lower elevations the teas are stronger, and the yield more abundant; on the higher hills the yield is less, but the teas are of a purer and more delicate flavor, and their greater value compensates for a smaller yield. The yield varies from about 350 to 700 pounds per acre, though sometimes in flat, alluvial lands it exceeds 1,000 pounds.

The rapid progress of the British-grown tea industry during the past thirty years cannot fail to be remarked by all who are in any way interested in the product. This is undoubtedly due in a large measure to the value and purity of the product itself, but the introduction of European supervision and the consequent invention and adoption of machinery which inevitably follow, have contributed not a little to the great success. In the old method almost every detail was done by hand manipulation, but under European supervision this is

Section of Tea Shrub, showing mode of plucking

happily at an end and the whole process from first to last is carried out on strictly sanitary principles, the tea itself scarcely coming into touch with the hands from the time it is picked until the final packing into chests. Thus the extra cleanliness and vastly superior results obtained by scientific machinery, added to the natural advantages of the climate and soil of British tea districts, give the reason why British-grown teas have made such remarkable strides.

The tea plant of Ceylon, of which there are many varieties, is a kind of evergreen shrub. In its wild state it will often reach a height of about 20 feet, but under cultivation it is seldom allowed to reach a greater height than four feet, owing to the regular and constant plucking of the valuable young shoots. It therefore becomes a bushy stem with numerous and leafy branches. Its leaves are alternate, eliptical and veined, and its flowers white with a slight fragrance.

For the production of good tea the leaves must be fine and of soft texture. The plants therefore chosen by growers are those which "flush" frequently and copiously—that is, produce new and tender shoots—as upon this depends the quality of the yield. The system of "plucking leaf" is very interesting, as it is from this that the usual commercial terms take their origin. Plucking is usually spoken of as either "fine," "medium," or "coarse," and under these terms refers to the order of the leaf. The leaf bud (a) is very soft and tender, as is also the first leaf (b) and the second leaf (c), but the lower leaves are coarser and naturally harder, being of longer growth. In fine "plucking," the leaf bud (a) and the two leaves (b and c) only are plucked. In medium "plucking" the next or third leaf (d) is taken, while in coarse "plucking" the fourth (e) and sometimes the fifth (f) is taken.

The more leaves there are included of the "flush-plucked," the larger of course will be the yield per acre, but the quality of the finished tea will be proportionately poorer. The names distinguishing the commercial varieties of tea have their origin mainly from Chinese terms and in a general way indicate a gradation of qualities from the delicate leaf bud (a) down to the large, hard-grown leaf. Keeping in view the diagram given herewith, the leaves have been named as follows from the character of the tea they are supposed to make:

(a) Flowery Pekoe.
(b) Orange Pekoe.
(c) Pekoe.
(d) Souchong 1.
(e) Souchong 2.
(f) Congou.

The very excellent climate of the tea-growing districts of Ceylon causes new shoots to be produced very rapidly. It is very necessary, therefore, some times to prune severely in order to give the necessary rest to the plant, but so forcing is the climate that in the course of a few months the growth again appears and yields its crop with renewed youth. The object of the maker is to wither, roll, ferment and dry the leaf and to accomplish this varied processes are arranged. Immediately on arrival at the factory from the "plucking" the

leaf is spread out thinly on large wire or canvas shelves to wither, so that the air can pass freely around it. To accomplish this successfully there must be good light, warmth and dry atmosphere, and under ordinary circumstances this will have been accomplished in about twenty hours. The object in "withering" is that the leaf may become soft and limp, and that it may be susceptible of receiving a good twist when put into the rolling machine. In withering the leaf loses about one-third its weight and in the following processes about 40 per cent. The next process, that of "rolling," is accomplished by passing the leaf between two surfaces, the lower one being much larger than the upper one. It usually takes about one hour for this process. The leaf is considered sufficiently rolled when it is well twisted, but being in a mushy state it will often hold together in lumps. It is necessary, therefore, to pass it through another machine called a "roll-breaker," and attached to which is a "sifter" which separates the fine from the coarse leaf. The next process is that of "fermentation," and to accomplish this the rolled leaf is spread out in drawers in a way in which the air can have free access and is left to ferment.

This process is the great distinguishing feature of black tea manufacturing and it is from this time onwards that the natural leaf takes the character of black. Very great care and observation is necessary to know just when the roll is sufficiently fermented, as upon the correct fermentation depends to a great extent the ultimate quality and value of the finished tea. The roll will ferment rapidly or otherwise according to atmospheric conditions, and the experienced man will take all this into consideration. When sufficiently fermented the leaf assumes a bright, coppery aspect and gives off a pleasant but peculiar odor. In this process a great loss of tannin is effected by the conversion of part of the tannic acid into sugar and the expert workman can largely modify the flavor of the tea by careful watching and at just the right moment hastening the tea through for "firing." This is accomplished by passing the tea into highly heated air, the temperature of which is regulated by the rapidity or otherwise with which the fermentation has progressed. The roll is spread upon wire trays which are passed into the heated chamber at a temperature of about 100 degrees Fahrenheit. The proper condition is reached when the tea has assumed a good black color and is so brittle as to break at the least attempt to bend it. At the termination of these processes the weighing of the finished tea has revealed a loss of 75 per cent. of the original green leaf. The finished tea is now prepared for packing by being passed through a grading-sifting machine by which the tea is sorted into its various grades by means of an arrangement of different sized meshes which separate the tea into the following commercial varieties: Broken Pekoe, Pekoe, Souchong, Congou and Dust.

Great care is given to this stage of the manufacture, as upon judicious sifting depends the proper and regular grading from the commercial standpoint, and any given grade should always maintain its uniformity.

The final bulking of each separate grade with similar grades made at different dates is also of the utmost importance and it is usual to give the bulked tea an additional slight "firing" process to remove any remaining moisture and give uniform character, when it is at once packed, sealed and chested as we know it on the market.

FORMOSA TEA DEVELOPMENT.

THE tea districts of Formosa lie chiefly in the north and northwest of the island, in about the same latitude as those of Foochow and Amoy in China, and Pachar and Sylhet in India, but are several degrees farther north than the tea-growing districts of Ceylon.

The origin of tea growing in Formosa is unknown, but it is supposed to have been introduced from China in the early fifties, at which time two plantations were in existence. About the year 1866 some plants were introduced from China, mainly from the district of Foochow, and an attempt was then made to persuade the Chinese farmers to cultivate these plantations, but without success. It was not until several years afterwards that there was any material increase in the production. About 1880, however, great extensions were carried out. It will be easy to see, therefore, that the age of tea growing in Formosa is of comparative recent growth.

A careful study of the climatic conditions prevailing in Formosa fail to show any particular circumstance likely to be productive of any special flavor. The tea, however, develops a character entirely of its own, and in that way has made a distinct and separate market.

The soil, too, is a peculiar one, being partly of volcanic origin, and consists in part of reddish clay loam of good depth. As a rule a light and free soil is found on the steep slopes of the hills and the heavier soils on the plateaux extending southward, the centre of the tea districts. These are at an elevation of from 300 to 800 feet above sea level, with steep hill slopes reaching to nigh on 1,000 feet.

There are some eight separate varieties of the tea plant cultivated in Formosa. The favorite and leading variety, however, is the Chishima bush which has a characteristic easily distinguished from other growth. It has a remarkable feature of adapting itself to the peculiar soil of Formosa; there is nothing exactly of the same character in either Ceylon or India. It is from this variety that the finest Oolongs are produced.

In order to preserve this variety in its integrity, a system has been in force of propagation, by means of cuttings or layers, a system which in itself is somewhat expensive but is considered necessary to preserve the purity of the tea plant and thus maintain the true character of the Oolong tea.

The tea gardens of Formosa are mostly small acreages of land, seldom exceeding four acres, owned and cultivated by native farmers, who, like their kinsmen of the mainlands, take particular pains with, and pride in, their gardens and products. Formosa Oolong finds its best and largest market in Canada and the States, but is fast gaining popularity in the English market.

The planting of the bushes is carried out with great care, and they are preserved in rows several feet apart, thus allowing for ploughing and manuring all round the bushes, which is regularly done some four times a year. Pruning is seldom carried out, and when it is done is performed by simply cutting the bush some six inches from the ground. There are usually about 4,000 bushes per acre.

The average yield of tea reported by the Government is from 160 to 200 bushels per acre. Plucking commences when the bushes are three years old. The first or Spring pluckings are performed with great care, and are brought from the field in large baskets twice a day, at forenoon and in the evening. A coolie will seldom pick more than twelve pounds per day.

The houses built in these districts for use as factories are of a very primitive order. The buildings are usually in the form of a quadrangle, one side of which is open, or merely closed with a light fence. The centre part is sometimes used for drying, whilst the wings are utilized for the purpose of tea manufacture. At one side is the firing pan set in a brick stove; wood is usually the fuel in favor. A light bamboo rack is used for carrying the trays when set aside to wither.

In some districts the morning "pickings" are placed in the sun, spread out on bamboo mats during the heat of the day, and occasionally turned. The evening leaf is usually manufactured the same night as gathered, and does not

receive the "sunning" process. Should the pickings be done during showery weather it is the custom to keep them over night and "sun-dry" them the next day. It would appear, however, as though the process of "sunning" is not considered as an absolute necessity for best Oolongs, but it would seem rather to be resorted to for the simple purpose of removing dew or external moisture.

After "sunning," the leaf is placed on the trays and taken into the manufactory for thorough drying, and turned regularly during a period of several hours, according to the condition of weather and atmosphere. During this process the leaf is expected to assume a brownish tint at the tips, and also to curl up slightly. The usual temperature at which the leaf is kept during this process is about 83 degrees F. The leaf is then thrown into large trays to the depth of several inches and repeatedly turned by coolies about every ten minutes, keeping the leaf at a slightly increased temperature. At the end of about two hours, when the leaf has reached a temperature of about 85 degrees, it is thrown into deep baskets and placed close to the furnace before mentioned. During this process the tips of the leaves have become decidedly browner and give off a peculiarly attractive fruity odor.

Panning.

The leaf has now probably lost twenty per cent. of its original weight, and is ready for the process of "panning." The pan is a thin iron bowl, six to seven inches deep, and about two feet three inches to two feet six inches in diameter, fixed two feet six inches above the ground into a brick furnace, and heated with wood. In some houses, two pans are used; in others, the tea is panned twice in the same pan. A large double handful of leaf is taken and thrown into the pan, a coolie rapidly turning it over by drawing his hands towards him down the sides and bottom of the pan, and then throwing the leaf back across the pan and rapidly repeating this for five minutes. The leaf crackles slightly, emitting a burnt flesh odor, some steam being given off, the leaf becoming somewhat sticky and attaining a temperature of 135 deg. F, the heat of the pan being 212 deg. F.

It is now transferred to the second pan, the temperature of which varies from 218 deg. F to 257 deg. F, where the process is continued for another five minutes, when the leaf is rapidly thrown out on to a mat, placed behind the panning coolies, stray leaves being swept out with a damp cloth or bamboo brush. The temperature of the leaf, as it leaves the second pan, is 167 deg. F, but this falls to 95 deg. F during the ten minutes rolling which immediately followed.

After "panning" the heap of leaf is taken up by another coolie, who immediately begins hand-rolling it on the mat, exerting considerable pressure, but without causing much exudation of sap, and continuing this for five minutes. The roll is then handed on to a second coolie, who, seated on a bamboo crossbar, repeats the rolling for a further five minutes, making ten minutes roll in all, the last operation being performed with the feet.

Drying.

The ball of leaf is then opened onto a bamboo tray, the leaves being carefully separated before drying, which is commenced immediately after the rolling. The baskets employed for this purpose are about 2 ft. 6 in. high, and 2 ft. 3 in. in diameter, open at both ends and slightly constricted at the centre, where the tray or sieve carrying the tea rests. A circular hole in the ground, about 8 in. in diameter and 12 in. deep, is filled with charcoal, ignited and allowed to burn until all inflammable gases have been consumed. The glowing charcoal is then covered with a layer of wood-ashes to equalize and regulate the diffusion of heat, the basket being then placed over the hole. The tea to be dried is placed in the sieve and allowed to remain over the fire for some time, the basket being removed occasionally to allow of the leaf being turned — the whole drying taking about three hours.

This completes the local preparation, and the leaf, which is now crisp but not fully desiccated, is kept in cotton bags, awaiting removal to the centres, where the tea is finally fired and packed for export. The charcoal used in the basket-firing both in the local and final preparation, is made from a tree (the Acacia richii) which closely resembles the Melanoxlyn in foliage. This tree is found planted throughout the tea districts, but it is not indigenous to Formosa.

In some houses rolling is sometimes commenced with the feet and finished by hand, or rolled by the feet altogether, the latter method being the more general; but very fine quality teas are rolled by hand only.

Firing.

The locally prepared tea, packed loosely in cotton or light jute bags containing about 70 lbs., is purchased by middlemen, and is then carried by coolies to the nearest station to be despatched by rail. On arrival at the hong or tea-firing godown, the bags are opened and the leaves carefully picked over by girls and women, seated in open verandahs, all yellow leaf being removed before the tea is re-fired. The bulk of the leaf arriving being very coarse, the work of removing the bad leaf is considerable, and provides employment daily throughout the tea season for many thousand hands, several houses employing over one hundred daily. The firing godowns are large rooms. There is no machinery, but in the floor are several double rows of holes two feet deep and two feet in diameter, with bricked sides, the holes being one foot apart. Between each double row is a passage about three feet wide and a few inches below the level of the top of the holes.

From 25 to 40 lbs. of charcoal is placed in each hole, ignited and allowed to burn until all inflammable gases are consumed, and nothing but pure glowing charcoal remains—this taking about twelve hours. The fire is then covered with a layer of charcoal ash, which is carefully smoothed over, the object being to regulate the amount of air and heat. There is an enormous loss of heat in this process, but it is essential to have the charcoal free from any combustible matter likely to taint the tea.

When the fires are ready, the tea is put in the baskets about four inches thick, spread over a sieve, seven to eight pounds to each basket, and the baskets placed over the holes, similar baskets being used to those described above. The tea is left undisturbed. Before turning, the baskets are lifted off the fire and placed in the passage, the removal being necessary to prevent any leaf in the turning falling through into the charcoal and creating smoke. With occasional turning, the firing lasts altogether from five to twelve hours, the best quality being fired the longest.

The temperature of the tea during firing is maintained at about 212 deg. F. The fires last from twelve to fourteen days, and are capable of drying, working day and night, 224 lbs. of tea without replenishing.

After firing, the tea is packed direct into lead-lined chests. The boxes used for this purpose are of a light flimsy nature, seldom more than ⅜ in. thick. They are pasted over with paper covering, colored with flowered designs, and afterwards matted and bound with rattan, the matting being procured from Canton.

The teas after refiring have a baked, highly-fired smell, the liquor is improved in color and pungency, but would appear to have lost somewhat in flavor. There is a loss in weight in this final firing carying from 8 to 15 per cent., making an outturn of only 21 to 23 per cent. on the green leaf; but the teas are doubtless more completely desiccated than Indian and Ceylon machine made

teas. There are seven or eight British and American firms, and a large number of Chinese, engaged in refiring tea; most of their firing godowns are at Daidotei, near the capital Taipeh. The tea being required chiefly for Canada and the States, is shipped largely via Suez.

Paochongs.

The term is applied to the highly scented packed teas consumed mostly by Chinese in Singapore and Java.

In this manufacture, advantage is taken of the property tea possesses of absorbing and retaining external odors, and consists essentially in mixing certain strongly-scented flowers with inferior quality Oolongs or black teas, and removing the flowers after their aroma has been absorbed.

The usual process is to spread out the tea in a layer six inches to one foot thick, and to cover it with freshly picked flowers moistened with water. The mass is then thoroughly mixed together, piled in a heap, and covered with cloth to retain the moisture and aroma. The tea absorbs the moisture from the flowers, and becomes sufficiently soft to undergo slight fermentation, while a peculiar smell is developed, differing from the original scent of the flowers.

The temperature of the heap rises considerably, owing to oxidation; and the white petals rapidly change to a reddish brown, due to an oxidizing enzyme, which also possibly acts on some of the constituents of the moistened leaves.

The heap remains untouched for several hours, depending on the variety of flower used, and is then spread open and the flowers carefully removed by hand, or, if possible, by sieves.

The tea is now fired in the baskets previously described, for six or seven hours, a somewhat lower temperature of 180 deg. F. being maintained.

The flowers employed in this manufacture are grown in special gardens situated near the town of Daitotei.

Of these the jasmines are the most valuable, and gardenia the least. Thev are mixed with the tea in varying proportions, and remain in contact for from ten to fourteen hours, or longer, according to the rapidity which which the petals give up their essential oil.

The teas prepared in this manner are too strongly scented for direct consumption, and are mixed with untreated tea in the proportion of ten per cent. to thirty per cent. before being packed in paper packets of about five-eighths of a pound, and these in half-chests.

INDIAN TEA CULTIVATION.

A NOTE on the production of tea in India, by Mr. J. A. Robertson, on special duty in the Department of Commerce and Industry, puts the area under cultivation at the end of 1904 at 524,517 acres, nearly two-thirds being in the Brahmaputra and Surma Valleys.

Since 1885 the area has increased 83 per cent. and the production 211 per cent. The increase in pounds in 1903 was over 20,000,000, and in 1904 over 13,161,000. This is very remarkable, as the area has contracted during the last two years.

The capital invested is Rs.3,42,00,000 by companies registered in India, and Rs.14,81,00,000 by London companies, or over Rs.18,00,00,000 in all.

There are 551,275 persons employed, or 1.05 per acre. Out of 201,719,000 lbs. produced yearly, on the average of the last five years, 196,642,000 lbs. were exported, leaving 5,000,000 lbs. surplus. Adding 1,750,000 lbs. of foreign tea, the gross consumption in India becomes 6,000,000 lbs.

The recent fall in prices has affected all qualities.

The limit of the yield of tea of ordinary quality from the existing area must, it is said, be soon attained, as only 17,500 acres of immature plants remain to come into bearing, and when this limit has been reached production cannot at once spring forward in response to a larger demand, as new plantings would not yield for some years.

TABLOID TEA.

COMPRESSED tea is common enough in Siberia, but, so far as known, is an unknown commodity in this country.

It is an ordinary black tea, which is very widely used by the Buriats of the trans-Baikal region, by whom the herb thus prepared is drunk, flavored with salt and sour cream. Sugar would be preferred, of course, but it is either unattainable or too high priced, costing, as it does, from 75 cents to $1 a pound.

The compressed tea is of a very good quality. Just now it is of interest because it is used by the Russian officers in Manchuria. The tea is compressed by superb modern machinery, evidence of which is afforded by the splendid specimen of die sinking on the tablet itself. Such has been the pressure employed that the formerly soft and yielding leaves assume the appearance of a hard tile, which can with difficulty be cut with a knife. As a general rule a mallet or hammer is used to break off a piece, very much as if the tablet were of stone.

The tea employed is a straight Souchong, which needs no cream because nature has given it a slightly creamy taste, and also one that is feebly saccharine, so that it requires less sugar than other teas. In flavor this compressed tea cannot be compared with the natural herb. It is much flatter in taste, but it possesses the same stimulating properties. A piece the size of a thimble is sufficient for a large, strong cup. No teapot is necessary. Scalding water is poured on the nugget in a cup and in a few minutes the tea is ready.

No cementing agent whatever is used in compressing high grade tea—not even sugared water or artificial heat. The little heat that is generated in compression starts the tannic acid in the leaves, which is all the adhesive required to hold the block together. A tablet thus compressed may be exposed to soaking rains with little danger of injury. As a general rule, however, compressed tea is kept in worsted bags.

PUSHING YOUR TEA TRADE.

Before attempting to push a grade of tea it is very advisable to be absolutely sure on two points, and these are :

1st. To carefully choose the tea, or teas, upon which the effort is to be made, and

2nd. To be absolutely sure that the chosen tea, or teas, can be exactly replaced during the existing season, and matched as closely as possible during succeeding seasons.

THE EMPEROR'S TEA.

The tea used in the immediate household of the Emperor of China is treated with the utmost care. It is raised in a garden surrounded by a wall, so that neither man nor beast can get anywhere near the plants. At the time of the harvest those collecting these leaves must abstain from eating fish or strong foods, that nothing may spoil the aroma of the tea ; they must bathe three times a day, and, in addition, must wear gloves while picking the tea for the Chinese court.

A MUCH INTERESTED MAN.

"He's interested in many industries, I believe ?"

"He is."

"Is he in the shoe business ?"

"Yes, he has quite a foothold there."

"How about the glove business ?"

"He recently took a hand in it."

"And the selling of canes ?"

"He carries them."

"And hats ?"

"He has them on his mind, too."

"What else ?"

"He puts up umbrellas and turns out lamps."

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

We Are Away Ahead of 'Em All in Quality

THE pure food inspectors are making it mighty uncomfortable for the manufacturer of impure goods, and also for the "penny-wise" merchant who places them on his shelves. It must be mortifying to a merchant when he is obliged to apologize for the quality of his goods.

We have no apologies to offer for "Gold Standard" goods, and cannot raise their standard of purity, because it is as high now as it possibly can be.

Wherever you see the "Gold Standard" Label on a package, you find **pure goods** inside the package.

We pack and absolutely guarantee the following :

Gold Standard Teas
Gold Standard Baking Powder
Gold Standard Spices
Gold Standard Baking Soda
Gold Standard Cream Tartar
Gold Standard D.S.F. Mustard
Gold Standard Liquid Blue

Gold Standard Coffees
Gold Standard Jelly Powder
Gold Standard Extracts
Gold Standard Herbs
Gold Standard Icings
Gold Standard Icing Sugar

INSIST ON GETTING THE BEST, AND REMEMBER

"GOLD STANDARD GOODS"

—ARE—

"GUARANTEED THE BEST"

—PACKED AND GUARANTEED BY—

CODVILLE & CO., Brandon, Man.

CODVILLE & CO., WINNIPEG, MAN.

CODVILLE, SMITH & CO. Calgary, Alberta

THE "BUMPER" CROP AND THE WESTERN TRADE

IN Western Canada during the weeks and months that constitute the critical period in the growth of the wheat crop the weather is by no means a mere commonplace subject of polite conversation. So much depends upon it that it is one of the most important topics and it is discussed in Winnipeg, not casually but seriously—on the street, in the business office, at the club, in the home, and always in its bearing upon the season's wheat crop.

"Our crops get on my nerves," remarked a prominent business man in Winnipeg to a representative of this paper one day in August. "Of course we can't get along without crops in this country but I wish I could forget about that wheat crop for a few hours each day. I can think of nothing else but wheat and rust scares. Every time the sky is cloudy during these days when we want bright sunshine I think of the wheat, and I begin to calculate the dangers of rust and the probable loss expressed in dollars and cents just as in the Spring reporters on the daily papers give full scope to their imaginations in calculating how many million dollars each rainfall was worth to the west." This man is not in the grain business, he is not a speculator in grain. The chances are that in all his life he has never bought or grown a bushel of wheat, but he is a wholesale man with large investments in a big business, with a great amount staked upon the prosperity of the country and he knows the importance to business men in all parts of Canada, east as well as west, of a "bumper" wheat crop in 1905.

Interest was by no means confined to the west. Eastern newspapers devoted almost as much space to "crop stories" as did the Winnipeg papers. Winnipeg newspapermen who act as correspondents for Toronto and Montreal dailies were never at a loss for news to send east during July and August. Crop stories, news and interviews were always acceptable and the papers paid the telegraph tolls without a murmur. And the east had good reason to be interested this year, for the Montreal and Toronto business houses had staked very much upon the success of the crop. Their accounts in the west are large and they are looking for payment from the proceeds of the wheat sales. Moreover, it is in the west that all big Canadian wholesale and manufacturing firms find a field for the expansion of their trade. A prosperous west means a ready market during the coming year for commodities of all kinds.

Crop estimates differ according to the temperament, optimistic or pessimistic, of the man who estimates, but there is something in the bracing western atmosphere that breeds confidence in the present and future of the country and the optimists have a large majority with many country polling sub-divisions yet to hear from. Probably the optimists have had so much their own way in the discussion that the actual figures will be disappointing, but if so it will be because the over-confident predictions have led the general public to expect too much.

The Smile that Won't Come Off.

It will be remembered that the over-confident estimates of the population of Winnipeg by real estate men in that city led to a general impression that there were at least 100,000 people in Manitoba's capital. Hence there was keen disappointment a few months ago when it was found that the actual population is, in round numbers, 80,000—foolish disappointment when it is remembered that the population has actually doubled in four years.

But whether the crop estimates have or have not been too optimistic it is certain that the 1905 wheat crop is by very much the largest on record. Conditions have been unusually favorable and the area under cultivation is larger than ever before.

In an interview about two months ago Hon. R. P. Roblin, Premier of Manitoba and Minister of Agriculture, stated that he was willing to go on record with an estimate of 100,000,000 bushels. His position at the head of the Department of Agriculture in one of the three prairie wheat-growing Provinces gives Premier Roblin some exceptional opportunities to form an accurate idea of the size of the crop.

The Manitoba Free Press each year sends out during the critical period in the growth of the crop a corps of special staff correspondents and from their reports of conditions in all the wheat-growing districts of the west an estimate of the total crop is made.

If the Free Press correspondents err in the preparation of their reports it is not on the side of over-confidence. Their stories of rust last August were vigorously denied from certain districts which considered themselves maligned and in many instances there would seem to be good ground for the complaints. Certain it is that damage by rust this year has been infinitesimal.

Last year the Free Press estimate of the total crop was probably the closest made by any paper, consequently the estimate of that journal this year is entitled to due respect, and when it places the 1905 wheat crop at 90,000,000 bushels most people are prepared to believe that Premier Roblin's estimate of 100,000,000 bushels may be very nearly correct.

With unpardonable lack of respect for Professor Mavor the Swan River and other districts which in his report he classes as unfit for cultivation have produced large quantities of wheat, in many places the average production being 25 and 30 bushels to the acre.

Now what does this mean to Canada? It means that during the next few weeks and months perhaps $70,000,000 will be paid to the western farmers for the 1905 wheat crop. The banks have been making every effort to provide the necessary cash and the railways the necessary rolling stock to handle this immense crop as quickly as possible. Thanks to our elastic and fluid branch bank system the banks have had little trouble and from the lack of complaints it would seem that the railways are sat-

isfying the exacting demands of the impatient grain grower.

There was a time in the infancy of the C.N.R. and when the C.P.R. in the west was under less efficient management, when the western grain growers were loud in their complaints that the railways could not supply sufficient cars to handle the grain. But since the C.N.R. lines have been extended and the C.P.R. in the west has been under the capable management of Vice-President Whyte, a western man in whom all the west has absolute confidence, these complaints are seldom heard. The task is greater this year than ever before, but complaints are conspicuous mainly by the infrequency with which they are heard.

All Canada is interested to know what proportion of the crop the railways can handle before the close of lake navigation, for all Canada is interested in knowing the approximate amount of money the western farmer will have immediately available. How will he dispose of this ready money? Will he buy more land, pianos or automobiles with his ready cash, or will he pay his debts first and make his investments for profit or pleasure with the balance? This is the question in which all business men are interested and they all agree that the debts must be paid first.

Not in years has so much depended on a single crop. The obligations of the west are heavy; the country storekeeper has been carrying his farmer customers, the wholesalers and manufacturers have been carrying the retailer and they themselves have been supported by the banks. All are interested in seeing debts paid before any further land speculation is indulged in. The crop is large enough to pay off these debts and leave a surplus for investment. The wholesalers and retailers are determined to collect their outstanding accounts and if they can do so there is no doubt that the immediate net result of the 1905 "bumper" crop will be to place the prosperity of Western Canada upon a solid foundation. An effective agency in accomplishing this result is the Retail Merchants' Association of Western Canada, with whose work all readers of The Canadian Grocer are familiar.

The 1905 crop is large enough to pay all outstanding store bills and leave a handsome surplus in the pockets of the consuming public of the west. There is, therefore, an excellent market in the new country west of the Great Lakes for manufactured products of all kinds. Canadian, British and foreign manufacturers are well advised in looking to Western Canada for the expansion of their trade. The west wants the best that is made and in a prosperous year it is able to pay cash for what it receives. The encouragement of the spirit of enterprise among manufacturers and merchants in the east is greatly to be desired and cannot fail to meet with success and in the very near future reap the richest rewards when the population and buying powers of the west are much greater than they are now. The advantages of "getting in on the ground floor" are obvious and they need not be elaborated upon. He is a rash man who would attempt now to set bounds to the development of the Canadian Northwest.

Probably no man is better qualified to judge of the possibilities of the Northwest than Dr. Saunders, the Director of Experimental Farms. In his well-known pamphlet on "Wheat Growing in Canada," he says, under the heading "Reasonable Prophecy":

"The total imports of wheat and flour into Great Britain in 1902 were equivalent in all to about 200,000,000 bushels of wheat. Were one-fourth of the land said to be suitable for cultivation in Manitoba and the three provisional Territories under crop with wheat annually, and the average production equal to that of Manitoba for the past ten years, the total crop would be over 812,000,000 bushels. This would be ample to supply the home demand for 30,000,000 inhabitants (supposing the population of Canada should by that time reach that figure) and meet the present requirements of Great Britain three times over." This estimate deals only with a portion of the west, and it leaves the large eastern Provinces out of consideration altogether. From this it would seem to be quite possible that Canada may be in a position, within comparatively few years, after supplying all home demands, to furnish Great Britain with all the wheat and flour she requires and leave a surplus for export to other countries.

With a rural population on the western plains in 1902 of about 400,000, over 67,000,000 bushels of wheat were produced. Add to this the wheat grown in Ontario and the other eastern Provinces and we already have a total of over 93,000,000 bushels. These figures are full of promise for the future of Canada as a great wheat-exporting country."

OLD-TIME HUMOR.

THE attention of the antiquary has been attracted to the old-time miller. Apparently he dabbled in the arts, as witness the eccentric Master Oliver, whose tomb upon Highdown Hill, near Worthing, England, was and still is an object visited by the curious. It was prepared by himself with Scripture texts and verses of his own composing. He was carried to the grave in 1793 by folk garbed in white, and a girl in white read a sermon as requiem. This suggests a latent Druidism, faint traces of which do exist. But it is on record:

"The queerest miller in the traditions of the Sussex Downs was Master Coombs, whose boast it was that his antique little mill, not far from Newhaven, had belonged to his ancestors from the days of Henry VIII. He once made a strong asseveration as to a statement he had put forth, that if it were not true he would never enter his mill again. Upon the statement being proved incorrect, he kept his word. He would spend hours every day upon the upper step of the mill stairs, but never to the end of his life did he enter the building."

One of his freaks was the painting of his mill-horse. The hues varied frequently. One week a whole market town would be startled by an animal which was pea green; next month it would be blue, then rose-pink. Perhaps someone had told him tales about the chameleon.

Millers' carts were almost unknown in his day (1780), and the grists were carried home on horseback. Master Coombs as he rode with several bags and observed that his steed was overladen, used instead of dismounting to take one of the bags upon his own shoulders, complacently saying, "The marciful man is marciful to his baste." His marriage scarcely came up to his ideal, and in expansive moments he owned that this was in a measure his own fault. "For," he said, "as I was a-gooin acrass Excete Lane to be married at Denton Church I heerd a voice from Heaven a-saying unto me, 'Will-yam Coombs! Will-yam Coombs! If so be that you marry Mary Briggs you'll always be a miserable man!' And so I've always found it," he added, "and I be a miserable man."

There was a general belief that an honest miller had a tuft—or "tot"—of hair growing in the palm of each hand, and that the only honest miller ever known with such a tot lived at Chalvington, near Lewes. Finding success in business impossible he hanged himself in his own mill. Master Coombs had no such tot, and had no reason for one. This did not impair his length of days, however.

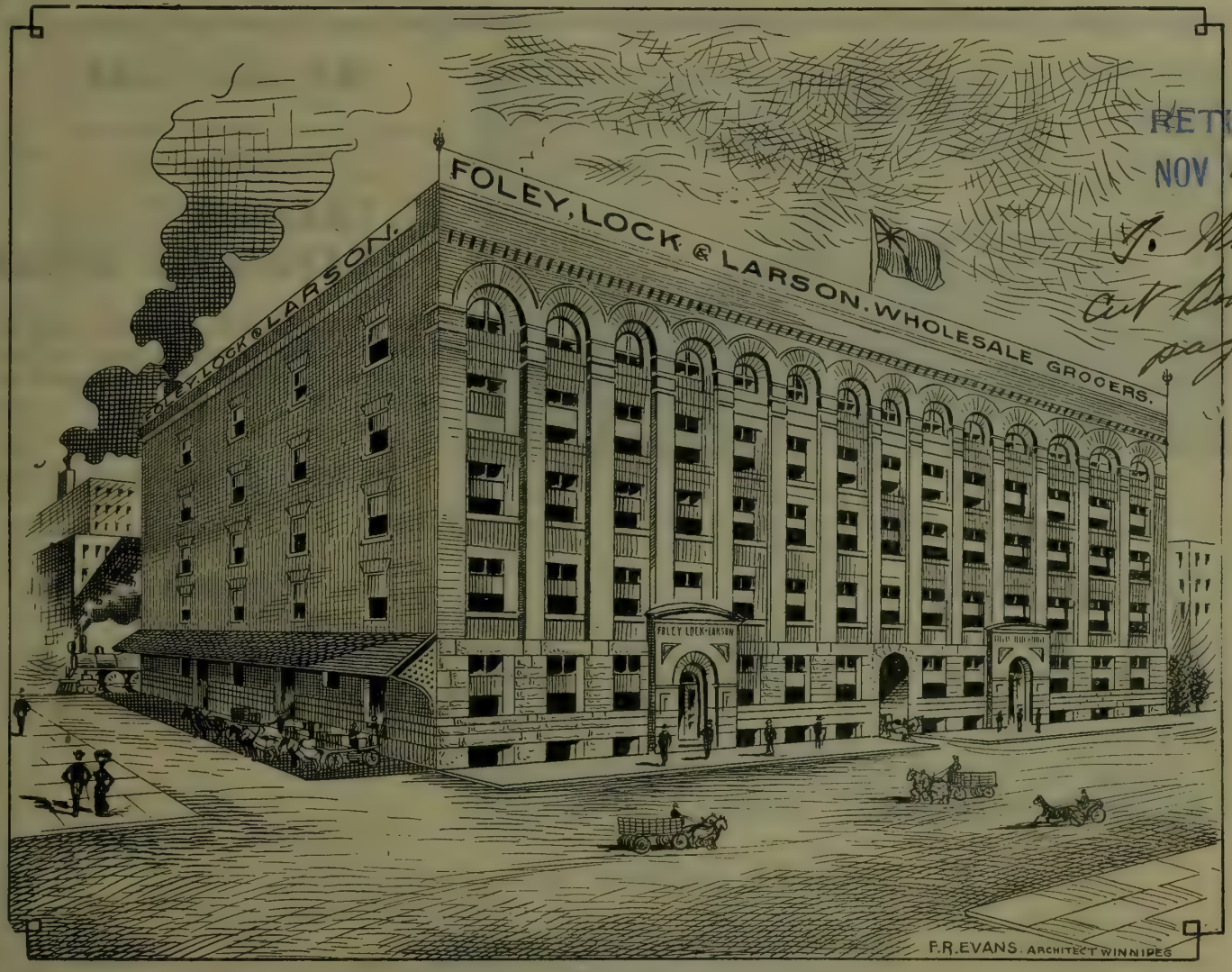
An advertising campaign, says Fame,, is like a journey. There is a certain stated distance to be covered. You may not go the whole way without pausing. Perhaps you go a few miles to-day, and a few more to-morrow, but you keep right on toward the goal always adding a little to the sum total of your miles. If you do not complete the distance, the whole is incomplete and a failure, but the rounded out, perfect journey of regulated stages, symbolizes well the well maintained advertising campaign.

Foley, Lock & Larson

WHOLESALE GROCERS

Biscuit and Confectionery Manufacturers

Winnipeg——————————————————Manitoba



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NOV 4 1905
Winnipeg
Art Book 42
page 62

This is the home of the new——

"Lock Brand"

BISCUITS and CONFECTIONERY

Watch for them—they will be on sale in a few weeks.

WINNIPEG AND CALGARY

are the distributing centres for the rapidly developing North-West. We have solid brick and stone warehouses at both these points and can take proper care of goods consigned to us. We represent many leading manufacturers and have friendly connections with the wholesale trade.

ESTABLISHED 1882 *LOWEST INSURANCE RATES*

TEES & PERSSE, Limited, Winnipeg and Calgary

INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

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Agents for ***E. D. SMITH,***
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"CHALLENGE" and CELLULOID STARCHES.

" " ***WALLACEBURG SUGAR REFINERY,***

" " ***DIAMOND CRYSTAL SALT,***
"THE SALT THAT'S ALL SALT."

" " ***INGERSOLL PACKING COMPANY,***

" " ***MILLER'S PARAGON CHEESE,***

All goods carried in stock at

108 Princess St., WINNIPEG, Manitoba

WINDOW AND INTERIOR DISPLAYS

THE WINDOW DISPLAY.

WHEN a dealer has windows in his store he has success within his reach. Elbow grease never comes amiss in window dressing. Never spare it.

Every well-dressed window is a sort of salesman. What is yours?

It ought to be always "No trouble to show goods," and you have a show window.

When the window "pull" is the right one, the dealer won't need a social "pull" or a political "pull." Give us the window "pull" every time.

More and better use of the show window and less ranting against the tactics of competitors would put some desponding dealers on Easy street.

The grocer should always find time to see to the window advertising. Of what profit is it to spend time and money on printing ink and neglect the show window?

While some merchants are thinking out the details of an elaborate design, other dealers are fixing up a display that makes no pretensions, but draws attention and sells goods.

Something different from the ordinary, something novel, is the great want in window displays. Never copy other windows closely; never follow the general custom as to the kinds of goods to be shown. Always try to be different. To be different is to be successful nine times out of ten.

Does your window tell the story you wish it to convey? Does it tell a story of system, of principle and high ideals? Or does it tell a story of slip-shod treatment of customers? Or is it a dumb window so far as real impressions are concerned?

If you feature your goods in the window, using all accessories in a subordinate position, your displays ought to sell goods. When some foreign object is made to dominate the window trim, the goods being apologetically thrust into obscure places, the effort is likely to be very small. As "it's results we want," we advise the featuring of the goods.

When the window is dumb, the business suffers. The window must be made to talk, and to talk freely, cogently and interestingly. What does your window say to the public? Does it say: Here is a nice store, with a well-selected stock, a staff of competent clerks, a satisfactory delivery system—does it say all this and more? If it does not, you should improve its utterance, and make the store, the goods and the service agree with the story of the window.

IMPORTANCE OF DISPLAY.

THE slogan of the moment is, and should be, that every department should push its business steadily forward. Business must not stand still. Everything should and must expand. If a department stands still its condition is anxiously and immediately looked into and the remedy applied, because the astute proprietor well knows that any department that comes to a sudden halt will not be long in descending the down grade.

Model Window Dressing—The "Illuminated Castle."

Now, the decorating is a department in itself, and the trimmer is just as responsible for the conduct of its affairs as any other department in the building. He should closely scrutinize his expenses and see that the goods entrusted to him for display are not impaired in value while in his possession.

Novelty in Display.

Of all the elements that go to make a good window display, perhaps the most important is novelty. It is the trimmer with brains, originality, thought, and unique ideas who will be most successful in drawing the attention and coin of the realm to his establishment.

There are few trimmers who are blessed with a sufficiency of new ideas to run them for a year without at least a few thoughts that have been sprouted or originated by others. For this very reason the decorator and retailer should be on the alert for new ideas that can be revamped and turned to good account.

Don't forget that a hint may often be found in some other lines of business that can be advantageously adopted or slightly altered to ring in a telling and creditable display in your chosen line.

No good trimmer can afford to ignore a single suggestion that can in any way be turned to account. The cleverer you are the more you will appreciate and improve upon what you see. None of us are yet so bright as to know it all, and none of us do our work so perfectly and thorough that it cannot be bettered. Just when you think that your work is about perfect is the time when you are liable to run across the same work executed just a trifle better. That is exactly what excites emulation and acts as a spur to bring out the best that is in us.

Never rest satisfied with yourself and your best endeavors. Window trimming is like learning, there is so much ahead that we don't know that the little we do know seems so puny, insignificant and small that it ought to keep us humble.

Aim at Results.

Methods are many, designs differ, ideas vary, windows are architecturally differ-

ent, and stocks never alike. Yet the aim of every trimmer should be the same—to excite in the mind of the public a desire for possession of the goods displayed.

It may not be generally known that the word "advertise" means literally to "turn to." Therefore your displays should be original and attractive enough to cause the passer-by "to turn to" them. In other words, they should be designed primarily to catch the eye of the passer-by.

The next desideratum is that the display be of such a nature as to induce a generous percentage of the gazers to enter the store and become purchasers.

In order to get best results severe extremes must be avoided. For instance, a display that is simply beautiful to look upon without pushing home some salient point or argument to the possible buyer is not apt to accomplish much.

Model Window Dressing—The "Bridge" Idea.

A window may be very beautiful, may even stop people in crowds, and not sell a dollar's worth of merchandise. That may be good window dressing, but it is bad business from a business point of view, and it is business that most people are after, not simply glory.

Give First Attention.

Usually a salesman, the brightest and most inventive of the store's personnel, is selected or commissioned to "dress the windows." But he is so burdened with other duties, expected to sell as many goods, and have as large a book at the day's end as those whose duties are only to handle customers, that he cannot possibly do both satisfactorily. This is manifestly unfair, and we believe one of the principal reasons why so many windows are neglected and unattractive. He is first of all a clerk in the eyes of his employer, and being a clerk he is expected to give foremost attention to "clerking," as our rural friends and brothers term it. Decorating, if his trimming duties may be dignified by the word, is a side issue with him. Not because of any desire on his part to make it so, but because his employer insists upon regulating his duties in such a manner that he cannot alter them.

It is false economy, impolitic, passe, weak-kneed and limpy to make the decorations the secondary part of the decorator's duties, and the number of stores that are backward and only semi-profitable in consequence thereof are legion.

Interior Correspondence.

We would like to see more of our merchants awake from their lethargic slumbers and infuse life, energy and system into their business. Many great stores grow from small beginnings, but they must be watched over with an acute sense of the management which fertilizes and promotes, that they may grow to be big and sturdy, and stand as fitting monuments to the industry, perseverance and "get up" of the men who planted them.

The chief fertilizer should be system and prominent display. Magnetic windows assist in getting people through the portals; the decorations on every side should then make the interior enjoyable to your visitors. No little store will ever become great, and big, and powerful, if a niggardly hand is at the rudder.

WINDOW ADVERTISING.

A grocery store that pays a great deal of attention to its ledge trims, fixtures and interior arrangement generally and lets the window stand from one week's end to the other is getting things reversed. If there is any difference the window should be better than the interior of the store. The window is to get people to come inside. A fine trim on the inside is no good for that purpose. If you get customers inside the store once you have progressed far towards getting their trade. Hence the importance of "pulling in" windows.

FORWARD.

Not backward, not backward, not e'en for a night,
To badly kept windows and oft without light,
But forward, yea forward, to that glorious day
When every grocer will have a display
Of goods that at once will attract the eye
Of all who may chance to be passing by.
Instead of the "cans" that you see on all sides,
Try fruits, fancy goods—you've plenty inside.
So forward, yea forward, once more be it said,
Reverse the old custom, well-displayed windows instead.

PRICE-CUTTING.

To cut or not to cut, that is the question.
Whether 'tis not better in the end
To let the chap who knows not the worth
Have the work at cut-throat price, or,
To take up arms against his competition
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wish'd. To cut — to slash—
Perchance myself to get it in the neck—
Ay, there's the rub; for when one starts
To meet the other fellow's price, 'tis like as not
He's up against it good and hard.
To cut and slash is not to end the confusion
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such course portends.
'Tis well to get the price the work is worth
And not be bullied into doing it
For what So-and-So will do it for.
Price-cutting doth appear unseemly
And fit only for the man who knows not
What his work is worth, and who, ere long,
By very stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

PUREST
AND
BEST

Windsor Table Salt

is pure—absolutely so. It is made in the largest Salt Factory in Canada, where there is only one Standard—The Best.

It pays to sell Windsor Salt, because it insures satisfied customers.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Cable Address "MUSSON"

MUSSON WAINWRIGHT & CO.

62-63 FRONT STREET

HAMILTON, BERMUDA

Importers and Dealers in

Wines and Malt Liquors, Oilmen's Stores,

CANADIAN PRODUCTS A SPECIALTY

Manitoba and Ontario Flour, Oats, Bran, Hay,

Creamery Butter and Cheese

Canned Fruits and Vegetables, Smoked Meats

Open to receive correspondence from Creameries with a view to establishing an agency.

If you want to get into the Bermuda trade, write us.

SANDBACH, PARKER & CO.,

Demerara, British Guiana

Established 1790

CABLE ADDRESS:
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CODES USED:
Scott's Editions, 1880, 1885 and 1896
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General Shipping and Commission Merchants

Importers and Exporters

Orders for produce a specialty, and receive prompt attention at all times

Produce Reports will be sent on application. Articles referred to therein: **Sugar,** 8 qualities; **Molasses,** 3; **Rum,** Coloured and White; **Molascuit,** or **Sugar Cane Cattlefood** (in great demand in U.K.); **Cocoa, Coffee, Kola Nuts, Cocoanuts, Balata** (Block and Sheet), **Hides** (Wet Cured), **Timbers** (greenheart, letterwood, etc.) **Charcoal, Rice** (colony grown, brown and white), and **Scrap Iron.** Also **Gold** and **Diamonds,** etc., etc., etc. Market reports about Imports will be sent on application.

Flour, Breadstuffs and Provisions Wanted from Canada

Agents for Canadian Mail Steamers.

Warehouses and Dock at Lots 8 to 11 Werk en Rust, Georgetown.

PROGRESSIVE RETAILING

ARE you a "merchant," or simply a "dealer?" What is the difference? The difference is so great that it cannot be told in a sentence. A "dealer" is a man who runs a store because he can do that better than anything else, or thinks he can, or, perhaps, it is easier than something else.

He jogs along in a come-to-day and go-to-day fashion, eking out a living somehow. He pays his debts as long as he can and ultimately lets the sheriff run things to a finish.

For years, perhaps, he was at the store regularly every morning, and remained until the close of the day's business, but in every other way drifted with the tide. He buys goods and sells some of them after a fashion, and thinks that as long as a certain amount of goods are exchanged for money every year he is making money, whereas the reverse is usually the case.

He goes on the principle that the goods on the shelves and counters are worth so much to him, regardless of whether they were bought this year, last year, or several years ago.

Merchandising an Art.

He finds it necessary to buy goods continually, in order to keep up the sales, and cannot understand why the clerks can not sell what goods they have instead of clamoring for new goods all the time. He has not studied merchandising deeply enough to understand that the intrinsic value of an article cuts no figure if the commercial value is lacking. He believes that because an article cost one dollar, he must get from one twenty-five to one fifty for it, or keep it, and he keeps on keeping his goods until they eat up their value in interest and insurance.

What to Do.

If you belong to this class—and the cap fits too many—wake up to your actual condition! Make up your mind that when you next invoice your stock you will know what you are really worth, truly and honestly. You have been deceiving yourself long enough. Pull out of the drawers and take off shelves all the old stock you have and turn it into money. Get all you can out of it, but get it quickly. Merchandise is only worth what it will bring—not one cent more. If an article will not sell for one dollar, mark it fifty cents; if it still sticks at fifty cents, mark it twenty-five cents. It takes courage; but remember that is what you have lacked, or the goods would not now be with you.

There are times when it is profitable to make a loss. Sounds odd, doesn't it? But it saves you from making a greater loss later on, and you must be willing to take the medicine that will cure, or else go under with that disease known commercially, and usually diagnosed, as "dry rot."

Few dealers realize the constantly increasing cost of portions of their stock, which is daily growing in amount, because original figures are adhered to as selling prices, regardless of the fact that certain articles have had their day.

Tied Up Capital.

Carrying a stock of dead or unsalable goods locks up so much capital that a dealer so situated finds it impossible to reap the benefits of cash discounts. His reputation for being a close buyer is lost; he pays longer prices for his goods; probably has to renew paper at maturity, and pay 7 per cent. interest, besides missing the plums that a traveler places before his quick-paying customers.

The Advantage of Cash.

A dealer who gets the reputation of "slow pay" is no longer sought by wholesalers when there are special bargains to be offered; for at such times only quick-paying buyers are appreciated. This difference frequently means that the dealer's competitors can sell certain goods and make reasonable profits at prices that represent actual cost to him.

Putting the knife into the prices of unsalable goods and getting rid of them is the only way to conduct a successful business. "The first loss is the best loss," and the smallest; yet, it is important to know the right time to take a loss and take it philosophically.

Solvent or Insolvent.

If your stock was put on the market to-morrow, how many men would pay more than 50c. on the dollar for it? Therefore although you have invoiced it at $24,000, it will only bring $12,000, and perhaps you have maturing liabilities of a like amount. Where do you stand? Simply on the sidewalk, perhaps at middle life, with your commercial career ended and life to begin anew.

The Need of Competence.

The fact is, there is an unfilled vacancy in many large stores. There is need of a man who has a good knowledge of merchandise, who should have the authority, and make it his business, to keep stocks clean and saleable, and who should decide the proper time to take a loss on unsalable goods, also to decide at what price deteriorated lines should be invoiced for inventory.

Fat Paper Balances.

The average proprietor, buyer, or manager, is so eager to make a satisfactory showing that he is tempted, and succumbs to temptation, to knowingly over invoice his stock, thus deceiving himself with wide open eyes. Take down your stock at what it is worth; not at what it is marked. Wake up before it is too late and find out where you stand, and what your true balance is. Have you the necessary backbone to do it? Think it over and decide. If you haven't, get some one who has.

Ordering New Goods.

Goods should not be ordered in and displayed until the season for selling them is near at hand. Don't have goods come into your store months in advance of your requirements, even though a liberal dating is offered on them. You require to, or should, carry increased insurance on them, but the greatest drawback is that your salespeople lose enthusiasm in them before the season for selling arrives. Enthusiasm in the goods you have bought has a great deal to do with sales and profits.

How much more interest is manifested in goods the first day they are in stock than thirty days later; and, apparently, how much easier the merchandise is sold? Besides, your customers dropping in every week have very keen eyes, and quickly become acquainted with the stock. There is food for reflection here. Assimilate it!

Care and Protection.

The broad facts brought out, and to be impressed upon the mind of the merchant, are that he must try and select known, honest help, and give the greatest care to his business system; protect himself and his employes by having that system so strong and reliable that small chance can occur of saddling blame upon the wrong person. The discovery of theft of merchandise or money in a store should be followed by an immediate effort to locate the source of loss. The system, while it may not altogether guard against theft, should at least point in the direction of the thieves.

The Cash Question.

Nothing should be left to chance; carelessness in change-making, or lack of

particular system of keeping strict accounts; and when check books are used, laxity in letting the records pass between hands, when they may be altered through collusion,or in the interest of any of the parties concerned in the transaction—the salespeople, cashier, or office where checking up is performed—should all be guarded carefully, and strict rules and regulations, which are made next to impossible to infringe, should be instituted.

The Delivery Department.

Many parcels in cities are sent out on approval or c.o.d., and should be carefully watched, for frequently the money is paid by the customer and then the goods are credited as having been refused and consequently returned to stock; the proceeds going into the pocket of the salesman. Sometimes the delivery man gets the benefit by saying he put the goods back in stock. This fraud, while common, is sometimes difficult to detect when large stocks are carried and help busily engaged during the best part of the day.

TALKS TO RETAILERS.

STRONG emphasis must be placed upon the necessity of prompt delivery. People who order goods from you, order them because they want them. It is all right for you to complain of your customer who orders at the last minute—but make your complaint under your breath. Don't let the customer hear it. She may take her money elsewhere. You are in business to make money and you must do business just the way your customers desire—not the way you like to do it. We won't argue about the extra cost of delivery ; of course it is an extra expense, but it is the custom and custom is stronger than law.

If you have in your neighborhood two or three merchants in non-competing lines it may be possible for you to establish a co-operative delivery, each assuming a share of the expense and thus reducing by a considerable amount the expense to each individual. At a cost of about $50 per month to each of five merchants an automobile delivery can be established and maintained which will cover your territory much more thoroughly than wagons and horses could do. Better service in the way of delivery is worth while and in addition there is advertising value in a modern way of doing things such as this will be. There is a satisfaction to the purchaser in having an auto stop at the door and a neatly attired, possibly uniformed, attendant step out to make a delivery or take an order.

Too many merchants have allowed their deliveries to be made by careless, dirty, slovenly and impolite employes. This hurts your business. Perhaps you never noticed it but it does just the same.

Never mind the cost. Get good men to make your deliveries. It will be a good investment. He represents you. Let it be an adequate representation.

We will suppose that you have reformed, if reform was necessary ; that your store is neat, your clerks attentive and anxious to please, your prices right, and your deliveries prompt.

What next ? Let your customers and your prospective customers hear about it. Talk about it. Guarantee it. Advertise it, personally and by the use of printers' ink. Lose no possible opportunity. Now comes the question ; where and how ?

Advertising a retail store means simply a statement of facts, made to people who may be influenced by these facts, to buy goods of the advertiser. People of a certain sort or of many sorts ought to trade with you. There are reasons why they should. Hunt up these people and tell them these things. That is advertising.

As to the "where"—that is easy. You naturally draw your trade from a neighborhood, a section, a town or a country. The people in that locality, they are the ones you want to reach. In a small community much may be done by means of personal interviews and this must not be neglected. An occasional visit to your customers, especially to those whose trade you value, will bring its own reward.

ATTRACTIVE STORES.

IT is not necessary for a store to be fitted up with mahogany and marble in order that it should be attractive and up-to-date. Few storekeepers could afford to make a capital outlay of sufficient amount to provide such elaborate fittings. There are of course the necessary equipments for the attractive display of goods which every storekeeper must have for the proper preservation of his goods, and for the securing of economy of working.

The fitting up of a store requires a good deal of thought and care. Perhaps the first consideration is to have the store well lighted and the lights so arranged that the best possible effect can be obtained from the internal arrangements of the store. The modern store has become a place for show and display as well as a market, and a well lighted store is at once a place of attraction.

The arrangement of the store should be the next consideration. It is not sufficient that the stock should be arrayed in so many shelves around the walls of the store, but due consideration should be given as to the place such articles occupy. There are some goods which are better kept in a dark, cool corner. Other goods are better exposed to the air and light, and again some goods carry with them a strong aroma which is at once objectionable and injurious to other lines.

All these points should be carefully watched and provided for in the arrangement of a store. A well arranged, neat and tidy store is an advertisement within the reach of the simplest storekeeper, inexpensive and effectual.

SUGGESTIONS.

NEVER overcharge old customers one cent because you have their trade. Look after each one of them carefully as you do after a new customer whose trade you are trying to get.

Keep their likes and dislikes in mind. A woman is pleased by a grocer who says, "Mrs. Jones, I have in some fine Florida oranges such as you like," or by a meat man who remembers her partiality for good bacon and keeps a fine brand.

The same methods that hold regular customers will gain new ones.

Little accommodations that cost you nothing go a great way toward making and holding customers. They like a man who sells postage stamps as cheerfully as if he made money on them.

Make your store attractive. Everybody likes a tidy store, with fresh goods tastefully displayed, and neat, wide-awake clerks.

See that every person who enters is waited on promptly and politely. Nothing irritates a customer like waiting unnecessarily. When delay can't be helped, a clerk should say politely, "I will wait on you as quickly as possible, Mrs. Jones."

A clerk should never be permitted to stand chatting or dawdling for an instant when a customer is waiting. Never tolerate that indifferent, half-hearted way which seems to say, "I'm only waiting on customers as a particular favor." Make your clerks understand that every one in the store is expected to have eyes and ears open all the time and be ready to do everything possible to help the business.

Make your customers feel that their children or servants will be treated just as well as themselves in your store.

Encourage good clerks ; get rid of bad ones. Don't waste time trying to reform negligent and untidy clerks ; but, on the other hand, if any clerk shows he has your interest at heart, show him that you appreciate it.

James A. Lynch & Co.

(Established over half a century)

BARBADOS

General Agents and Commission Merchants

Consignments of Flour, Oats, Hay, Peas, Butter, Cheese, Lumber, Shingles, and other products of **the Dominion** received and accounted for promptly.

Orders for **Sugar** and **Molasses** executed, and every attention given to the selection and shipment of the same.

REFERENCES:
The Clydesdale Bank, Limited, London
The Agency of the Colonial Bank, London: Wall Street, New York

CODES USED:
A. B. C., 4th and 5th Editions,
Watkins, Liber's, A1, and Private

Leon Agostini & Co.

Trinidad, B.W.I.,

PORT-OF-SPAIN

CABLE ADDRESS:
"KING"

A. B. C. Codes, 4th and 5th Editions Used

Cocoa, Commission and Provision Merchants

Exporters of Cocoa, Cocoanuts, Sugar, Molasses, Hides, Balata Gum, Coffee, Rum, Spices, Lime Juice, Copra, Cedar, Etc.

Importers of Breadstuffs, Provisions and Fish.

TRINIDAD, B.W.I. ***(Established 1888.)***

Rust, Trowbridge & Co.

General Shipping and Commission Merchants.

Codes in use:
LIEBER'S
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WESTERN UNION
ANGLO-AMERICAN
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Wholesale dealers in

American and Canadian Foodstuffs

Newfoundland and Nova Scotian Fish, Lumber, etc., etc. Shippers of Sugar, Cocoa, Cocoanuts and Molasses and other Colonial Produce.

Agents for:

Armour & Co, Chicago.
Oil Exploration Co. of Canada, Ltd.
Thom & Cameron, Ltd., Glasgow.
George Younger & Son, Ltd., Brewers, Alloa.
Norwich Union Fire Insurance Society.
Barbados Mutual Life Assurance Society.
Hiram Walker & Sons, Ltd., Walkerville, Ont.
Lake of the Woods Milling Co., Montreal.

THE ART OF BUYING.

THAT "goods well bought are half sold" is a saying which is as true as it is expressive. Probably if inquiries were made a great number of failures to secure success by retail merchants could be traced to ignorance of this oft-repeated saying. To be "well bought" does not only mean to secure a parcel of goods at a favorable price, as compared with the intrinsic market value, but really conveys a great deal more than that. It means that they are bought just at the proper moment in the right season to secure good condition and freshness—that they are just the description and quality to suit the buyer's particular trade, and further—that they are bought in quantities suitable to his trade requirements, sufficient to meet all probable demand without at the same time leaving a surplus to be jobbed off, thus slaughtering the advantage gained in buying.

To accomplish this the storekeeper must consider it necessary to acquire all possible knowledge of the conditions surrounding his business. The retail merchant should be the man of information on every point of interest in his district; by this means he is enabled to know when to buy the many luxuries of life which a populace will be inclined to purchase when prospects are animated, or to introduce new articles to take the place of others which are declining or falling into disfavor; to know when and how to stock up the plain necessities of life which the public must purchase even though the district may be in a state of depression.

Thus far as regards his local knowledge; next follows the importance of knowing "where to buy," and a great deal depends upon the buyer's knowledge of this point. Every commercial man who calls upon him will claim to have the best supply of goods in his particular industry but the buyer must necessarily use a good deal of judgment and discrimination in placing his orders. If he has a very large outlet for a certain article he will probably find it to his advantage to go as near as possible to the "fountain head" for his supply, to save the expense of unnecessary handling, whereas if his demand is only a small one it is not unlikely that he could make better terms with a wholesale dealer. A wholesale dealer often by his large aggregate buying secures an advantage from the manufacturer which it would not be possible to give to the retailer. Moreover, the wholesale dealer can frequently supply the retailer on terms which the manufacturer could not for a moment entertain.

It must not be forgotten that wholesale buying evolves largely on the question of financial manipulation and does not of necessity mean adding a large amount of profit to the original manufacturer's price. Again, the retailer has a much better variety and assortment from a wholesale house than he could possibly get from the manufacturer, and he will often find it to his advantage to spend a few days once or twice a year visiting the various markets, by that means becoming more individually in touch with the working details of the various market prices and gaining a measure of knowledge difficult to obtain under any other conditions. There are, however, a great number of storekeepers to whom a journey from their local district is practically an impossibility. To these men a very excellent means is provided by the various newspapers and journals who take up the many details peculiar to the storekeeper's needs. By reading regularly those papers which deal with his particular lines he can keep in touch as thoroughly with the market fluctuations, and receive as up-to-date information on all points connected with his business, as if he were really at the various markets. "Where to buy" will thus become a much easier proposition.

Another point of great importance to the retailer is to avoid altogether "speculative buying." This is particularly necessary in the case of small buyers. Speculative buying on the part of small traders is much to be condemned, and in most cases leads to disaster. The great thing a small storekeeper should study is the constant turning over of stock which he carries, as by this means alone can complete freshness of goods be secured. The trader may occasionally lose the advantage of a slight movement in the market by adhering strictly to this rule, but the ultimate advantage of having an absolutely fresh and saleable stock outweighs by a good deal the uncertain profit of buying goods in a speculative way. At the same time, there are times and seasons when a grocer can with advantage buy more freely than usual, and with a certainty of being able to increase his sales by the extra advantage that he can thus offer his customers. This subject, therefore, must be taken up entirely in connection with the individual conditions of the store and the grocer's own capacity for controlling his customers.

A point of primary importance to the storekeeper is the "deterioration" of his stock. A successful merchant must of necessity watch his stock that no particular lines are allowed to fall into the background. Any decline in the sale of any particular article should be at once noted and efforts made at once to relieve the stock on hand. The public has grown to a large extent to know pretty well its own requirements and in this connection a storekeeper will always find that "the first loss is the best." If it is necessary to job off a given line, do so immediately it becomes necessary, and before the goods become shopworn and out of date.

Another important factor in storekeepers' buying is the question of "seasons." Care should be taken that as the season closes, so its particular stock decreases, so that on its closing that stock has been well nigh sold out, leaving room for the approaching new season. By this means the locking up of capital is diminished and a storekeeper will be able to keep his banking account well ahead instead of having his capital on his shelves. This is an important point for the retailer who wishes to succeed. Wholesalers are keen to discriminate between the "slow" and the "ready" payer and a little care in regulating the stock in the way indicated will go a long way towards keeping a floating capital, bringing profit to the trader, and maintaining good standing with his wholesaler.

A point which is often overlooked is the necessity for the trader doing his own buying. A storekeeper may have a good man in his employ in whom he has implicit confidence, still it is not wise to allow such a man, however good, the power to send orders for goods simply because the stock has run out. A storekeeper is anxious to get the best terms and the closest prices, and he can only secure this by keeping in close touch with his requirements, and letting the wholesaler know that every order he sends is the work of his personal scrutiny, and that invoices are severely criticized by himself. By this means he will secure the best attention from his wholesaler and he in his turn will be careful to place such a buyer on bottom prices.

A point which often crops up in a country district is the question of "combined buying." This is greatly to be desired wherever possible. Local storekeepers by keeping thoroughly in touch with one another develop a friendly feeling born of mutual interests, and a measure of care is then exercised to bring into the district a volume of goods which whilst being sufficient for the purpose will not be an overstock, besides which the combined buying enables the dealers to obtain their goods on such favorable conditions that they can place them on the respective markets at a moderate figure and at the same time secure adequate remuneration to themselves.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane. **NEW YORK**—Frame & Co., 132 Front Street.

Cable Address: BOYD—TRINIDAD. CODES USED: Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

THOM & CAMERON, LIMITED

Head Office: GLASGOW

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TRADE MARK.

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

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ESTABLISHED 1872

ST. VINCENT STREET, - PORT-OF-SPAIN, - TRINIDAD, BRITISH WEST INDIES

MERCHANTS, BANKERS, AND COMMISSION AGENTS.
EXPORTERS OF TRINIDAD AND VENEZUELAN PRODUCE.

AGENTS AND PROPRIETORS OF

Sugar, Cocoa, Cocoanut,* and *Asphalt Properties

LOCAL INVESTMENTS AND FINANCE A SPECIALTY.

Correspondents: LONDON, NEW YORK, AND PRINCIPAL BUSINESS CENTRES IN EUROPE, AMERICA, AND CANADA.

BE CAREFUL! WE ARE

We are so careful in making the

PEBBLE and PHARAOH

Cigars that we want you to be careful and get them. Don't be satisfied with "this-and-that" cigars. There are certain cigars especially suitable for grocery trade. They are the **Pebble** as a five-center, and the **Pharaoh** as a 10-center. My terms are the fairest ever offered to a grocer.

Start Business Going With 1,000 Assorted.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Read Between the Lines of Smoke

Grocer-Neighbor tells you one morning he is going to give up tobacco-selling. "It's all work and no pay," he says. Advises you not to go in for it, to profit by his experience. If Grocer-Neighbor told you the same story about a make of sauces or a class of breakfast foods you would think at once he was talking nonsense. Why, then, think his "Tobacco Talk" is truth and nothing but the truth? Read between the lines of smoke that Grocer-Neighbor is governed by one or more of three conditions when he makes such "Tobacco Statements." He wants you to buy his good-will. He doesn't want you to compete with him. A manufacturer has offered him special inducements to push **certain goods,** but on condition he drops **certain goods.** Get into the competing business—selling Tobacco. Where there's a will there's a trade. Test T. & B.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

THE TOBACCO DEPARTMENT.

IS the tobacco department of the grocery store declining? Such a question requires some answering and cannot be explained by monosyllables. It is something like the question which a much harassed witness once asked the illustrious Sir Charles Bradlaugh. The aggressive lawyer was cross-examining a hard-to-handle witness and finally said, "Come, now, brace up and answer me yes or no."

To this the witness replied "Can you answer me 'yes' or 'no' to any question that I may ask you without committing yourself?"

"Certainly," was the curt reply of the lawyer. "Ask me anything you please."

The witness simply asked, "Have you stopped beating your wife?"

Grocers should at least pay more attention to their tobacco department. There are many reasons why, outside of the money-making element which is a powerful factor. Tobacco is a very sensitive plant and even in its manufactured form will impart and attract peculiar odors readily. As a rule what sort of a department does the average grocer make? He has a few boxes of plug tobacco, chewing and smoking, and these are set up on a counter shelf with the lids of the boxes removed and the sides also partially taken off, making it handy to remove the plugs as they are required. Probably in the next department of his shelves there may be candies and all kinds of little grocer's sundries like gum and novelties usually classed in the luxury column of purchases. Butter and cheese are very often not far away and these commodities are also very sensitive, and then bread and flour, also sugar and other of the innumerable eatables that stock a grocery shop.

The stock of cigars is usually very limited and as a rule (not always by any means) are thrown carelessly into an old-time show case that might have been fashionable when Julius Caesar was on earth. The cigars are permitted to get dry and some fine evening when some young man takes an expensive notion, or there may be a function of some kind such as a political or other banquet, the grocer is called upon to serve cigars and he is absolutely unable to cope with the best chance he had for months of making what is called a "hit" in the community.

The moral attached to this is to be up-to-date. Your neighbor, the barber, will outdo you in the tobacco business as sure as fate if you drift the slightest bit. Ask some of the enterprising tobacco manufacturers to make you a gift of a nice zinc lined show case and see that it is used for tobacco purposes only. Numbers of tobacco manufacturers are giving such things to druggists and they would be glad to give them to grocers if they could be assured of some concentrated effort on the part of the grocer to make a push on the lines that should attract. It would be wise also to have cigar cutters in the shop; get some small boxes of matches made with your name on them and give them out to your plug smokers if there are not many cigar men coming along. Now is the time to spurt for Christmas trade. Be alive and get in some novelties in the way of smokers' sets, tobacco jars, pipe racks, nice cigar holders and trays for smokers' tables, etc. Lay out to have some fine rubber pouches and some novel match boxes, all of which will go a long way towards stamping you as a leading grocer and one who looks well after the up-to-date.

An idea is abroad among certain grocers that if they kept a fine cigar place, the average farmer who was running a big account with them would expect them to throw in a box of cigars every time he paid his bill, which might be at the end of every six months. That is certainly all nonsense. The average farmer, perhaps, would not like his thrifty wife to see marked down in his account "two boxes of cigars." etc. She would think they were on the high road to ruin. But the farmer and his sons could easily have the bill rendered to them personally or if necessary he could justify the expenditure and argue it out with his wife and daughters as compared with the perfume, fancy soap and immense quantities of fancy teas which the women usually champion. At any rate the grocer can easily be the architect of his own tobacco department.

Another good point for the general storekeeper to remember is that the antediluvian comforts which usually surround these stores must be crossed off the map. Get rid of that keg of nails on which the past two generations have been loafing on close by that old-fashioned stove all winter long. The old yarn teller of the village would soon feel ill at ease if some nice, comfortable chairs were placed in the shop and some idea of cosiness added. The tobacco stores of the towns attract young men who have up-to-date ideas because they are up-to-date in equipment and management. A well-known preacher has said that as far as young men in the country are concerned, the general store can be frequently a source of great education to young men. Even taking for granted that he did not mean to apply this to the tobacco department, that is certainly one which has a most diverse variety of forces that would entertain and instruct.

A very strong plan for advertising tobaccos is the ash tray bearing on it your own name. Plenty of big manufacturers will make them for you and you may add to the inscription the line; "Blank's Leading Merchant," and then name the lines in which you are especially interested. All this could be done on a reasonably sized tray and the women at home would thank you a thousand times for supplying a repository for the husband and boy's burnt matches, pipe refuse and ashes. The great wealth distributors are the women and the way to boom up business generally is to please them.

Fine pipe cleaners are good ads, too, and should be kept in stock. They are usually sold at five cents a bunch and are invaluable to any home where the careless smoker usually tears strands out of the best broom in order to take the plugged tobacco out of the stem of the pipe.

There is as much ingenuity about making your tobacco department go as there is about the driving of the most strikingly utilitarian branch of the big grocer's or general merchant's business.

It seems especially discouraging to find manufacturers such as those who have their announcements running regularly in The Grocer see the amount of disregard which the grocer pays to his tobacco department. Be fair and make money.

CARE OF CIGARS.

Havana cigars should be kept in the boxes till used, and if possible at a temperature of about 65 degrees above zero. A good Havana cigar is a delicate article. The leaves will take up moisture like a sponge and will absorb any impure air or bad smell. They evaporate

as quickly as they absorb, and if the box is left opened and exposed to extremes of heat or cold, moisture or dryness, the cigars are ruined.

The expert smokes his cigar slowly, puffing away at it to produce a perfect combustion so as not to lose the delicate aroma. The man who would puff furiously at a Havana cigar is as foolish as he who would gulp down a fine old wine or fail to sip slowly the brewing of the choicest teas.

CUBA AND ITS TOBACCO.

UNDOUBTEDLY the origin of tobacco lies in obscurity. The earliest records the civilized world has of its use are connected with Columbus and his notable first voyage across the ocean. Strange to say, however, it is still the districts peculiar to its discovery which are to-day the great leading centres of its cultivation and it would seem as though America and Cuba in particular have nothing to fear from the rest of the world as regards tobacco growing.

There are various parts of the world peculiarly adapted to certain productions. For instance, there is a part of France which yields the best grades of champagne; there is a pocket of soil along the Rhine from which comes wine which sells at $10 per bottle. These and other places which might be mentioned, notwithstanding other districts producing other lines of a similar character and possibly at much less price, continue to maintain their supremacy and apparently they ever will. Undoubtedly it is by combinations of soil and climate that these results are obtained and that combination is such that man cannot imitate it.

It is the same with tobacco. There is a region in the Province of Pia del Rio in the western district of the Island of Cuba which lies on the sunny side of the mountain range and the soil is such that it cannot be imitated. Samples of this soil have been taken from time to time by agricultural departments but so far they have failed to produce a similar soil anywhere else. The country has been prospected just like a mining region and all the best soil beds are now known and are practically all under cultivation for tobacco.

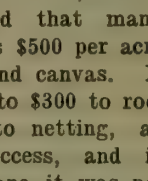
Havana tobacco costs so much to raise and manufacture into cigars that it cannot be sold more cheaply than it is. It is safe to say that one cannot buy a real Havana cigar anywhere in America for less than fifteen cents, yet all the highest grades, and consequently high-priced cigars find their outlet in the British market where all high-grade goods are readily placed. It is a remarkable feature that out of the 200,000,000 lbs. of high grade tobacco manufactured in Cuba less than one-twentieth part finds its way into the American market.

An interesting feature is that quite a quantity of the crop grown in Cuba is grown under canvas, the reason given for this being that the color may be preserved in its integrity. The soft shade under canvas protects the plants and gives them a beautiful light-colored leaf. The color is caused by the sun; a dark leaf, therefore, simply means one that is sun-burnt. Many suppose that dark-colored cigars are of a stronger flavor than light-colored, but this is not necessarily the case—it is simply an idea originating with fashion. The shade does not change the flavor or of necessity the color of the tobacco. It serves as a protection, however, and the plants are less likely to be injured by insects or winds. The industry is altogether one calling for skill and long experience and if these qualities are lacking it is practically impossible to grow tobacco successfully.

It is further a venture which calls for a large amount of invested capital. A few inquiries into the cost of tobacco farming revealed the remarkable cost of production. It was found that many farmers spent as much as $500 per acre for manure, fertilizers, and canvas. It will also cost from $200 to $300 to roof in an acre with mosquito netting, an absolute necessity for success, and in the neighborhood of Havana it was nothing to find $200 worth of manure used annually. In the neighborhood of Vuelta Abajo it costs about $8,000 a year to run a tobacco farm of 33 acres and market the crop. A satisfactory feature, however, as a set-off against this, is the fact that in the event of a good crop the net profit yielded would be from $2,000 to $3,000 and has been known to be considerably beyond that.

A curious circumstance took place at the time when a new railway was being laid through the Cuban tobacco districts. When this was planned it was found almost impossible to obtain right of way. The farmers would not give up the tobacco lands, but one of them agreed to allow the railway to cross his farm on the payment of a good round sum and a stipulation that he should remove the soil to the depth of one foot of the part crossed by the railroad, and this was agreed to, the farmer considering the first soil of great value. The tobacco soil is shallow but its constitution is such that with proper treatment it continues to produce year after year.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

We might well crow about the phenomenal sales of

HOGEN-MOGEN and ROYAL SPORT

(5 cents) (10 cents)

cigars, but we're just "sawing wood" and keep "pegging away," making the best values in cigars in Canada. We have an enormous output and are content with small profits. Our Show Case Offer will start you right. Buy 5,000 assorted, not less than 1,000 "Royal Sport." Trial orders earnestly solicited no matter how small. Our cigars sell and bring back generous repeats. We expect your postcard.

The

SHERBROOKE CIGAR CO.

Sherbrooke, P.Q.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

"The Canadian Grocer Assortmen t." Cut shows about ⅓ size.

THIS IS FOR YOU

Our Decorated Opal Business is a big one, because our product is not excelled in the world, but we want to cover a still wider range. To introduce the line to every possible handler we have made up our "Canadian Grocer Assortment," consisting of one dozen each of the twelve articles illustrated above. The goods are of pure white opal glass, brilliantly decorated in hand-painted floral designs. The price (F.O.B. Toronto) for the gross is $9.00, with an extra charge of 40c. for package. The smallest "cross-roads" grocery store in the country can use this lot, and the largest departmental stores cannot buy cheaper anywhere. There is no discount from this price for one gross or fifty gross. Merchants who have never handled our line should get this sample lot quick ; merchants who have bought before will recognize the value and order at once.

SEND A POST CARD TO-DAY AND LET THE GOODS SPEAK FOR THEMSELVES.

GOWANS, KENT & CO.,

CROCKERY AND GLASSWARE,
CHINA AND LAMPS,
MANUFACTURERS OF LAMPS AND RICH CUT GLASS,
DECORATORS OF EARTHENWARE AND OPAL.

TORONTO——AND——WINNIPEG

MONTREAL SAMPLE ROOMS (GEO. A. MANN, Representative) 54 ST. FRANCOIS XAVIER ST.

We sell Good Goods Cheap:

CHINA, GLASSWARE AND CROCKERY

A "CUT GLASS" WARNING.

A DEPARTMENT which up to the present time has not received the full attention which it merits and which both its use and utility deserves is that of the "China and Glass" department of the grocery store.

We have often dealt with the process of manufacture of these articles; we need not, therefore, detail to our readers the manufacture, the beauty, or the selling qualities of cut glass. Nothing has as quickly found its way into the public favor.

Oval Sugar Basin.

Footed Comport.

Just think a moment. How much cut glass was there in your neighborhood three or four years ago? How much is in use to-day? All this is clear and evident.

At the present, however, it lies in our province as an up-to-date journal to give a warning voice to our readers about the practice which whilst obtaining at present only in the United States is likely at any moment to invade Canada.

An imitation of the genuine article is being made and placed upon the market with the attempt to pass it off as "genuine cut" glass.

The process consists in producing a "pressed blank" in which a pattern has already been moulded and is to a large extent practically finished. By passing this "blank" through the process of finishing similar to that prevailing with "genuine cut" glass a good imitation is obtained. The saving of labor may be readily imagined when bearing in mind that all "real cut" glass is made from "plain blanks," on which the pattern is first "marked" by hand lines and then "cut," "smoothed" and "polished." The two first of these operations are avoided by the use of the "pressed blank," but at the expense of the quality, which is really THE feature of genuine cut glass.

A piece of glass "moulded" into a pattern, no matter how "smoothed" or "polished" afterward, cannot compare with the clear, beautiful "cross-grain"—if it may be so called—and sparkling brilliancy of the genuine article.

A piece of "pressed glass" (which is an every day article of commerce) of the highest finish and in closest imitation possible of cut glass patterns, but making no claim to be anything but what it is, is ALL RIGHT, but a piece of so-called cut glass made from a "pressed moulded blank," and practically half pressed, is ALL WRONG, and no better than a fraud upon the public, who are deceived by its resemblance to the real cut article.

It is all very well to say that the customer cannot distinguish between the two, which unfortunately, on account of the poor quality of the "blanks" used by some manufacturers, is perhaps true in some cases, but customers find out in the end the deception practised upon them, and the RIGHT WAY, the SAFE WAY, the SURE WAY for the grocer is to buy only the genuine article, making particular inquiries as to whether the goods he purchases are made from a "pressed blank" or from the usual "plain blank."

Japanese Marmalade Jar.

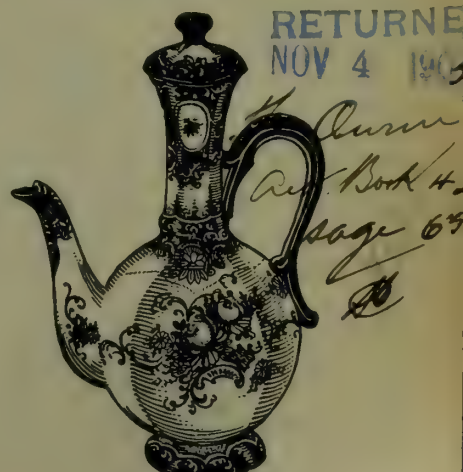
By using caution like this alone can he be sure of obtaining the genuine article. This form of imitation in glassware has only just shown signs of invading the Canadian market and our readers would do well to be on the alert so that they will not be deceived into buying "cut pressed glassware," really thinking they are obtaining the genuine "cut glass" goods.

USEFUL AND ORNAMENTAL.

THE modern housekeeper's pride and pleasure is her table service. To have a table laid out in an elegant though delicate style is one of the great ambitions of the housewife of to-day. To accomplish this it is nearly safe to say that the real cut glass table ware is the ideal ware for the purpose.

Many housewives, however, are unable to afford this luxury and in order to meet this circumstance makers of glassware have placed on the market from time to time lines of moulded glass which have more or less received public favor. The manufacture of this moulded glass has now reached a great height of perfection and housewives of moderate means can obtain a good line of glassware which will have much of the superior finish, artistic design, and brilliancy of color which is such a familiar feature of the genuine cut glass.

Many owners of expensive cut glass often use it only occasionally for fear of getting it broken or destroyed. Several lines of moulded glass are now on the market under registered names, such as "Pres-cut," "Near-cut," etc., which come in admirably in these cases of need. Besides being nearly equal in appearance to the genuine cut glass it has the additional quality of being much stronger in texture and is just the very line for the grocer to push. It is an attractive, good selling line of table glassware and shows a good margin of



Japanese Coffee Pot.

profit. We are showing herewith cuts of several articles made in these styles and which are ready sellers in a general store.

Passing from this we come to the more practical side of novelties and

Epergne.

which whilst offering a special inducement at the present season are also of material interest to the grocer the whole year through.

Never before have we seen such fine display as is being offered of useful and artistic china and glass novelties, which

Japanese Chocolate Pot.

can be had at prices which should prove attractive to even the smallest country store.

One prominent centrepiece which is fast gaining favor is the old time favorite epergne. They have come into the market in a great variety of attractive forms and naturally vary in price from the simple one-standard to the most elaborate designs and with many branches.

There is also on this season's market a most attractive display of Japanese chinaware of very elegant designs and colors. The Japanese have thrown themselves open for this market and are rapidly becoming keen competitors with German lines. Their work is better and much more daintily finished, bearing comparison with almost any other market. It looks as though in a short space of time the Japanese will rule this market not only as regards price but as regards the quality of thier goods. A good line which has just reached the Canadian market from Japan is a sample of "blue willow ware" on much the same lines as the old-fashioned "willow goods" so familiar a decade ago.

Wedgewood Plate.

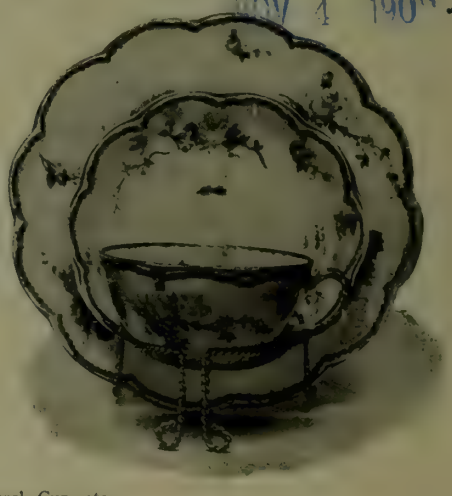
SOME NEW PIECES.

WHAT could possibly be better for the coming Christmas trade than a bright sparkling assortment of glassware similar to those shown in the following cuts? The grocer would do well to order up an assortment of these "pres-cut" lines.

A very fine trade is being done in "Wedgewood Rail Plates" and these are making great headway for presentation purposes. They form a select decoration giving a daintiness and elegance peculiar to this class of decoration, a select line for a grocer to cultivate for his staple trade. In "Japanware" some very fine effects are being produced. The colors are perfection, and the highest point has been reached in their effective elegance. There is no doubt that these goods will secure a vast trade throughout the Dominion, for besides being useful and ornamental they are being placed on the market at prices which bring them within the reach of the general public.

The accompanying cut represents the ruling "Epergne" line which is fast coming into favor as useful and elegant presents for the Christmas trade.

Another article to which we would draw the storekeeper's particular attention is the "Wire Easel and Display Rack." Every grocer has spent a good deal of trouble in devising a simple means for the display of his glassware and often a good deal of expense has been incurred by loss through breakage. By the use of these handy and inexpensive little contrivances, all this trouble, annoyance, and expense can be avoided. We give herewith a cut showing a cup, saucer, and plate standing in one of these neat little folders. The utility of this invention will be readily seen. Not only does it greatly facilitate the display of the goods, but they can be dusted and shown with little fear of breakage.



Wire Easel, Cup, etc.

"CHANGE."

The window's best display
Is one of constant change.
Drive the "old pans" away
When next you do arrange
Your window, neat and trim,
To catch the good Fall trade
That's near, be in the swim
And profits will not fade.

We are indebted to the courtesy of Messrs. Gowans, Kent & Co. and Messrs. Nerlich & Co. for the cuts of this department.

"CHAMPION"

"GLOBE," with Percolator

ESTABLISHED 1852

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONT.

MANUFACTURERS OF

ROCKINGHAM, YELLOW and YELLOW-WHITE LINED WARE

STOVE FIRE BRICK, Etc.

DIRECT IMPORTERS OF

JAPANESE GOODS

OF ALL DESCRIPTIONS

SOLE MAKERS OF THE

CELEBRATED "CHAMPION" TEA POT

THE above wares, made by Campbell of Hamilton, have been before the Canadian public for over ***FIFTY*** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and inquiries carefully attended to.

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

BELLEVILLE POTTERY CO.

(Successors to HART BROS. & LAZIER)

C. A. HART, Proprietor

MFRS. OF

STONE-WARE

from

Jersey Clay

FIRE CLAY
FIRE BRICKS
WATER FILTERS
CHEMICAL WARE
ROCKINGHAM WARE
SEWER PIPE
FLOWER POTS
ETC.

Orders by Mail Given Prompt Attention.

Belleville, Ont.

Just Spare a Minute

To Think This Over

Then Act

Apples are particularly scarce this year. As a grocer, what steps are you taking to supply the demand for something to take the place of apples?

Allow Us to Make a Suggestion:

Wethey's Packaged Mince Meat is just what you require. It is delicious, appetizing. Selling at 10c., it is economical. Every package makes two large or three small pies.

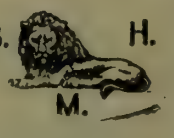
ORDER EARLY. PUSH IT.

THERE IS MONEY IN THIS.

J. H. WETHEY, LIMITED

ST. CATHARINES, ONT.

SOME DO—OTHERS DON'T.



SOME MERCHANTS LIKE TO BUY THEIR GOODS DIRECT FROM THE FACTORY AND PAY THEIR OWN DUTIES AND CHARGES.

OTHERS PREFER TO BUY AT A CURRENCY PRICE, DELIVERED, ALL CHARGES PAID.

I AM ABLE TO SUPPLY YOU WITH

CROCKERY, GLASSWARE and ENAMELEDWARE

EITHER WAY!

BARNARD & HOLLAND CO., MONTREAL
ROBT. SLIMMON & CO., NEW YORK
GEO. F. BASSETT & CO., NEW YORK
IMPERIAL GLASS CO., BELLAIRE
EDWARD JOHNS & CO., RUGELEY
HENRY RICHARDS TILE CO., TUNSTALL
WUPPERMAN & CO., HASELMUHL
S. W. DEAN, BURSLEM

H. A. BARNARD (TREASURER BARNARD & HOLLAND CO.)

401-402 Coristine Bldg., - - MONTREAL

CHRISTMAS GOODS AND NOVELTIES

CULTIVATE CHRISTMAS NOVELTIES.

PROBABLY at no time of the year is such an attractive opportunity offered to the enterprising and up-to-date storekeeper as is now offered him by the season which is dawning upon us.

Every one looks forward to the approach of Christmas in a free and open manner. It is a time when friend meets friend not merely with a handshake but with an open heart and free hand. They are longing to express their goodwill in the form of a suitable presentation. The storekeeper welcomes this with a smiling face as he sees in it not only the joyful good nature portrayed on every countenance, but underneath that far more important interests which are likely to spell dollars and cents to his banking account.

"Now" is the moment for the storekeeper to look ahead to the eventful time—indeed it is a duty which he owes to his many customers—to have provided for them, ready to hand, as indescribable an array of useful, artistic entertaining presentations and gifts, as is made possible by the ingenuity of the inventor, and skill of the manufacturer.

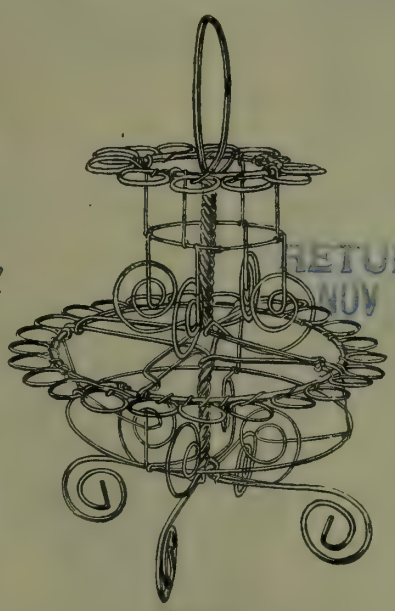
Probably the first thing that presents itself to the dealer is the claim of the "Little Folks." Children are critics and critics of no mean order. They are keen to note anything novel or attractive, and the way to get the best out of it. The dealer must, therefore, see to it that he disappoint them not, but that he has the wherewith to satisfy them.

Paper Festooning.

A present for the children which is at once not only attractive but a good source of general entertainment is the musical toy, a sketch of which we give herewith. This can be had in many forms, the favorite one being in the form of a little doll acrobat who performs her evolutions to the musical strains of the instrument. Another musical arrangement which we also give herewith is a musical stand for the Christmas tree, fitted with several well-known tunes which break in with happy sweetness as the children play around. This stand will play its tunes for several hours, and would be an excellent advertisement in the store if used for display.

Parrot—Tissue Paper Ornament.

Model Turbine Engine.

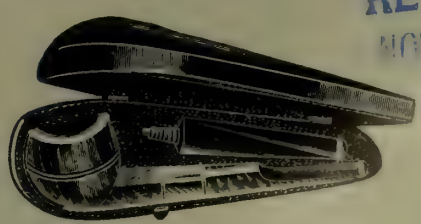


Pipe Rack.

Red Bell—Tissue Paper Ornament.

Many are the novelties which are being offered by the leading houses in this way, which should be a source of attraction to the enterprising grocer, but we can only enumerate a very few by way of introduction. A favorite toy this season is the fire brigade got up with every description of display. Then there is the new game of "Togo," the idea of which is the outcome of the Russo-Japanese War. There is also the mechanical engine, a perfect model of a real portable engine, and which is made to work many devices which are in themselves imitations of many real things in everyday life, such as an elevator, a mill, a pump, a fountain, etc.

Passing from this there is another line of peculiar interest to the grocer, and that is the multiplicity of presents adapted to the smoker's interests, and which come at a specially advantageous figure. There is the old-time "Large Cherry House Pipe," ever a favorite for the Winter fireside, and the leather case "Pipe Companion," an ever-ready present. "Tobacco pouches" of a variety of descriptions, and these goods not only as Christmas novelties but as all-the-year trade, can be made specially



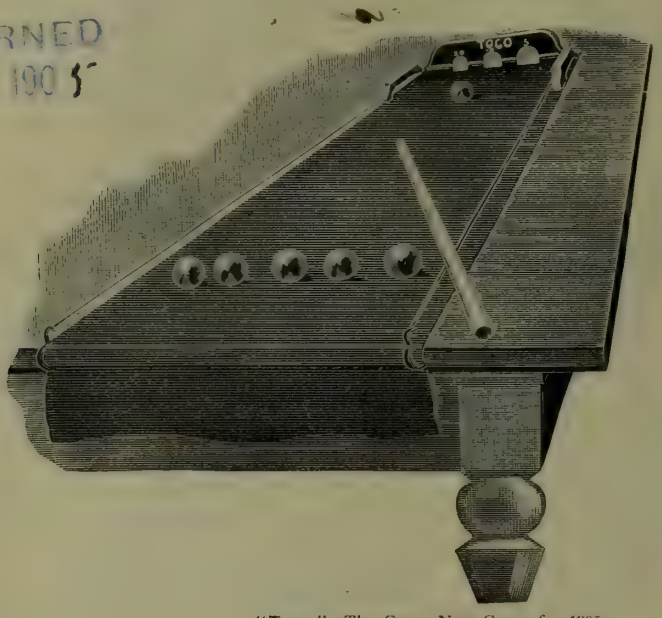
Presentation Pipe.

attractive features for the coming season.

A further strikingly useful present which is very much in evidence is the "Typewriter" toy, which is, in addition, also an article of utility, and not only will it provide entertainment for the "youngsters," but can be used profitably for actual letter writing.

Then there is the toy "Sewing Machine," which this year has reached such developments as to become an article for the "little miss" whereby she can take an active part in helping mother.

Neither time nor space will allow for the many new, attractive and useful novelties which have arrived this season, but we feel we cannot press too strongly the great interest there is to the grocer in this subject of Christmas novelties. He should by no means leave these many lines out of his calculations, but should endeavor to make his store attractive to every claim his customers are likely to make. In this way he will not only be a means of serving his customers but also will have an opportunity to substantially add to his own gain.

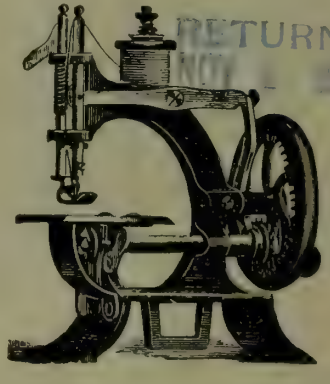


"Togo"—The Great New Game for 1905.

DECORATION AND DISPLAY.

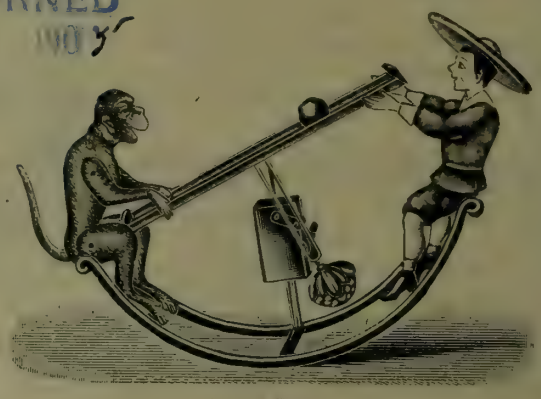
A FEATURE which we would like to press upon the grocer in view of the coming season of Christmas is the importance of giving great attention to the decoration, and the display of Christmas novelties and effects.

The grocer is far too apt to place too little importance on these features of his store, whereas in reality the tasty and attractive decoration of his store would be in a large measure conducive to the sale of his general stock. The grocer should by no means look upon the novelty trade as a side line, for as a matter of fact many of the common articles in use to-day were originally introduced as novelties and have since become regular articles of commerce.



In this connection we would draw attention to the remarkable perfection to which the fancy paper decorations have been brought. We give herewith two or three cuts of what can be produced in these very cheap decorations. The festooning is so arranged as to be capable of being folded up into a very small space, and after having been used can be taken down and put away again for future use. The effect of this festooning is remarkably good, and is really an economical method of decorating the store, as it can be used many times over.

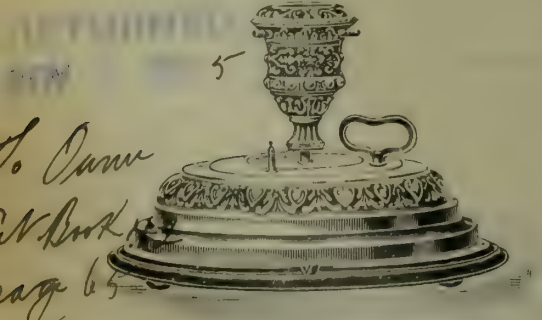
There are also fancy hangings of any and every description and color. The grocer would also do well to lay in a stock of these goods for sale. If he were to decorate his store at a very early date in view of Christmas there is no doubt that he would find plenty of room for the sale of these decorations. His own store would be a demonstration of their beauty and effect, and a fine advertisement for the sale of them.



Rocker Teeter.

There are many other details which will, of course, present themselves to the active mind, but this is one which would not only make the store attractive but would at once become a profitable investment.

The cut of the pipe rack given herewith is a very fine means for store show. It is inexpensive and when filled with an assorted variety of pipes forms a great attraction and a great incentive to trade.



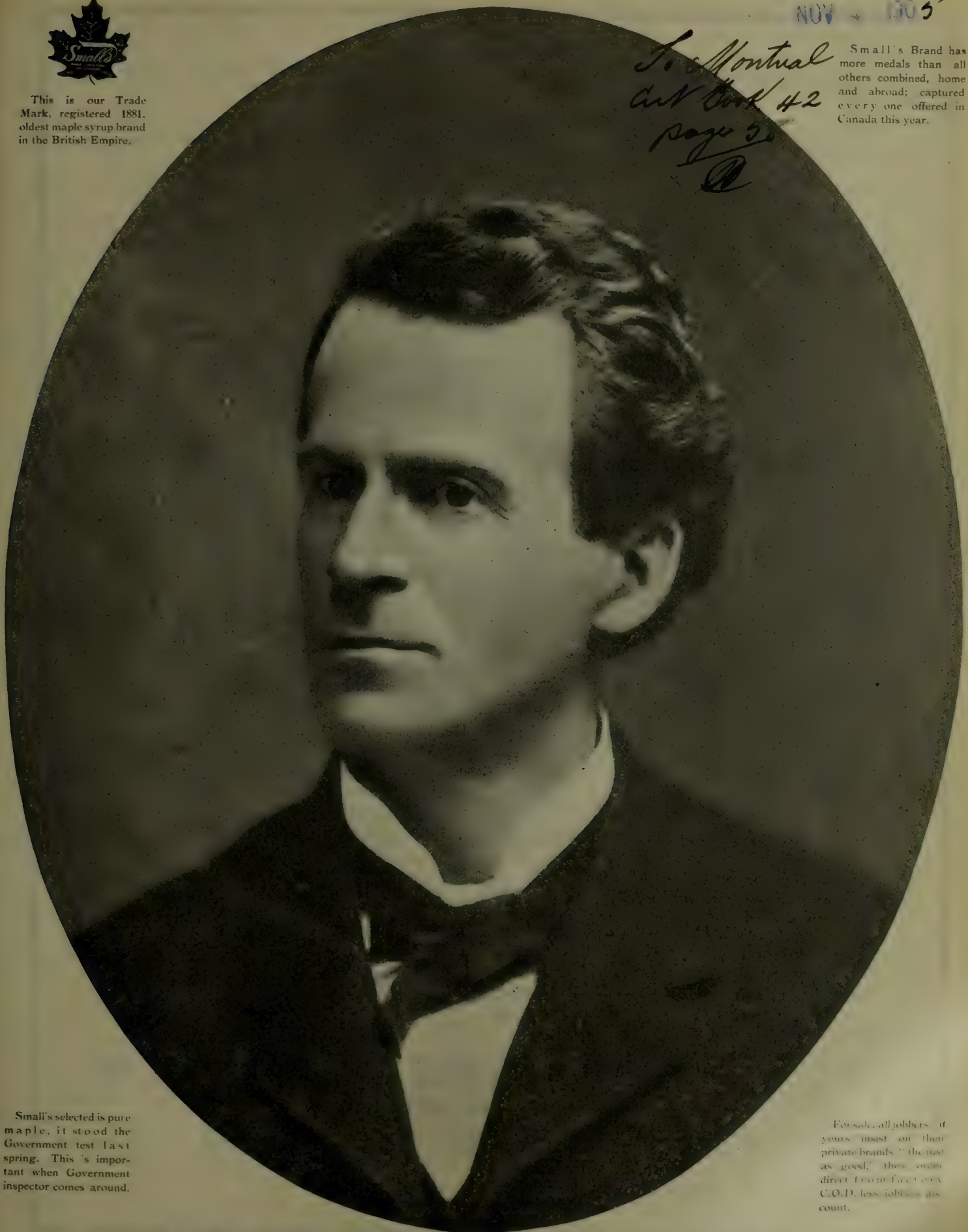
Revolving Xmas Tree Tree Holder, with Musical Box.

Air Ship Merry-go-Round.

RETURNED
NOV - 1905
St. Montreal
Cir Book 42
page 5

This is our Trade Mark, registered 1881, oldest maple syrup brand in the British Empire.

Small's Brand has more medals than all others combined, home and abroad; captured every one offered in Canada this year.



Small's selected is pure maple, it stood the Government test last spring. This is important when Government inspector comes around.

For sale all jobbers if yours insist on their private brands "the just as good," then order direct from factory C.O.D. less jobbers discount.

C. R. SMALL, originator of Small's world-celebrated Small's brand Maple Syrup, Sugar and Confections

Put up by THE CANADA MAPLE EXCHANGE, MONTREAL, the only firm in Canada exclusively devoted to maple products. Agents: London, New York, and all large cities. If you are not now handling Small's, the following may interest you. Telfer Bros., Winnipeg (wholesale), in month of JANUARY, 1903, took twenty-two cases. In month of JANUARY, 1904, took 1,072 cases. W. H. Scroggie, Ltd., Montreal (departmental), in year 1903, 1,109 packages. In year 1904, 1,431 packages. W. Maitland & Co., Montreal, (Retailer), in 1903 took 1,428 packages. In 1904, took 2,614 packages. All lines are hygienically and scientifically packed. Results: Satisfaction to consumer and fair profits to dealer. Write for List.

"Another County Heard From."

— ESSEX —

CANNED VEGETABLES, FRUITS, ETC.

We beg to advise our friends of the trade that we have **equipped a factory, second to none in Canada** in the way of **modern appliances and appointments,** and are packing only **the choicest grades of fruits and vegetables** grown in Essex County, whose reputation as a producer of fine garden produce is too well known to need any advertisement from us.

The following lines are being put up under probably the most attractive label on the market to-day, of which the above **trade mark** forms a part :

Tomatoes, Corn, Peas, Beans, Pumpkins, Apples, Pears, Catsup, etc., etc.

The Natural Flavor Retained. No Chemicals Used.

We will add other lines as opportunity offers, of which notice will be given our friends through this medium in later issues.

Agents

Toronto :
Anderson, Powis & Co.

Hamilton and Winnipeg :
Alfred Powis.

Vancouver :
C. E. Jarvis & Co.

Edmonton :
Bedlington & Fisher.

St. John, N.B. :
J. T. Logan.

Insist on getting the "Essex Brand." If your dealer cannot supply you write to us.

THE ESSEX CANNING AND PRESERVING CO., LIMITED

8 WELLINGTON STREET EAST

TORONTO, - - CANADA

Factories at ESSEX, ONT.

THE ART OF CANNING AND PRESERVING

At no very distant date it was the custom of every housewife to consider canning and preserving as forming part of the regular duties of the household. Since those days quite an evolution has taken place in these matters. "Preserving time" is now no longer an epoch in domestic history. Instead of making her own pickles, jams, etc., the twentieth century housewife buys them at her store. The industrious housewife will of curse put up a small stock on her own account in order to have some real home-made for special and select occasions, but with modern methods and scientific knowldge the manufacture of these goods has been brought to such a state of perfection that it is no longer considered necessary to place preserving and canning among the many household duties.

* * *

Science now-a-days has a way of doing things much better than by the old style methods, and machinery is so much cheaper than the old hand processes that it can be considered scarcely worth while to toil hour after hour, when the same goods can be bought ready to hand and perfectly manufactured. The enormous strides that the canning industry has made during recent years is most remarkable; for instance, take the United States as an illustration. In 1890 it was estimated that there were less than 1,000 factories engaged in this industry. At the present time it is considered that there must be at least some three thousand establishments with an estimated output of not less than $100,000,000 per annum.

* * *

Like many other modern day conveniences the art of canning was started on its present road to perfection, more by emergency and need than by distinct set purpose, and can probably be traced in its development to any large extent to the Napoleonic Wars, when the need for preserving fruits for a long sea voyage became a distinct necessity, and the absence of any such method caused considerable inconvenience. Previous experiments by scientists having established the fact that the decomposition of fruit was caused by a living organism, the French military authorities offered a reward to any one who could introduce a method whereby food of any description could be preserved for use at a future date. This brought forth a treatise by one Nicholas Appert, discussing a means of killing this organism or otherwise precluding its presence. His method was simply to enclose fruit in a glass jar which was then corked and subjected to the action of boiling water.

* * *

The principle of Appert's method has been proved by time and experience to be correct, and is that on which all canning and preserving has since been done. It is interesting therefore to read his own words on the subject. He wrote as follows: "It is obvious that this new method of preserving animal and vegetable substances proceeds from the simple principle of applying heat in a due degree to the several substances after having deprived them as much as possible of all contact with the external air. It might, on a first view of the subject, be thought that a substance, either raw or previously acted upon by fire, and afterward put into hot bottles, might if a vaccum were made in those bottles and they were completely corked, be preserved equally well with the application of heat in the water bath. This would be an error, for all trials I have made convince me that the absolute privation of the external air (the internal air being rendered of no effect by the action of the heat), and the application of heat by the water bath, are both indispensable to the complete preservation of the alimentary substances.

* * *

For a long time glass jars were used for preserving fruits and vegetables of every description, but they have been gradually abandoned in favor of cans, as it was found that they did not resist effectually the extremes of temperature, and further, they were found costly compared with the cans, and much more expensive in transport. Crockery and glass, however, are still much in favor for the preservation of certain kinds of fruits and vegetables and especially among the choicest grades of preserved goods. The objections which are sometimes urged against the use of tin are based on the supposition that the natural acid of the fruit or vegetable itself acts upon it producing a form of metallic salt or compound, injurious to health. This has been found after careful investigation to be groundless, especially when a good quality article was used. In order to more effectually obliterate the possibility of such a chemical process, an ingenious contrivance has been introduced in the form of a parchment lining or some such similar material, which is impervious to any of the liquid which exudes from the preserved comestible. This prevents the article in the can from coming into contact with the tin at any time. The use of linings of this kind has long been recognized as a solution of the problem of the prevention of ptomaine poisoning.

* * *

The early manufacture of tin cans for preserving purposes was very crude, the bodies of the tins being simply cut with shears, and the side seam made with a plumb joint and then soldered together, the heads being soldered on in a very primitive manner. Now, tin cans are made by labor-saving devices by which the cost has been enormously reduced and all the parts made are put together by mechanical contrivances.

* * *

With regard to output, each establishment has its own distinctive quality, and the maintaining of a uniform character of goods requires a strict adherence to recipes for ingredients, and to rules for packing. All bottles of mixed pickles, for instance, the product of any particular factory, are uniform in number, arrangement and color of contents.

* * *

Pickles and whole fruits are usually put in the bottles by hand, but catsups baked beans, peas, etc., are handled by machinery. A catsup bottling machine is quite a perfect piece of mechanism. A silver lined pipe leads the prepared mixture from a large reservoir above

and allows it to run into the bottles in a continuous stream as they pass beneath its mouth. From fifteen to twenty are filled at a time. As the bottles are filled they are corked by machinery, and then placed by an operator in a conveyor, which passes them along to a "capper" who dips them in melted wax, and places a tinfoil cap on each. The conveyor then carries them through a sheet iron tunnel, where they are washed by jets of water which shower them on every side. They are then ready for labelling.

Cans for baked beans are filled in a similar manner, the proper amount of tomato sauce being put in by machines through silver lined tubes while the cans are on the conveyor. Caps are placed on each can by hand, and the train bearing the filled cans then passes through a sealing machine, where they are heated by small gas fires underneath. There they are soldered, twelve at a time. Then they are conveyed to a washing machine, where they are washed and cooled, and afterward stacked in iron baskets. The latter are then lifted by pneumatic cranes and placed in large retorts. After being hermetically sealed, they are subjected for a considerable length of time to live steam under great pressure, by the action of which they are thoroughly sterilized.

* * *

The cooking of fruits for canning is now done in large copper kettles, having a steam jacket surrounding the lower half, which insures an even degree of heat. Any desired temperature can be obtained and the heat regulated to meet requirements. Formerly the method of cooking was in open kettles, and the highest temperature obtainable was 212 degrees F., the tmperature of boiling water. A little later a higher degree of temperature was secured by the addition of common salt to the water, and this was followed by the use of chloride of calcium, by which a possible temperature of 240 degrees was obtained. Under this process, however, the cans became discolored, involving considerable expense in cleaning them. A closed process kettle to cook the goods by superheating water with steam was shortly afterwards invented, and next came the present style of kettle and dry steam.

* * *

The canning of corn is so extensive an industry that it deserves description by itself, apart from that of other vegetables. System has now been introduced to such an extent that the canning companies make annual contracts with large farmers for their yearly yield of marketable corn. These contracts are signed at the expiration of one season's business for the next year's growth. Then, as soon as the corn crop commences to mature the canners send representatives, known as field men, to make an inspection. Each field man watches the crop within a given area, and offers personal advice to each farmer in his territory as to when it should be gathered. Strange as it may seem, a lapse of even three days in the harvesting of this yield may make an important difference in the quality of the corn. If allowed to grow beyond its point of greatest succulence, it becomes tough and dry.

The work of canning corn is done almost wholly by machinery, in which many improvements have been introduced within the past two years. Formerly the corn was cut from the cob by hand, the grains then being placed in the can in a raw condition. After cooking for some time in the can, the latter was punctured to permit the escape of the steam, and after resealing was given another boiling. Now the corn is partly cooked first and then is put into the can while hot, the final cooking being given in a retort or steam bath.

Where E. D. Smith's Jams, Jellies and Preserved Fruits are Grown and Made.

A MODERN FRUIT FARM.

THERE are few prospects more pleasing than that off the mountain between Hamilton and Grimsby, with the blue waters of Lake Ontario in the distance, the north shore just visible on a clear day, while beneath you stretching down to the lake side in long battalions lie the famous orchards of the Niagara peninsula.

In the midst of this "Garden of the Lord" are situated the Helderleigh Fruit Farms and Nurseries of E. D. Smith. In the midst of this model farm Mr. Smith has placed his preserving factory, a view of which is given in the accompanying cut.

The factory is of brick, built on a cement foundation 100 feet by 40 feet, with three storeys and a basement. There is also a wing 40 feet by 50 feet in which is located the boiler. The H. G. & B. Electric Railway runs right by the door and serves the factory with the fruit of the district almost as soon as it is picked.

Mr. Smith started in with a determination to put up nothing but absolutely pure and unadulterated goods, and has put on the market a very handsome line of goods in glass, as well as in seven, fourteen and twenty-eight pound pails.

A WELL LIGHTED STORE.

The poorly lighted store is beginning to be the exception. Merchants are evidently realizing more than ever before the improvement which is made in the store's appearance by the installation of an up-to-date lighting system. The improvements in this line which have been made during recent years, make an up-to-date lighting system a good investment for any merchant who has been using old-fashioned methods to light his store.

A String of Winners

The grocer who starts into the Fall trade with his shelves and storehouse well supplied with first quality canned goods will win out before Spring against his competitor who has been content with ordinary goods.

The housewife soon finds what brands she can depend on and tells her neighbors, and trade grows apace, not alone in canned goods, but in general lines as well.

That is **The Secret of Our Success**

We appreciated the rights of the consumer, and in our OLD HOMESTEAD BRAND have put on the market positively the finest canned goods ever offered the trade in Canada. The consumer did the rest. Here are a few leaders:

OLD HOMESTEAD CORN
OLD HOMESTEAD PEAS
OLD HOMESTEAD TOMATOES
OLD HOMESTEAD BEANS
OLD HOMESTEAD STRAWBERRIES
OLD HOMESTEAD RASPBERRIES

They're spic and span in every particular. Even the labels are enough to persuade a customer to try them. A trial always means a repeat order.

You should certainly put in stock the OLD HOMESTEAD BRAND. Ask your wholesaler to send you a few cases as a starter. If he can't supply you, write us direct.

The Old Homestead Canning Co.

Cable Address: "HOMESTEAD"
Codes, A.B.C., 4th edition

Picton, Ontario.

THE PROOF OF THE PUDDING IS THE EATING

That's The Test We Want Applied to

Canada's Pride

Brand of ***Corn*** and ***Tomatoes.*** We know there is nothing better in canned goods produced in Canada for these reasons :—

1. We have a factory that is second to none in structure and equipment. Here it is :—

2. That factory is located in the centre of a district that has long been famous for its fruit and vegetables.

3. We use only the pick of the crop and every part of the process is carried out with scrupulous regard for cleanliness.

There is No Speculation in Handling

Canada's Pride

brand. It will bring you new customers and hold those you have. Ask your jobber for it. If he can't supply you write us direct.

NAPANEE CANNING CO., Limited

NAPANEE, ONT.

W. A. CARSON, Manager

ADVICE FOR THE PROGRESSIVE CLERK

HINTS FOR THE YOUNG CLERKS.

THERE is a kind of notion abroad which unfortunately to some extent has laid hold of the grocery trades, that anyone can run a store, that neither education, nor technical training, is necessary to effect sales.

There is little question but that this lack of knowledge is the primary cause of the failures of so many storekeepers. The ordinary mechanic is expected to serve some time at least in the educationary process. The bookkeeper, the accountant, and the lawyer are all expected to go through a course of training before being considered qualified to follow their respective callings, but the storekeeper is considered as outside such categories and the idea has grown of late that ignorance is no barrier to his success.

It would be well for the young store-clerk to at once dispel from his mind any such thought. Although the day for a lengthy apprenticeship to the grocery trade has no doubt passed, the many methods of having to deal with staple goods in their natural state having fallen into disuse, owing to the introduction of advanced and scientific methods still the fact is, that one class of knowledge has only given place to another. The time is fast approaching when it will be necessary for the grocery clerk to be intimately acquainted with the goods which he handles, not merely as to commercial knowledge, but as to their technical and scientific character.

The storekeeper occupies the position of the true "Middleman," the public have little knowledge beyond him, and the storekeeper who sets himself to become completely master of the position which he occupies, is the one who will ultimately gain the confidence of his clients, and the supreme place in his business.

To the young clerk just starting in his business there is one characteristic that should be invariably present and that is "neatness" in his personal appearance. Nothing strikes a customer on entering a store like the personal appearance of the attendants in it, and the customer naturally, at once expects the store to take character from the attendant who approaches them. A neat and tidy clerk invariably means a neat and tidy store. To cultivate neatness in his person soon develops a character of tidiness which follows every act.

The next point of importance for the young clerk to study is his "manner" of handling the goods. He should cultivate a graceful, almost fastidious manner of touching and handling the goods with his customers. A careful gentlemanly manner in this regard goes a considerable way towards impressing the purchaser with the importance of the particular article he is selling to them. He should never attempt to touch any of the loose produce with his fingers, but carefully avoid doing so. The proper tools should be used on such occasions. Customers to the store would soon be impressed by a little care of this sort and would themselves abstain from the practice which, alas, is so sommon, of taking up and examining in a careless way any loose staples which may be about.

Another important feature and one which cannot be too strenuously insisted upon, is that of "order." "A place for everything and everything in its place." Nothing is more annoying to a customer than to have to stand by while a search is being made for the article required. Everything should be kept in regular order, This, no doubt, causes a good deal of regular supervision and necessitates constant care, but its importance cannot be over-estimated, not only with regard to importance to the customer, but also, from a point of economy and saving of expense. An instance of this came recently to light in a certain store in which an article commanding only a very small sale was relegated to an unimportant place in the rear of the store. It, however, sometime afterwards became a ready seller and a great amount of time was lost by the salesmen having to travel backwards and forwards whenever it was wanted. A new clerk who had just entered the store, noticed this inconvenience and suggested placing sufficient stock for immediate requirements in a handy position. The amount of time thus saved meant a good deal of momentary value to his employer.

Another feature of no less importance is that of "promptitude." Few customers really come to purchase until they are actually in need of the goods themselves. Promptitude, therefore, in dealing with his business is of the first importance and the young grocery clerk should cultivate from the outset to be prompt in all his actions. "Do it now" is the motto which is being adopted by the up-to-date business men. Nothing should be adjourned till to-morrow which could possibly be finished to-day, even though it may mean remaining at one's post a few additional hours occasionally. By this means a spirit of promptitude is cultivated in every act of the clerk which will ultimately tell in minimizing the amount of work which he has to accomplish. If from the moment of rising in the morning he sets himself to be at his post immediately on time to commence his routine according to a given order, and to complete each duty before taking on his next, he will soon find that his duties are performed with an ease and regularity which will make business a pleasure instead of a drudgery. This principle of promptitude should be in evidence when dealing with customer's orders. Never promise delivery of goods unless the certainty of carrying out that promise is assured. Nothing is more annoying to a customer, or more detrimental to the reputation of a store, than for a customer to be disappointed in the delivery of an order. Once this occurs reputation is affected in such a way as to be very difficult of amendment.

"SUCCESS."

EVERYONE is anxious to succeed. One man expects to reach it one way, another man another way. Each has his particular ideal, but how few can really be classed as successful men. The kinds of men in the world to-day may probably be classed under two heads. Te man who sails, and the man who drifts. The one selects the port for which he intends to make and boldly sets his sails for that haven. He is not discouraged by either contrary wind or tide. He will use both to reach his destination and make both wind and tide servants to his will. He ultimately

reaches his goal. The other man travels along drifting with the tide. He may travel a much greater distance and have much greater hardships and perils, but he is never sure at what port he will arrive. It may be "any port in a storm" and he will tell you that luck has been against him, or that he did not get a good start. The man who sails trusts to neither luck, fortune nor circumstances, he depends on himself and has his eye on his own special goal.

Some of the most prominent men before the world to-day have started life in a simple country store. Our own Premier, Sir Wilfrid Laurier, once said that he began life behind the counter of a modest store, and that he learnt there an insight into human nature, and the methods of adapting himself to meet the requirements of other people's temperaments, which had paved the way for the ultimate prominence of a public career. He had worked side by side with a conscientious Presbyterian and had learnt to respect the susceptibilities and points of conscience of his fellow men. His years of education in that simple country store life he would not be without under any consideration.

Mr. H. H. Rogers, known as the "King" of Standard oil, began life as a boy in a grocery store in his native town at the modest salary of one dollar per week and all found, and thus paved the way by his early experience in this country store for becoming one of the greatest "Merchant Princes" the world has ever known. Mr. Rogers once said that a man's success depended upon his similarity to the postage stamp. "Consider the postage stamp. Its success lies in its ability to stick to one thing until it gets there," and as a proof of the measure in which this principle governed him, his early conduct is significant. When as a grocer's boy he lost the top button of his coat, he would not allow his mother to sew a new one on until he had saved up a stated sum of money. Later on, when he had decided that his wages were not high enough, he made a vow that he would not get his hair cut until he had made himself of more value to his employer. He kept that vow until his hair reached his coat collar. His ability for "stick-to-itiveness" has proved itself in that he has become from a poor boy entering life at the veriest bottom rung of the ladder, a Wall street magnate worth $50,000,000, rising each morning $20,000 richer than when he went to bed.

It is well to remember that success of the real kind always springs from the man himself, and not from the condition of things around him. No man really becomes great by accident or chance. The successful man has really earned his success by hard work and energy.

The boy beginning life would do well to remember that what he sets his mind on, he will ultimately get. The mind is really the index of the man and the youth must abandon at once from his mind any idea of "luck" if he means to accomplish anything. There are few things he cannot get if he is willing to pay the price, and that price must be definiteness of purpose, and continued and unfailing perseverance. In this and this alone lies the secret of the marking out of fortune. Success or failure are not chosen for us, we choose them for ourselves.

THE NECESSITY OF KNOWLEDGE.

IT has been said that the greatest fault of the clerk is lack of consideration. From the viewpoint of the customer this may be a just criticism, though years of experience as a professional shopper have not shown that clerks are so different from other human beings in matters of politeness, consideration, attention, and kindred traits.

Gather a thousand people of any class together and you will find about nine hundred who have little consideration for other people under any circumstances. Placing the thousand people behind the counter of a great department store cannot change these figures. Often it is the fault of the customer if she receives rude treatment at the hands of a clerk, for even customers are trying sometimes.

There is another side to this question of the deficiencies of clerks which even he fails to realize in many cases.

The average clerk knows little about the goods he sells over the counter. It is this lack of knowledge of the goods he handles and the stock carried in the department which most frequently allows trade to slip through his fingers.

The sale of a bit of merchandise seems on its face a simple thing. It is summed up in a request from the customer, the filling out of a check by the clerk, wrapping and delivery of the parcel. Instead, however, of this being a complete transaction in itself, it is really the consummation of a transaction which has been pending for months and for which much time and many dollars have been spent.

These are days of large business and keen competition. The first thing which has to be considered is the buying of the stock of merchandise, and this means heavy expense, not only on account of the money invested but because competent buyers are scarce and demand good salaries. The goods must be well bought.

We will assume that each has done his work thoroughly up to this point—the merchandise has been carefully chosen, bought at a figure to insure good profit to the merchant and reasonable price to the customer; it has been advertised in a strong, interest-holding style, and displayed in a manner to support the advertisement. At this critical point the clerk steps in and meets the customer to finish the transaction. If he is competent, knows his business, and, above all, knows his stock everything will work out as planned; but let an incompetent clerk come in at this moment, and he will destroy every possibility of a sale that has been worked up by weeks of preparation. In five minutes he can do more harm to his employer's interests than can be remedied in as many years.

The clerk who wants to succeed—who wants to make himself conspicuously indispensable to his department—and who is ambitious to become a buyer—should train himself to know by sight and touch each grade of goods he handles.

He should look everywhere for information in regard to this line, not only in the advertising columns of his and other firms, but also in whatever printed matter comes to hand.

It is more often ignorance of the goods he handles than any other one thing that spoils the trade at this point. Get knowledge therefore.

DON'TS FROM EXPERIENCE.

Don't expect large things from a little minded man. Some folk are built on the penny scale and weigh that much only.

Don't laugh over others' mistakes. You may stumble soon.

Don't think you know it all, for you don't. One head can't hold a hogshead.

Don't look for oak trees out of acorns in a day or a year. It takes time to ripen both crop and character.

Don't judge a sermon by your ears.

OF INTEREST TO EVERY GROCER

Before you place your order for **Canned Goods** remember that the

"Queen Brand"

represents the acme of quality. All fruit and vegetables used are grown in the celebrated Bay of Quinte District, and therein lies half the secret of the superior quality of **"Queen Brand"** goods. Careful selection and skill in processing does the rest. These are some of our lines:

Corn
Sweet Wrinkle Peas
Sifted June Peas

All guaranteed first-class quality. Our peas are our special pride. Their flavour is exquisite.

Pork and Beans (3 lb.)

Plain and in Tomato Sauce. Last year our supply fell short of the demand. This year we will double the pack, but send in your order early.

Tomato Catsup

A great delicacy and a great favourite. Packed in 12-oz. bottles, each case containing 1 dozen. Once used, always used.

OTHER LINES

Gallon Raspberry Pulp

6 tins to the case, at close prices; also a few barrels.

Heavy Tomato Pulp

Packed in good sound barrels. If you are interested drop us a postal.

Tomatoes
Refugee and Golden Wax Beans
Pumpkin

These are not excelled by any other packer on the continent.

QUEEN BRAND stands for quality

BELLEVILLE CANNING CO.

Belleville, Ont.

There is a vast difference between a tickle and a truth.

Don't trust your feeling as proof of piety. The "cash register" is far more trustworthy and reliable.

Don't lie. For two good reasons: First, it makes you a liar; and second, it doesn't pay, long run or short.

Don't worry over the criticism of brainless people. Braying, whether by biped or quadruped, is only noise.

Don't lose faith in humanity because there are some black spots. Look at the sun, and then at the looking glass.

Don't quarrel over circumstances, nor fret over impossibilities. It's far better to climb mountains than curse them.

Don't be stingy because some of your charity went wrong. Think how much wasted mercy has been poured out on you.

Don't read these "Don'ts" and then do them, for you will suffer. I know it, for I have tried it. Some before conversion, some after.

KEEP BUSY.

A busy appearance about the store is a good method of impressing customers that your store is the place to trade.

Everybody likes to be with the majority, and if your clerks and yourself are always busy it creates the impression that you are doing a large business.

The habit of gossiping with people who enter is to be strongly condemned, as it makes your place a loafer's resort.

Give your customers to understand that you have enough business to attend to to keep you busy and must reserve your time for that. It is unnecessary to insult anyone to make this plan a success, as all persons are in the habit of giving credit to a busy man of being a successful man.

BE POLITE TO CUSTOMERS.

A REPUTATION for intelligence and truthfulness is indispensable to a permanent and satisfying success in the grocery business, and politeness is also among the few weapons that the small dealer has at his command to meet the competition of larger dealers who buy their goods more cheaply. But the larger the business the greater the number of hands required, and consequently the less chance of the customers being treated with difference. That these advantages are not fully realized and utilized by the average retailer is well known to all who come in contact with them. One important point in particular to be impressed upon your assistants is the necessity of careful and polite attention to the smallest customers. There is an old and trite adage which says, "When you buy keep one eye on the goods and the other on the seller, but when you sell keep both eyes on the buyer." Customers are drawn to the dealer who greets them cordially, treats them with civility, shows them little courtesies, manifests an interest in their wants and seeks to gain their confidence. Do not imagine that customers consider cheap goods and "cut prices" are the equivalent for such treatment, for if you do you will soon have to discontinue business for lack of brains or to be sold out altogether, although you may charge your misfortune to other causes.

HOLD YOUR TRADE.

While going out after new business, don't overlook the importance of holding your old customers. If old friends cease trading with you, try to find out what is wrong, and make it right. Try not to have any cause of dissatisfaction. If a customer makes a complaint, arrange the matter satisfactorily, even though it costs you something to do so.

UNITY.

Take your clerks into your confidence. If you have a line that is moving slowly whisper it confidentially to them and see them hustle to get it out of stock.

SUCCESS.

It is not stopping when the fight is won,
  It is not resting when the march is made,
But it is pressing ever on and on.
  It is not ceasing when the game is played
Nor folding hands when one task has an end—
  The laurel withers, and the bay will fade
When the last hill is climbed, the last song penned,
  The last nail driven, the last girder laid.

One prize achieved? Ahead then glows the next:
  He who would win must make the further quest.
Success is his who, wearied and perplexed,
  Still ever onward to new goals has pressed,
Who sees each day more misty heights to climb,
  Who feels each day new thrills in his breast,
Who does not count the loss of thought or time
  That brings him step by step up to his best.

GOOD SERVICE.

A cheap clerk will cost more money in the long run and make half as much profit for a merchant as a higher priced clerk.

A well paid man loves his employer and watches his employer's interests and saves his employer's profits.

A cheap clerk does neither and because of his enforced poverty, he sometimes becomes dishonest. "The laborer is worthy of his hire," and the "higher" it is the more worthy he is.

VALUABLE POINTERS.

The man who delays one day must wait two.

* * *

The folly of an hour may undo a lifetime of fair fame.

* * *

The man who does the very best he can need fear no shame.

* * *

Each man must live his own life and bear his own burdens or miss all true development.

* * *

Do not worry. The cloud that hangs darkly over you may burst its fury many miles away.

* * *

They who keep straight on doing their best work each day will reach the mountain top of success.

* * *

Never go anywhere expecting others to make you happy. Carry your happiness with you, and you will be sure to have it wherever you go.

* * *

There is so much bad in the best of us,
There is so much good in the worst of us,
That it scarcely behooves any of us
To talk about the rest of us.

* * *

When a "pointer" points there is game ahead, and you will get it if your head is clear. You couldn't hunt small game successfully without a "pointer," The grocer of to-day is after small game, and The Canadian Grocer is a valuable pointer for him.

* * *

"Why did you quit your job?"

"There was a fellow in the office I couldn't get along with at all, and rather than have any trouble with him I got out."

"Who was he?"

"He was the—er—boss. Seems to me you're mighty inquisitive."

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

Quaker Canned Goods

We finished packing Corn on the 6th this month and Tomatoes on the 13th. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

CANADA'S ANCIENT LANDMARKS

BONSECOURS MARKET, MONTREAL

By M. Romes Tasse.

THERE is in Montreal a place known for miles around and famous all through the country, where can be seen people from distant towns and where can be bought the products of the Province; that is Bonsecours Market.

Its immense building and central location make it the main gathering place of country producers belonging to neighboring districts of Montreal. It is open all the year round and all the days in the week, especially on Tuesdays and Fridays, when an enormous and busy crowd of farmers and city people move in the wide alleys of the building and between the numberless carts standing in rows all around the market.

Habitant in Bonsecours Market.

An early riser who could get down there long enough before dawn would witness the most original and peculiar scenes to be described. Near five o'clock in the morning on market days farmers begin to arrive, few at a time, perched on muddy, shaking wagons, pulled by patient and tired-looking horses. The cart is pushed against the sidewalk with its back to the market building, the man jumps down, unrigs the horse and takes it to a near boarding stable while the wife and boy proceed to display the goods and turn the wagon into a little shop of its own. Generally after this preliminary work has been done the women go up in the large halls of the market with baskets of eggs, butter in small, shapely pieces, hand-made sausages, cheese and other articles of farm industry.

The great majority of the farmers who come to Bonsecours Market are French-Canadians. They are a very picturesque and interesting sort of people. The men are mostly tall and strong, and very polite and obliging. Their summer attire differs little from that of the city man, only that it is a little old in fashion. Winter, however, brings out something more striking in their dress and the farmers are to be seen walking up and down the market in the well-known typical "habitant" costume—a long coat of fur or of some thick cloth in light and bright shades, a wool belt, mostly red, a wool "tuque" and long shin boots.

Women generally are short and stout, and very talkative. It would be very daring, however, to attempt a description of their manner of dress, for, as in the cities, country women are sometimes "coquettes," and avoid adopting a uniform style of dress. They adore bright and striking colors, such as red, blue, yellow, and pay little or no attention whether it suits their complexion or not. Then cold weather comes, sightly dresses give way to more suitable clothing. Fur caps and coats and black skirts with large and warm wool mits form the winter apparel.

During business hours the farmers sit at the back of their wagons and smoke their old clay pipes. They often address the passer-by to see their goods, handling them with great gestures and loud praises. They carry attractive stocks of the country's products, such as fruits, vegetables, maple syrup and sugar, baskets, straw hats, wool mits, stockings and "toques," fowls, butter and cheese according to the season.

The north side of the market is occupied by retail merchants of butter, cheese, poultry and such, while on the river front wholesale fruit and vegetable merchants carry on a large business.

The first floor is divided into large butchers' shops and fine refrigerators, full of the best meats. There an army of clerks move in every direction, carrying quarters of beef, pork and mutton, and behind the counters, hurrying to serve a crowd of customers.

From the main entrance on St. Paul street stairs of easy access lead to the upper floor and land the visitor right under the dome and into the centre of the building. From that point to both ends extend two vast halls. On two rows of tables disposed lengthwise to the halls are displayed stocks of eggs, little pieces of the finest butter and a number of other articles made by the industrious farmers. Those halls are very bright and wide, and can contain an enormous number of people.

The windows offer a very pretty sight. The harbor of Montreal with its large ocean vessels and pretty white steamboats; in the distance St. Helen's Island, a popular summer resort, and at the back the fine blue mountains of Beloeil and St. Bruno. Sights are also very fine in winter, when the river St. Lawrence is white with ice. Farmers cross over on the numerous crossings from the south shore and skaters enjoy themselves and indulge in their favorite sport near the deserted and quiet wharves.

Returning from Market—Sketched from Life on River Road in Winter.

Bonsecours Market derives its name from a historic church nearby called Notre Dame de Bonsecours (Our Lady of Good Help), built in 1657, only 15 years after the foundation of Montreal.

It is near at hand to ferry boats and railway stations and affords all facilities for the farmers to sell their products. On market days it is crowded

with city merchants and people who come there to make their purchases, and it is seldom that farmers have to remain at the market after noon time, for they usually find buyers and ample

Market Day in Montreal. Jacques Cartier Square.

chances to dispose of their whole stock before that hour.

The patrons had increased to such a number that some three years ago the city of Montreal had to provide the farmers with extra space.

After much debating, Jacques Cartier Square and a few square feet of land adjoining were made suitable for the purpose. Jacques Cartier's place is a very broad hill only a few minutes' walk from Bonsecours Market. It runs from Notre Dame street to the river front and from top to bottom in the middle of it runs a wide sidewalk where the farmers leave their carts. Right at the top of that hill stands gallant Nelson's monument, which was many years ago a cause of ill-feeling to all French-Canadians. However, this has disappeared, and the fact that a French-Canadian has no feeling of anger (or such) about this commemorative stone is another proof of the better and progressive "entente" between the two races.

Jacques Cartier Square when crowded with farmers' carts and thronged with crowds of purchasers affords one of the queerest and most interesting sights in Montreal; in fact, it has become famous.

There is no doubt that further improvements will have to be made, as buyers and sellers are constantly increasing in number.

SEASONABLE HINTS.

DON'T limit yourself to ten minutes when talking to a prospective customer, but talk as long as you think there is a chance to do good, but be dead sure that you don't talk too much.

Don't assume to know more about your customer's business that he does himself, for you can't make him believe it.

Don't "put on" a civility or formal manner which is not natural to you, and never try to flatter a man; sincerity is as commendable in business as it is in religion.

Don't beg a man to look over your line, as that makes it appear that you are short on argument, but rather explain to him that you have something in your line that he will find to be a bargain.

Don't underestimate your difficulties, nor overestimate them.

Don't fail to let your customer talk if he is inclined to do so, as by listening to what he has to say you learn what his ideas are, and also show the respect that is due him.

Don't dodge a question, but answer it fairly and squarely.

Don't forget that every man has his own peculiarities which should be met in different ways.

The twentieth century method is to advertise—advertise your business by honest, fair and courteous treatment of your customers, through the medium of your stationery, your booklets, your store windows, the interior arrangement of your store, your treatment of your clerks, and your own countenance. Look pleasant and keep sweet.

Montreal Market and Harbour.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

FOR THE WINTER SEASON

RECOMMEND TO YOUR CUSTOMERS

Matthews Pork Sausages

For 37 years (1868) the standard sausage of Canada, having in that time established a reputation for absolute honesty and reliability in preparation.

Possibly a little higher in price than some brands, but your profit is greater—your sales are larger, and your customers better pleased when served with a good sausage.

Special price for regular weekly orders.

The Geo. Matthews Company

ESTABLISHED 1868 LIMITED

PETERBORO, HULL, BRANTFORD.

PRODUCE AND PROVISIONS

THE PACKING INDUSTRY.

A FEW years ago the Canadian farmer got the idea that immense sums of money were being made at his expense by the packers, and that the only way to get their proper worth for his hogs was to pack them himself. As a result of this idea we had an epidemic of co-operative pork factories. The supply of hogs was not materially increased and competition did indeed put up the price the farmer received for the product of his pen, but in short order put out of business the packing enterprises in which he had invested his money.

* * *

In competition with concerns of established connection and experienced management the small co-operative factory did not prove a success and has largely passed away.

* * *

Of late the movement has taken another turn in the direction of consolidation and growth of the older and better established firms. As might have been expected a number of the factories which sprang up in the packing boom have fallen into stronger hands and are now being operated as branch factories. Instances of this are the factory at Brantford taken over by the Geo. Matthews Co., the Harriston factory which was secured a few months ago by the William Davies Co., and the Fergus factory which has but recently been purchased by the William Ryan Co.

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The older firms have not been content with merely picking up the stragglers that fall by the way, but there has been a progressive movement noticeable in other lines. The Park, Blackwell Co. announced early in the year their intention of installing a plant for the putting up of tinned meats of all kinds and have completed this addition to their organization and are now about to place their canned goods on the market. The William Ryan Co. in the spring began the erection of a branch in Aylmer and later purchased the plant of the Fergus Co. This they are enlarging and will do their building there, utilizing their depot at Aylmer for produce.

Gunns, Limited, have in course of erection at Toronto Junction a large factory for general abattoir and packing purposes. In Montreal the William Davies Co. are erecting a plant of large proportions, though not equal in size to the one at Toronto. The packing interests of Montreal have also a new concern in the Montreal Packing Co. who have a fine and well laid out factory in the stock yards district at Point St. Charles. A rumor has also been current for some time to the effect that one of the large Chicago packers has been negotiating to secure an opening in the Northwest. This has not as yet been confirmed.

* * *

As it stands the industry is at present in pretty fairly strong hands and inquiry elicits the information that most of the Canadian factories have had a fair year's business. Complaint, however, is still made of a scarcity of hogs owing to the scarcity and high price of feed the past season. In view, however, of the heavy crops that have just been taken care of the farmers will have plenty of rough feed suitable for hogs and it is expected that supplies will be forthcoming in greater abundance in the next few months. Otherwise the outlook would be not over encouraging as the area in which the bacon hog is raised has not been materially enlarged and the new factories which have recently been erected or are in the course of being built, will constitute an additional source of demand.

In some quarters it is contended that the export trade has not been encouragingly profitable, and some packers even claim that the past season has been without profit.

* * *

A theory has been advanced in explanation of this fact that owing to the continued scarcity of hogs for some time past packers have lowered their standards and are accepting hogs in order to keep the factories going which they would not have touched a few years ago. It is further alleged that by a system recently adopted, buyers of some of the large companies are given a maximum average price and must not allow their costs to exceed this. As a result there has been a demand for poorer class hogs to bring down the average, and a most demoralizing rebuff given the improvement of the Ontario hog, which was so encouraging when stricter standards were maintained.

* * *

A further feature of the provision trade that demands attention is the development of the "packer's retail store." For years the "factory store" has not been unknown, but it was local and solitary. The plan was carried to its most successful development in Toronto where a large packing house now has stores. From Toronto this house reached out and planted its branches in the other cities and towns of Ontario and has recently entered the Montreal field, where it has begun a war with a rival concern located in the metropolis which had been working along the same lines, but not to the same degree. In a number of other cities also the factory store is in evidence. Beginning with fresh and cured meats and produce these stores have added line after line in a grocery way, such as tea, canned vegetables, etc., until they have become in many places serious rivals of the regular grocer.

* * *

With competition of this nature to face the only alternative the grocer has is, as has been repeatedly advised by The Canadian Grocer, the addition of a fresh and cured meat department to his store. The grocer of the future must carry "everything to eat."

THE QUALITY OF BACON HOGS.

THE high prices for hogs which have been ruling for some time are having a somewhat serious effect on the Canadian market for the dressed product.

Farmers themselves are aware that prices cannot maintain the present high parity, these prices being attained to attract to the market well conditioned hogs, the farmers being inclined to hold back supplies. Farmers, however, in order to secure the advantage of pres-

ent prices, have been hastening hogs to the packers before they were in proper condition, having the effect of materially reducing the grading, and consequently lowering the output of the best grades of bacon and ham for the export trade.

The export market is of the first importance—it has been gained upon superiority—and only by keeping a high standard can it be held. The Danish and English market prices have been maintained against those of the American production by force of quality alone.

The condition of the three centres of European trade (Liverpool, London, and Southampton) is at present anything but satisfactory. The cold storage warehouses are fielled with low grade American products, and their holders are ready to rush the market at the first signs of an advance so that the hope of the Canadian exporter is in his ability to maintain quality, and so keep his price on a paying basis.

The U. S. packers to a large extent are the makers of the farmers' prices, the farmer consequently markets his hogs as soon as it reaches their limit, without regard to the high standard of condition ruling in Canadian markets, the result being that the American export products cannot be compared with the Canadian, which has been able to lead the market by from three to four shillings per cwt.

PACKING CHICKENS FOR SHIPMENT.

SOME very useful data with reference to the latest methods of packing poultry for shipment in small lots has recently appeared in the Butcher's Advocate. It will be instructive reading for any of our readers who are connected with this line of farm produce, and tends to prove that tight packing is the secret of successful shipments.

* * *

There are two systems of packing cases in general use in the United States. One system packs in a case holding one layer of chickens and exposes the chickens' backs when the cover is removed. The other system uses a deep, square case sufficiently large to contain two layers of six chickens. The feet, legs and sides of the chickens are presented on lifting the cover. Each system has from 3 to 5 sizes of boxes and chickens of a special weight are packed in each box. Large chickens are not packed with small chickens and vice versa.

* * *

The one layer box is preferable for the following reasons: When the cover is removed every chicken can be examined at once. With the two layer case the six top chickens require to be removed from the box before the lower chickens can be inspected. It is almost impossible to separate chickens that are hard frozen, so that the two layer case is not suitable for storage chickens.

* * *

The backs of the chickens in the one layer case are most presentable, and show correctly the relative amount of flesh elsewhere on the carcase. The chickens in the two layer case impress the buyer unfavorably, on account of viewing the different feet and legs, wings and sides of the chickens.

* * *

The one layer cases are lined with parchment paper and lend attractiveness to the chickens. When made of basswood, poplar, or spruce, they are odorless and can be stored with butter, etc., without imparting a taint. They cost from $10 to $15 per 100.

The five sized cases are as follows:

	Weight, Lbs.	Inside Measurements, Inches.
No. 1	6	19 13-16 by 15 5-16 by 4.
No. 2	7	21 1-2 by 16 by 4 3-16.
No. 3	8	23 3-16 by 16 5-8 by 4 5-16.
No. 4	9	24 13-16 by 17 5-16 by 4 5-8.
No. 5	10	26 1-2 by 18 by 5 1-4.

Case 1 holds 12 chickens weighing (plucked) from 2 1-2 to 3 lbs. each.
Case 2 holds 12 chickens weighing (plucked) from 3 to 3 1-2 lbs. each.
Case 3 holds 12 chickens weighing (plucked) from 3 1-2 to 4 lbs. each.
Case 4 holds 12 chickens weighing (plucked) from 4 to 4 3-4 lbs. each.
Case 5 holds 12 chickens weighing (plucked) from 4 3-4 to 5 1-2 lbs. each.

* * *

Parchment paper: Six sheets of light weight parchment or butter paper are required for each case: two sheets, 18 by 26 inches; two sheets, 10 by 26 inches, and two sheets, 10 by 18 inches. Parchment is preferable to manila paper, because there is no danger of its sticking to the chickens if the cases become damp. The small additional cost is returned in the more clean and attractive appearance of the parchment lined case. Cases for cold storage should always be lined with parchment paper.

The chickens are packed with their breasts up: The case when opened shows the chickens' backs. The heads of the first row (6) of chickens are placed straight out on the bottom of the box, and the backs of the row of chickens packed last are placed against them. The heads of the row of chickens packed last are arranged in the centre of the case. The parchment paper should be neatly tucked around the case and before the cover is nailed down the upper (18 by 26-inch) sheet of parchment paper should be placed in a 25 per cent solution of formalin. This will prevent the development of mold.

Mold is caused by warmth and dampness in the cases. As the cases are almost air-tight, it is imperative that the chickens are free from animal heat and dry on the skins before they are packed. When cases of other dimensions are made use of for packing, it is necessary to bear in mind that the chickens must be packed absolutely tight. Loose packing means bruised chickens, even on short shipments.

BUTTER HISTORY.

MARTIN SCHOOKIUS, a learned Dutchman, has traced the history of butter in such a precise manner that there is no reason to doubt the accuracy of his statements. Beginning with citing all the different names that butter bears in ancient and in modern languages, he investigates their etomology with great care.

The mode of making butter in ancient times must have differed very much from that in vogue at the present time, and there is no room for doubt that the substance was really a rougher and coarser form of what we call butter to-day. Butter did not, however, among modern uations play the important part that it now does until three centuries or so ago, when it greatly increased in use.

The earliest traces of the extensive use of butter in France date from 1491, when the Sovereign Pontiff, Innocent VIII., permitted the Queen Anne and the inhabitants of the Duchy of Brittany, to use butter in their Lenten cookery, provided that they gave certain alms to the church. The alms so gained were devoted to the building principally of the great towers of the churches and cathedrals. This was so much the case

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Pork and Beef Packers

Wholesale Provision Merchants

TORONTO, - CANADA

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Mess Pork
Short Cut Pork
Smoked Hams
Breakfast Bacon
Long Clear Bacon
Plate Beef
Pure Lard
Compound Lard
Pork Sausage
Sausage Meat in Tubs
Mince Meat (Etxra Quality) in Tubs, Pails and Half-Pails
Canned Corned Beef
Canned Jellied Hocks
Canned Jellied Tongue
Boiled Hams
Dressed Beef, Etc.

that, until within recent years, the towers of Notre Dame de Paris and of the cathedrals of Rouen and Bourges were known as the "butter towers" among the populace.

Nevertheless, despite the Papal permission the inhabitants of certain Provinces of France showed considerable dislike to the use of butter, especially in the south of France. At the present day butter is an article of universal use, and this being so it is natural that it should often be the cause of fraud and deceit.

Ever since butter has been in general use there have always been frauds and artifices, and it seems almost impossible for the law to put a stop to them. We have decrees of the reign of Louis XV of France relating to the adulterations that butter is the cause of in many instances, and from them it appears that that evil was fully as widespread as it is to-day. The King in one decree says:

"Since We learn from our royal procurator that the sale and distribution of milk and butter is attended with considerable fraud and deceit and the unlawful practice of substituting a substance inferior to the substance demanded, We urge the person charged with the due administration of the law in the Provinces of our kingdom to see that the greatest possible efforts are made to stop this abominable practice." '

HOGS FOR PORK PRODUCTION.

SOME time ago some interesting experiments were made in fattening hogs for pork production which are of particular interest at the present time, when so much complaint is being made of the imperfection of the ordinary farm hog sent to market.

Thirty-two pigs ranging in weight from 43 to 80 lbs. were divided into eight groups of four pigs each, and for the next 90 days fed experimentally. In each case the individuals in a group were nearly uniform in size. The groups, however, showed considerable difference in their total weight, the heaviest group weighing 300 lbs., or 75 lbs. per pig, while the lightest group weighed 180 lbs., or 45 lbs. per pig. It was not possible to secure a more uniform lot at the time and it was considered better to have some considerable difference in the total weights of the lots rather than to have some large and some small pigs in each lot.

The experiment lasted 90 days. During that time the pigs were confined in pens with small, floored yards attached. Lots 7 and 8, however, were outside, lot 7 having a small, unfloored yard and a cabin wherein to sleep, while lot 8 had a clover pasture of about one-eighth of an acre area and a cabin wherein to sleep.

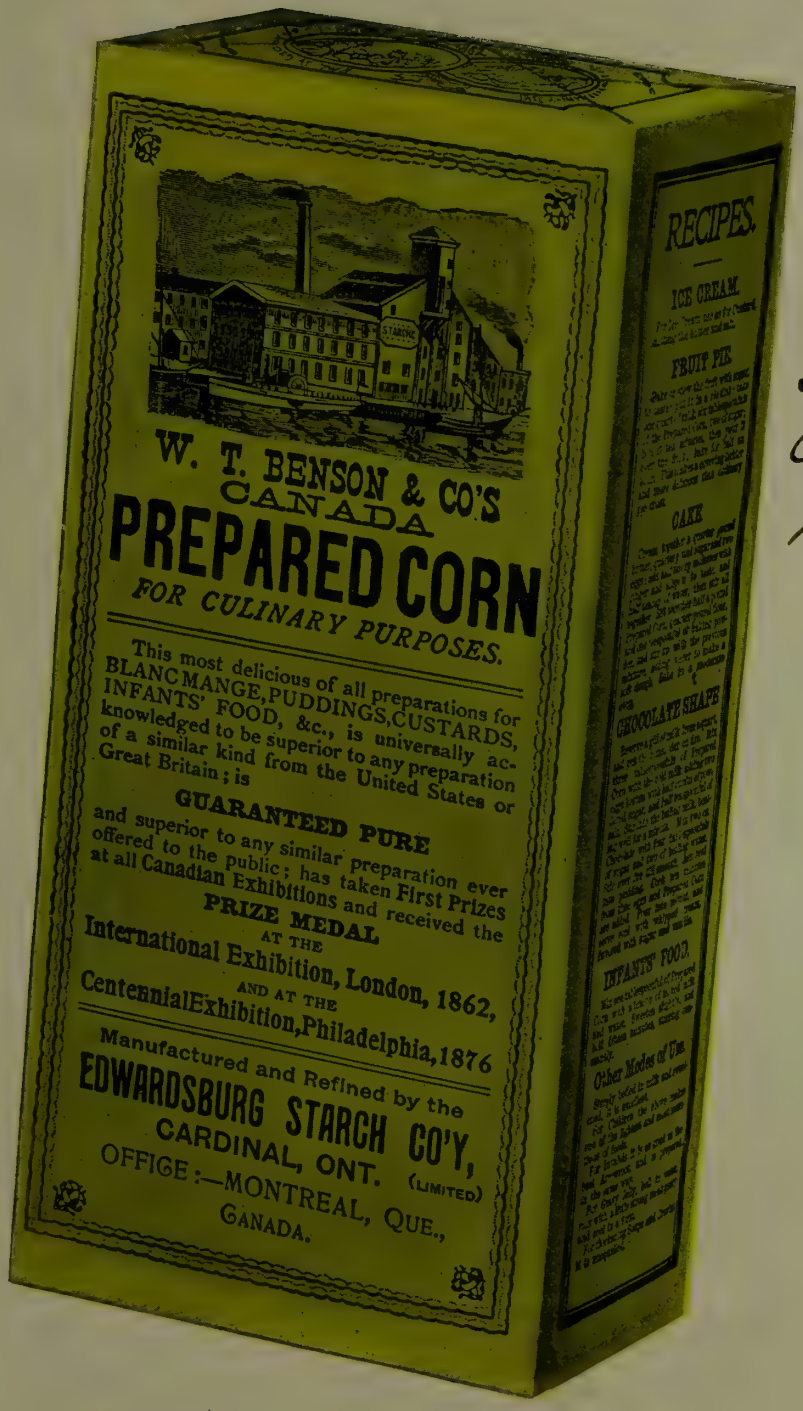
The results speak for themselves, but it will be noticed that all supplementary foods fed, other than skim milk and pasture, had the effect of raising the cost of production. Skim milk, on the contrary, lowered the cost very materially, and pasture had a similar effect in a lesser degree. The meal used was a mixture of half shorts and half mixed grains, oats, peas and barley.

In estimating the cost of production, the meal ration is valued at $1.00 per 100 lbs., the skim milk at 15c. per 100 lbs., and the supplementary foods or stock foods at the cost of the same on the Ottawa market. viz: "Anglo-Saxon Stock Food," 10c. per lb.; "International Stock Food," 15c. per lb.; "Herbageum," 12 1-2c. per lb.; and sugar and flax, 2 1-2c. per lb. Pasture is not valued, but its value may be adduced from the data given.

Lot	1	2	3	4	5	6	7	8
Description of Ration.	Meal. Inside.	Meal. Anglo-Saxon Stock Food.	Meal. International Stock Food.	Meal. Sour Skim Milk.	Meal. Herbageum.	Meal. Sugar and Flax.	Meal. Outside.	Meal. Pasture and Rape.
Number of pigs	4	4	4	4	4	4	4	4
Number of days on feed	90	90	90	90	90	90	90	90
	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Total weight to start	300	206	208	180	220	240	204	250
Average weight to start	75	51½	52	45	55	60	51	62½
Total weight at end of experiment	725	565	541	612	673	711	657	653
Average weight at end of experiment	181¼	141¼	135¼	153	168	178	164	163
Amount meal eaten	1,860	1,551	1,456	1,275	1,781	1,880	1,942	1,741
Amount other food		80	42	1,335	45	322		pasture
Total gain of lot in 90 days	425	359	333	432	453	471	453	413
Amount meal required for 100 lbs. gain	439	432	437	295	393	399	431	421
Amount other food for 100 lbs. gain		22	12	309	10	68		pasture
Daily rate of gain per pig	1.17	1	.925	1.20	1.25	1.31	1.25	1.15
Total gain per pig in 90 days	106¼	89¾	83¼	108	113¼	117¾	113¼	103¼
Cost of 100 lbs. gain	$4.38	$6.52	$6.17	$3.42	$5.15	$5.69	$4.31	$4.21

RESIGNATION OF MR. PROUT.

MR. GEO. W. PROUT, who for nearly a year has been in charge of the produce department of J. Y. Griffin & Co., Winnipeg, resigned last week in order to go into the manufacture of creamery butter and a general wholesale grocery business. Associated with Mr. Prout will be several well-known Winnipeg business men, and in all probability a joint stock company will be formed. Mr. Prout has managed produce departments of wholesale produce houses in Montreal, Toronto and Ottawa, before removing to Winnipeg, and his long experience should stand him in good stead in his independent business venture. Further announcements will be made in this paper when the new company commence business.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PREPARED CORN
FOR CULINARY PURPOSES.
This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken First Prizes at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London, 1862,
AND AT THE
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Manufactured and Refined by the
EDWARDSBURG STARCH CO'Y,
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RECIPES.
ICE CREAM.
FRUIT PIE.
CAKE
CHOCOLATE SHAPE
INFANTS' FOOD.
Other Modes of Use.

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OCT 28 1905
To Montreal
Cut Book 42
page 91

LONDON PRODUCE LETTER

By Our London, Eng., Correspondent.

IT is a real satisfaction to be able to report that the butter market here has assumed a brisker tone this week and good business is being transacted.

There is decidedly more doing in Canadian butter, and stocks are being cleared out as rapidly as possible. This is not, however, due to any improvement of price or better demand, but rather to the fact that holders are anxious to sell out. Even those holders who did not expect to obtain any very great profit out of Canadian butter, express disappointment at having to clear at such a small profit to themselves. But the position of the market does not seem to justify their hanging on any longer. Prices for Canadian range from 103s. to 108s., which of course is not at all compatible with prices now required. Some very choice saltless made 111s. a day or two back, but it is getting rather late for this, owing to the arrival of Australian "Saltless." In fact, the advent of this Australian butter is responsible for the increased activity in Canadian, for, as is always the case, Australian butter, being a new feature, commands a good deal of attention, and placed Canadian for the time more or less in the background. Hence, the desire of holders to clear, even at a low figure. Moreover, Australian butter, just arrived, is of excellent quality, and is making good prices—112s, a price which is almost 14s. higher than at this period last year.

According to Board of Trade returns, the imports of Canadian butter during the month of September were 55,613 cwts. for this year, as against 59,937 during September, 1904, and 39,152 cwts. 1903. The most noticeable feature about the butter imports for the past month is the enormous increase in imports from New South Wales when compared to previous years: 11,751 cwts. for September, 1905, as against only 1,636 cwts. in the same month 1904, and about 800 cwts. in 1903. Queensland also showed very material increases in this direction, but Victoria figures show that the 2,000 odd cwts. sent over were about the same as for September, 1904. New Zealand showed a slight decrease.

Perhaps it would not be amiss to mention just here that within the last few days some rather sharp criticism was passed upon the uncleanliness of some Canadian butter, which recently arrived on this market. Let it be understood that the complaint was made in a very friendly spirit; nor must it be supposed that the fault is imputed to Canadian butter generally. Far from that. But at the same time it must be admitted that this is not the first ime British importing houses have had to remonstrate at the dirty condition in which some Canadian butter is found upon inspection. The matter might be passed over in silence, since this unfortunate state of affairs is certainly not the rule, were it not for the fact that the carelessness of one or two Canadian creameries is liable to affect the reputation of the whole. In merchandise of every description, it invariably happens that the bad qualities have a more lasting effect than the goods ones, and the result of one or two parcels of Canadian butter in dirty condition arriving on this market may prove farther reaching in its evil consequences and more deleterious to future business than might at first be imagined. The impression is apt to get amongst importers that sufficient attention is not given to the cleanliness of Canadian creameries and of Canadian butter-making utensils. If Canadian creameries could secure as good a reputation all round—mark that "all round"—as Danish for cleanliness, and as high a reputation for uniformity of quality as New Zealand butter, they would be very, very near the acme of perfection.

Cheese—There is not much to report in this direction. The general outlook is satisfactory, although at the present moment trade is inclined to be dull. The reason for this, it appears, is that retailers are pursuing a very cautious policy in their buying—a policy which might be termed "hand to mouth." They are keeping very little on hand, because they do not believe that the September cheese has yet come along. Prices are at 56s. to 57s. for white, and 57s. to 58s. for colored. Colored cheese, it is reported, is running short and will not last out another week.

Board of Trade figures show that the imports of cheese from Canada during the month of September are smaller this year than for 1904 by about 5,000 cwts. and by about 73,000 cwts. as compared with 1903. General stocks show a proportionate decrease. In some senses this is satisfactory, for it must not be forgotten that but a few years ago, when imports of cheese were so heavy, it was quite impossible to find consumers, and prices went down in consequence. In fact, it was a time of over-production. This, however, has been followed by two seasons of short supplies, the result being that prices are standing at about ten shillings higher now than then.

It is difficult, however, to judge the real position of the market and to account for fluctuations in the market by merely quoting figures, for the simple reason that it is quite impossible to secure any accurate idea of the domestic production. This, it is known, is heavier than any imports, but it would be interesting in the extreme to know whether the British cheese industry is increasing or decreasing. Considering the high rents and the unsatisfactory state of agriculture, which has been attracting attention of recent years, it would not altogether be a matter of surprise to find that the British cheese industry is decreasing. The true state of affairs cannot be accurately guaged, but there is no doubt that in some of the old British cheese making centres, notably Leicestershire, farmers are not doing nearly so well as formerly.

Bacon—There is not much change to report in the position of affairs this week. Supplies continue in very moderate compass, and although the consumptive demand is not very good, it is sufficient to absorb what is coming.

Prices of secondary Danish were advanced yesterday (Oct. 13) which has had a hardening effect upon prices of Canadian, best brands of boxes and bales having moved freely at 59s.

CHEESE AND BUTTER BULLETIN.

Montreal, Oct. 26, 1905.

THE retrospective and prospective, this year is not of a very profitable nature, and many of those engaged in this large business no doubt wish they had done less business on a different basis.

First, we must admit a shortage of supplies in the great consuming markets of the United Kingdom at the beginning of this season. In spite of this undoubted shortage there was a certain "bear" element trying to depress prices on the argument of fine weather and a large make. This went well for a time but when the contracts made for future delivery had to be filled, it was found that prices had not gone low enough to

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Short Cut Pork
Long Clear Bacon
Spiced Rolls Bolognas
Fresh Sausage
Pure Lard
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Mince-Meat
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Butter Cheese

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Our equipment give us full control of our product at every stage of manufacture.

Annual Output—650,000 lbs., packed in 56, 28 and 14-lb. boxes and 2 and 2-lb. tins.

Quotations on application for car and less than car lots F.O.B. factory or C. & F. terms any point.

ST. MARYS CREAMERY CO., Limited

ST. MARY'S, Ontario

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WHYTE'S

HAMS, BACON AND LARD

Are recognized as being the finest produced in Canada

WE ARE ALSO LARGE DEALERS IN

BUTTER, EGGS AND CHEESE

THE WHYTE PACKING CO. LIMITED

STRATFORD, CANADA

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Branch at 592 St. Paul Street, MONTREAL

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TORONTO

We also carry a full stock of Pure Lards, Lard Compounds, Shortening, Cooking Oils, Etc.

All orders—large or small—get the same attention—our best.

100,000 cubic ft. cold storage (Lynde British) on our premises

leave a profit, then the buying commenced in earnest and some houses who had not sold ahead were fortunate enough to get a good profit on their holdings.

Taking the season right through, the business has been a "gamble" with the odds always against the players, cheese being different to grain or provisions. When a sale for future delivery is made, the seller is obliged to discount the market; in other words, he has to sell at a lower price than what he could obtain for prompt shipment. This is the side of those selling "short." Now we come to those who buy goods hoping for an advancing market. Unless the advance is quick and decisive it means putting the goods into cold storage, and this is expensive in many ways. It means cost of storage, insurance, interest on money and shrinkage in weight. Now, if the market advances after carrying the goods for some time, this advance is on fresh made cheese and the goods in cold storage can only be sold as "seconds" at a reduced price, of course. If the advance in the market price is large enough the goods carried will show a profit even if they are sold below the ruling market value for finest quality, but, once more, it is a "gamble" with the odds against the players.

Grain and provisions can always be sold ahead at a higher price than market value, for prompt delivery; in other words, sufficient to pay for carrying charges. Not so with cheese; and yet, merchants engaged in this business, risking their capital, will continue to do what no other class of merchants would think of doing.

The result of all this is that it is a safe assertion that the enormous turnover of cheese in a year on this side of the Atlantic has left no profit for the trade. If profit and losses could be placed opposite each other this year, it would be found that the business had been done at no profit at all.

Now, why should this be thus? Surely every business man should expect to buy goods at less than the price he can sell them at. Business is generally not to be expected a matter of charity; nobody engages in business for the benefit of his health. A business man puts his capital and labor into his business, as a rule, to earn more than ordinary interest on his money invested, yet the great cheese trade of this country seems to be done "pro bono publico."

To put it mildly, our cheese merchants are trying to do business on the plan of buying at the highest possible price and, after they have bought their goods, they are underselling each other. The consequence is, first, the farmers are getting big prices for their milk and the British importers are getting cheap goods, the farmers always thinking they are not getting all that is due them, and the British importers thinking they are paying too much for the goods. Between them stands the merchant here, getting nothing for his capital and labor.

The dairy business or the business in dairy products may safely be called the "back bone" of the Dominion of Canada. Many millions of dollars are annually distributed in the country and all this vast business is done at hardly any profit to the merchants. This does not seem fair or right, but, after all, the merchants are to blame themselves. As long as they are willing to pay their good money to the farmers and supply the British importers with cheap goods, they will be gladly welcomed by both parties to continue their good work.

There is but little change to report in the situation on cheese. The recent markets in the country have been somewhat irregular and on the whole a shade lower, but this is more on account of an agreement among the buyers who are holding a lot of high priced goods and who naturally desire to reduce the average cost of goods on hand now. Export prices remain unchanged and as stocks here are not too heavy it is but fair to expect advancing prices during the winter months of non-production. Our season is very nearly ended. Many factories are already closed and others are only making a very limited quantity; the weather is getting cold and the pastures are dried up; cattle have to be housed during the nights and fed, and the flow of milk is small now.

To sum up, the cheese situation is healthy enough and prices cannot decline, unless something at present unforeseen happens, but in all probability we may expect considerably higher prices before the commencement of the new season next year.

Butter shows a decline which is perfectly natural in British markets, but it will not affect us very much here. The surplus has already been shipped out and what we have on hand now is none too much for our own requirements during the winter months. There is not much butter made during the winter and the quantity of winter made butter is not very desirable for best hotel and family trade, and we may now safely consider ourselves independent of the export trade, and prices will probably advance steadily in future, irrespective of the state of the markets in the U. K. which draw their supplies during the winter months principally from Australia and other countries.

PROVISION AND DAIRY MARKETS.

TORONTO.

THE local demand for provisions continues to show great activity. Supplies, however, are coming to hand very slowly and are found scarcely equal to the demand manifest.

Bacon and lard are particularly short in supply, and prices are consequently ruling firm, though no quotable change is manifest.

Fresh meats are ruling firm with fairly active demand.

Hogs in street lots are a little easier in price and show a drop equal to about 50c. Dressed hogs are added to our list this week at a quotation of $7.25 to $7.50 for western carlots.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 50
Shoulder mess pork, per bbl	4 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	....	7 75
" front quarters	5 00	5 50
" choice carcases	5 50	6 50
" common	4 50	5 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 00	8 50

Butter—Arrivals of butter continue to be short and scarcely equal to demand. Creamery butter shows a slight decline in value of about half a cent, whilst dairy butter is very little in evidence at the present moment. The probable closing in the near future of the cheese factories is now looked for as a preliminary to the opening up of the butter market and a consequent improvement in the market.

	Per lb.	
Creamery prints	....	0 24
" solids, fresh	....	0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—There have been practically no arrivals of new laid eggs since our last report. Those that have arrived are of scarcely sufficient quantity to take ac-

count of. Dealers are now relying upon their accumulated storage stocks for present demands. Our quotations are raised accordingly. We quote:

New laid eggs, per doz	0 1 ½ 0 19½

Cheese—The cheese market continues to show general weakness on reports of sales on the local boards. Sellers continue to show disinclination to accept bidder's prices. An early adjustment on a more substantial basis is expected to strengthen the market. It is generally conceded that the prices which have been ruling at past sales have been higher than the situation really warrants. Large holders of cheese who have bought at previous sales are finding themselves seriously handicapped as the export trade at present shows no inclination to affect trade on the basis of margins referred to. There are reports of heavy stocks in storage being held in view of expected strengthening markets. The general thought however, appears to be that no advance is likely to take place above the present basis in the near future. We quote:

	Per lb.
Cheese, large	0 11⅞
" twins	0 12

MONTREAL.

Provisions—Market is steady. Live hogs in good supply and demand selling at $6 to $6.50. Packers are securing all they want and are looking for lower prices. Farmers who have been too busy during harvest are now turning their attention to disposition of their live stock and bringing in their hogs. Dressed hogs are quoted at $8.75 to $9. Canned meats are easier and quoted ½c. lower. Hams and bacon are selling well; local demand is good. We quote:

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-1-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11⅝
" " 3-lb. "	0 11⅝
Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07¼
" " 60-lb. fancy tubs	0 07¼
Cases, 20 3-lb. tins, per lb	0 07¼
" 12 5-lb. tins "	0 07¼
" 6 10-lb. tins "	0 07¼
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter — There is little change to report since last issue. Some little shading in prices is being done though the feeling prevails that owing to the steady and heavy local demand the prices will not recede materially; they are now above export. Receipts are fairly good and steady. We quote:

Finest creamery	0 22½ 0 22½
Choice "	0 22 0 22½
Fine	0 21 0 21½
Medium	0 20 0 21½
Fresh dairy tubs	0 18½ 0 19

Cheese—An easier tone is reported principally in October makes, and purchases of Quebec's were reported at 10½ to 10⅝c. on wharf. Township's 10⅞ to 11c., and Ontario's 11¼ to 11⅜c. The demand, however, is not heavy on any grades with a slight leaning towards the cheaper October makes.

Eggs—Firmness is noted this week. English buyers looking for very choicest stock as to quality and size. 23c. is said to be offered for such selected stock. Country producers are asking high prices and straight gathered are bringing 20 to 21c. No. 2 18½ to 19½c., and selects 23c. Receipts only moderate.

WINNIPEG.

Creamery Butter—Stocks held by jobbers are small, and as there is a very brisk demand the price has been advanced one cent. per lb. Selling prices to the retail grocery and provision trade are as follows:

Finest fresh creamery, in 56-lb. boxes	0 24
" " in 28-lb. boxes	0 24
" " in 14-lb. boxes	0 24
" " in 1-lb. bricks	0 25

Dairy Butter—Produce houses are paying 17c. per lb. for No. 1 dairy butter delivered in Winnipeg. Lower grades are bringing a lower price. Indications

Mr. St. Clair Balfour.

point to still higher prices in the near future.

Cheese—Prices are unchanged since last week. We quote:

Finest Ontario, large	0 10
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13¼

Lard—The price has declined half a cent per lb., and the tierce basis is now 10c. per lb. We quote:

Tierce basis, per lb	0 10
Small packages take the following advance:	
5-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats— A number of changes will be noted in the quotations below. Selected hams and bacon are cheaper. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Eggs— Produce houses are paying from 20½ to 21c. per dozen for fresh eggs.

IN MEMORIAM.

IT is with profound regret that the large circle of acquaintances and friends of Mr. St. Clair Balfour, the head of the well-known wholesale grocery firm of Balfour & Co., Hamilton, will hear of his sudden decease. Mr. Balfour had played an active and prominent part in the development of the grocery business of Hamilton.

He was active in the organization of the "Canada Grocers, Limited," the combine of which Balfour & Co. formed part, and for which he afterward journeyed to England as buyer. Mr. Balfour was an Orkney Island man, and was born on July 4, 1850. He came to Canada in 1870, and after coming to Hamilton entered the service of A. Murray & Co., dry goods merchants. Shortly after that he transferred to Brown, Gillespie & Co., wholesale grocers. This firm became known as Brown, Routh & Co., and on the death of Mr. Routh, Mr. Balfour was taken into partnership with Adam Brown. In 1890 Mr. Brown retired from the firm, and it then took its present name, Balfour & Co. At the time when Mr. Balfour was junior partner Hamilton was the great wholesale centre for Ontario, west of Toronto, and he had much to do with laying the foundations of the present extensive and successful business.

As a man he was not given to making himself prominent in public functions, but did much good in a quiet way. He was a good business man, and he was ever ready to extend a helping hand to those who were in need. Particularly thoughtful and generous was he to his employes, and no one will feel greater regret at his sudden death at a comparatively early age than those who were associated with Mr. Balfour in a business way. As a member of the Thistle Club he enjoyed the respect of a very wide circle of friends among the most influential citizens.

Of late years Mr. Balfour has not taken quite as active a part in the management of the business of Balfour & Co., although his interests to the last were keen on everything concerning the welfare of the company.

Up to a quite recent date he appears to have been in his usual good health, and as late as Wednesday of last week was at the office. However, he was taken with an attack of hemorrhage, under which he gradually sank, passing away at his home on Duke street on Tuesday, the 10th inst.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

BUTTER

When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited
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See our Bamboo handle

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25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

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FINE AND COARSE SALTS IN SACKS AND BARRELS

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C. R. COOPER
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TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

"BEAVER BRAND"—(Registered)
CELEBRATED PRESERVED
EGGS
"GLYCERINES"

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EGG AND APPLE EXPORTERS
SEAFORTH, CANADA

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—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

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Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng
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Don't Read This, There is Money in it.

Coming early in November:

1,000 boxes Fine off-stalk Raisins
1,000 boxes 4 Crs. Layer Raisins
1,000 " " " " 7-lb. boxes

Ask for quotations—it will surprise you.

— JUST IN —

Choice Labrador Herring

One barrel	$5.75
Five " and over	5.65
One keg	3.10
Five " and over	3.00

Agent for the BEAUPORT ALE AND PORTER. Quality the highest as imported; price, the lowest obtainable. Write before weather prevents safe shipping.

JOSEPH GRANT, OTTAWA, ONT.

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unless you ally yourself permanently with

Douglas & Ratcliff Limited

and their high-grade, low-price

Wrapping Paper, Paper Bags, Parchment Butter Paper, Butter Plates, Twines, etc.

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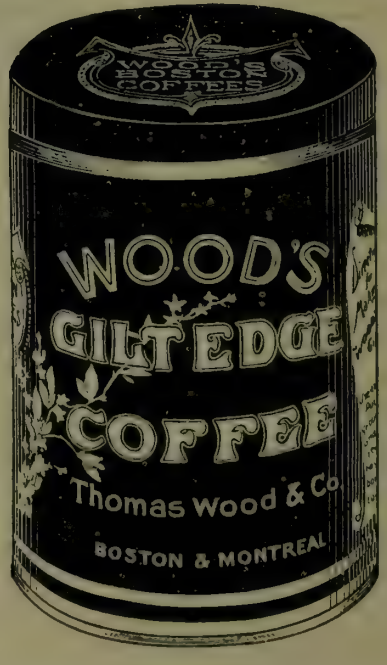

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THE PASSING OF WILLIAM INCE.

NO figure has of recent years passed from the stage of commercial activity that caused more regret that the passing of the late William Ince.

For half a century he was an active factor in the wholesale grocery trade of Canada, and the reputation he earned during that long period is registered in plain figures on the credit side of the ledger.

His face was kindly, his greeting genial, and although he was an octogenarian his death is none the less regretted.

With his departure we lose another of what we commonly call the old type of business men; the type that is becoming altogether too scarce. The old type took time to live and time to think of something besides the everyday grind of business. And it made better men out of them.

To-day the life of business is too strenuous for anything but business. Business men have not time for public affairs and the country is all the poorer thereby.

A BLIND MINISTER.

HON. MR. EMMERSON, the Minister of Railways, proposes to make an effort to put the Intercolonial Railway on a paying basis. He is to be commended. No one has yet succeeded in this task. The net excess of expenditure since Confederation is about $9,500,000.

The road when it was constructed was chiefly designed for military and not commercial purposes. This was a drawback, but it is not the only one. There is another, and one which militates more against the financial welfare of the railway than any other, and that is political influence. The Minister of Railways does not appear to recognize this, at any rate he does not acknowledge it. On the contrary he lays the onus for the unsatisfactory financial condition of the railway upon the business men of the country: The boards of trade because of their organized influence, and the shippers because they do not pay high enough freight rates. He has not a word to say about the political incubus.

In his plan of reform the business men, being the chief sinners, are to bear the greater punishment. In fact they are to bear it all. The freight rates, he tells us, are to be raised to a point that will make the railway profitable.

If the shippers using the Intercolonial Railway are not paying adequate rates for the service they enjoy, an effort should certainly be made to compel them to do so. But before this is done steps should be taken to destroy the graft of the politician. It is he who is sucking the life-blood out of the Intercolonial, not the business man. And it is well known to everyone in and out of Parliament except the Minister of Railways. It is no worse under the present Government than under its predecessors. Under Conservative, as well as Liberal, administrations the iniquitous and unbusiness-like system has obtained.

Before the railway can be made a financial success it must be put upon a business-like basis.

Instead of being managed by politicians it should be managed by experienced railway men free from political interference. In other words it should be managed by a commission. And if Mr. Emmerson has any doubts about this let him appoint competent men to make a thorough investigation and report ways and means of bringing about a state of affairs in the management of the Intercolonial which even Mr. Emmerson himself admits is so necessary. Mr. Emmerson means well, no doubt, but he is blind to the real necessities of the case.

Mr. Emmerson proposes to begin at the wrong end. Not until he begins right will the business men of the country or anyone else have confidence in his efforts to put the Intercolonial on a more satisfactory financial basis.

THE WEST INDIES.

THE oft discussed question of the confederation between Canada and the West Indies appears still to command great interest, especially in the Maritime Provinces. The feeling in the Islands themselves appears to be distinctly in favor of a closer relationship with Canada. This feeling has grown in intensity since the advantages accruing from the preferential tariff have been realized.

At the same time, however, there is a hesitancy lest any further mutual approachment of the two countries should result in putting distance between the West Indies and the United States, the latter being by far their largest purchaser of tropical fruits, and the magnitude of this trade being too important for the West Indies to run the risk of retaliation at the present moment. All the articles, however, which are imported by the West Indies have already a large consumption in Canada, and with a closer relationship between the two countries, which would be brought about by federation, there is no doubt that Canada would play as equally an important part in West Indian trade as the United States does now.

First and foremost, however, appears to be the immediate need of inaugurating a fast and continuous line of steamers, not only to meet the already sub-

stantial trade, but in order to cope and compete with the rates of freight now ruling at United States ports. The feeling in the Maritime Provinces is distinctly in favor of such a movement and it is considered that such a service would have no difficulty in obtaining full cargoes both ways.

The imports at the present time of the British West Indies amount to some $30,000,000, comprising principally fish, provisions, lumber and flour. For years much of this has been drawn from Canada, but by far the bulk from the United States. There is no excuse for this. Canada could supply all these imports if necessary, as cheaply and of as good quality as the United States. With the establishment of competing freight services the ability of Canada would soon become evident and the way opened up for the direct shipment to Canada of West Indian goods.

The chief obstacle would thus be removed to the approachment of the two countries, and confederation would be a simple and natural proposition.

No doubt one of the advantages which would accrue to the West Indies themselves would be distinctly cheaper administration as well as the establishment of a substantial commercial status.

The question of the twelve hundred miles of distance is really no obstacle in this age of ready communication, a fact which has been demonstrated again and again in like circumstances with other countries. The eighteen hundred miles of distance has proved no obstacle to the federal union of New Zealand and Australia, and distance need not be taken into account in this instance either.

A LITTLE SELF EXAMINATION.

IN no season in her history have the farms of Canada yielded the wealth that they did this year.

Every Province has been blessed with abundant crops of grain and fruits, while the prices at which they have sold and are being sold are good. In live stock there is a ready market at good prices for all that the farmer can produce.

The railways are prosperous and the bank returns and clearings are gratifying.

If Canada, therefore, cannot rejoice and be glad what country in the world can?

But, while Providence or Nature, or by whatever name we may call the power which has brought us the good crops is so generous, are we, as Canadians, doing our best? Are our business methods right?

Are we putting our very best efforts into the goods we make?

Are we giving honest measure and weight in the merchandise we sell? And when we fill orders are they up to sample? If we are not it is time we did.

When Nature is doing so much for us we ought at least to do the best we can for ourselves. We ought to be thorough. Self respect demands it.

CHILDISH TAXATION.

TAXES imposed by one Province against the commercial travelers of other Provinces is national childishness. Canada is old enough and is certainly big enough to discard the swaddling clothes of provincialism in such matters.

The British constitution in which the British North American Provinces were wrapped at Confederation specifically declared that it was ultra vires for the Provinces to levy customs duties against each other's products.

In the strict letter of the law none of the Provinces have essayed to do this, but in spirit some of them are grievous transgressors.

We do not want provincialism in this country. We want nationalism. The Civil War killed provincialism in the United States. And we now want some powerful force to kill it in Canada. The Federal Government has the power but it lacks the inclination.

MANUFACTURERS VS. JOBBERS

A STRONG delegation of jobbers and wholesalers from Western Canada appeared before the transportation committee of the Canadian Manufacturers' Association in Toronto on Wednesday, and protested against the action of that body in seeking to have the present regulations with regard to mixed carloads altered.

Prior to 1903 the rule was that anyone could make up a car, putting in as many different articles as he wished, but having to pay freight on the whole carload at the rate of the highest article in it. For instance, if a manufacturer were to fill a car with a mixed load of buggies, dry goods and hardware, he would pay freight on the whole car at the rate on buggies, because the freight rate on buggies is higher than that on dry goods or hardware.

In 1903 this rule was changed. Since then the possible grouping of merchandise to make up a car lot is confined to the class of articles which any one dealer would handle. For instance, general hardware, paints, oils, etc., could be shipped in one car. Similarly the various things which enter into a grocer's stock could be mixed to make up a car.

This arrangement, of course, militates against certain manufacturers. If a manufacturer makes one article which is sold in a hardware store and another which is sold in a carriage shop, even if they are made under the same roof, he cannot put them in a car together without paying freight on them at broken car lot rates. This, of course, much exceeds the rate when the car is taken complete.

Ever since the last change, in 1903, the Canadian Manufacturers' Association have been moving for a restoration of the old regulation or a betterment of the present rates. They demand that a manufacturer be allowed to use everything which he manufactures in making up a car lot. In spite of the protest of the westerners, supported by a number of eastern manufacturers, the association will persist in its present contention.

In British Columbia Province it is said that the present move on the part of the eastern manufacturers is in consequence of the commercial travelers' tax put upon their representatives coming into the Province of British Columbia to do business. If they succeed in restoring rule two it is said the B. C. wholesale dealers will undoubtedly press for a still further tax upon these eastern travelers in order to hold their own against the manufacturers of the east.

HAPPENINGS AT OTTAWA

AT THE GRAND UNION ROTUNDA.

THE GROCER representative was in Ottawa last week. His customary domicile when in the Capital City is the Grand Union Hotel, and it is a good sign of the popularity of this hostelry to find at all times so many "Knights of the Road and the Grip" under its shingles, for "the boys" generally like to be comfortable and well fed. So much for "Jim" Paisley's.

The veteran John Everett, he who has made Christie, Brown's biscuits known throughout Ontario for over 20 years, was there, reminiscent of the good times he had in lovely Devon during his Summer vacation. John never tires of telling the truth about Christie's biscuits, but some of his English experiences need a lot of salt. However, "the boys," with whom he is deservedly popular, are all willing to "smile" with him.

Jack Gregg, representing Surprise Soap, was on hand as large and energetic as ever—full of those new "balloon" stories and the great drawing power of the new ad gotten up by his company. For a convincing talker and persistent and consistent worker, Jack Gregg is hard to beat. That's what he says his soap is. There is only one complaint that Jack Gregg ever has when he strikes Ottawa, and that is to find genial Bert. Geen still selling shoes instead of soap. Jack thinks Bert. would do well in soap.

From the city of the straits, lovely Detroit, was met Mr. A. L. Hay, who has been for many years introducing to the trade of the Dominion what is now found on almost every table, salad dressing—the particular brand being decidedly appropriate for a country with monarchial leanings, though how such democratic people as the Horton-Cato Mfg. Co. came to select "Royal" as a brand is a puzzler. Mr. Hay was most pleased with his business in the east, and says "Royal" dressing suits him and his trade.

Mr. B. L. Nowell. Montreal, agent for Lamont, Corliss & Co., New York, was met, pleasantly satisfied with his business. Representing, as he does, such well-known lines as Peter's Chocolate, Mackintosh's Toffee, and X-Ray Stove Polish, he says he was kept busy. Mr. Nowell reported that the newly inaugurated campaign of introducing Kneipp Malt Coffee was going along finely. One doesn't have to walk around barefooted in the dewy grass like poor John D. Rockefeller to enjoy the benefits of this Kneipp cure. Mr. Nowell was working west as far as Windsor.

A much-traveled and experienced salesman was met in the person of Mr. J. T. Cuddy, who represents the Montreal Packing Co., Limited, in Eastern Ontario. Mr. Cuddy knows something of the packing business, having for over fifteen years been employed in the Swift Packing Co.'s establishment; also represented that concern on the road, covering the Southwestern States as far as the Rio Grande. A constantly increasing sale is the report made by Mr. Cuddy.

Geo. D. MacAllister, who sells twine, rope, etc., for Shurly & Derrett, Dovercourt Twine Mills, Toronto, dropped in on Friday from Montreal and Quebec. To The Grocer's inquiries "No complaint as to business" was his reply.

Mr. Nash, of Lockerby Bros., Montreal, with Mr. R. Dallas, representing Carter, Macy & Co., New York and Yokohama, were met in the rotunda, and The Grocer renewed old acquaintanceship with the latter. Mr. Nash is a veteran tea salesman, grounded in that great tea school, London, Eng., Mincing Lane, the great tea district of the city. No better recommeodation than an English tea training such as Mr. Nash has had need be desired.

Mr. Wm. Galbraith, of Carter, Galbraith & Co., Montreal, granted The Grocer a few minutes' time. To Montrealers, and particularly residents of aristocratic Westmount, Mr. Galbraith is known as the guardian of the people's interests in that interesting section. Though adjudged a "stormy petrel" by certain members of the Westmount Council. Mr. Galbraith sees only one thing—the interests of the people. It may be mentioned that his strenuous fight in the council on one important matter last year is said to have saved the suburb some $20,000. Mr. Galbraith was running in from a special trip along the line.

Teddy Sterling, he of Lytle's, dropped in from a nearby hostelry—as full of business and as pleasant as ever. Teddy has strong views on the pickle question, some of which would be a benefit to the Tariff Commission. Of course he believes in Canadian products and adequate protection, and is a strong advocate of high quality of goods.

New Commission Firm in Ottawa.

Mr. J. A. MacKenzie and Mr. Montague Bate have formed a new commission and brokerage firm in Ottawa, under the name of MacKenzie & Bate, with offices at 268 Sparks street. The young firm starts out with a goodly number of fine agencies, among which are the Dominion Concrete Co., Kempville, Ont.; Walkerville Match Co.; Shaw T. Nishimura, (Japan Central Tea Traders' Association); Pass Packing Co., (evaporated fruits); A. W. Banks & Co., Cleveland, (dried fruits), etc. Though only started a few weeks ago a most satisfactory business is reported.

Canners Off on a Hunting Trip.

While in Ottawa last week The Grocer met a party of gentlemen whose interests are closely identified with the grocery trade, and who were on the way to the hunting grounds of Quebec for a ten days' outing.

The party consisted of Mr. Jas. B. Campbell, of the Acme Can Co., Limited, Montreal, and Messrs. F. C. Hayner, W. B. Hayner, and Dr. Spence, of Lebanon, Ohio. The three last named gentlemen are packers of Old Colony and Lion brands of corn, which enjoy a good reputation in the central and middle States of the Union. They own 1,500 acres devoted exclusively to the cultivation of corn, and last season packed 2,500,000 cans. Mr. Campbell, who is well known to the canning trade of Canada and the United States, invited his fellow canners to a week's sport in the wilds of Canada, and so off to Thurso, Quebec, they were hieing themselves.

That the outing will be thoroughly enjoyed goes without saying, as all arrangements had been made by Mr. Campbell for guides, supplies, etc. The outing will benefit Mr. Campbell extremely, as he has for some weeks been under the weather with nervous prostration, and the rest and relief from the heavy business strain of such a concern as the Acme Can Co. will do Mr. Campbell good.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS

The Largest Stock The Greatest Variety

OUR POLICY

Low Prices Quick Turnover
Big Business

A few trial orders will convince you of

OUR RELIABILITY

Best Equipment Competent Staff
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MONTREAL

The Most Liberally Managed Firm in Canada

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, - Paisley, Scotland

From the land of the Heather and the Bramble comes this world-wide brand which needs no introduction. It is so well and favorably known everywhere that you only have to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering **CAIRNS'**. Almost before you notice it, you will have built a profitable trade from this brand alone.

JAMS

1-lb Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberry	1 90
Damson	1 90
Cooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 10
Creengage	2 20
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 30

JELLIES

1-lb Porcelain Pots
Cases, 4 doz.

Apple	$1 90
Cooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 00

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currants	2 80
Red Currants	2 80

F.O.B. MONTREAL
Net 30 days or 1% off 10 days.

MARMALADES

1-lb Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1 75
Home Made Orange	2 20
Tangerine	2 20
Apricot	2 30
Fig and Lemon	2 30
Ginger	2 30
Ginger and Pineapple	2 30
Green Fig	2 30
Green Fig and Ginger	2 30
Pineapple	2 30
Scotch Orange in 7-lb. tins, 12 tins in a case	7 20

In lots of 5 cases or more, 5% off above prices.

HUDON, HEBERT & CIE.

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MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

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Alimentary Pastes, 3,000 Boxes

MACARONI, VERMICELLI, SPAGHETTI, ALPHABETS, LETTERS AND FIGURES, ASSORTED SMALL PASTES, NOUILLES, COUDES.

1-lb. packages—25-lb. boxes, - - - 7½c.
Loose, - 25-lb. boxes, - - - 6½c.

VEGETABLES, Cases 100 Tins

GREEN PEAS—

Sur Extra Fins - -	$16.00 per case
Extra Fins - -	14.00 "
Fins - - -	12.00 "
Mi-Fins - -	10.00 "

MUSHROOMS—

Entires - - -	19.50 "
First Choice - - -	18.00 "
Choice - - -	15.50 "
Hotel - - - -	13.50 "

STRING BEANS—

Extra Fins - -	15.00 "
Fins - - - -	13.50 "
Moyens - - -	12.00 "

ASPARAGUS TIPS— $20.00 per case

ARTICHOKES, BOTTOMS 25 00 "

LIMA BEANS—
(Flageolets Fins) - 14 00 "

BRUSSELS SPROUTS 15.00 "

MIXED VEGETABLES—
(Macedoines) - - 11.50 "

SPINACH (natural) - 11.00 "

TRIPES, A LA MODE DE CAEN—
$25.00 per case

CHOICE QUEEN OLIVES

64-oz. bottles, cases ½ doz. - -	$9.00 per doz.
36-oz. bottles, cases 1 doz. - - -	5.00 "
20-oz bottles, cases 1 doz. - -	3.40 "
10-oz. bottles, cases 2 doz. - - -	2.10 "

AGENTS IN CANADA

HUDON, HEBERT & CIE

WHOLESALE GROCERS AND WINE MERCHANTS

MONTREAL

——THE MOST LIBERALLY MANAGED FIRM IN CANADA——

From Top to Bottom

of this list, each and every article is benefited by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

Agents in Canada

HUDON, HEBERT & CIE.

Montreal.

The most liberally managed firm in Canada.

GLASS and PORCELAIN
- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

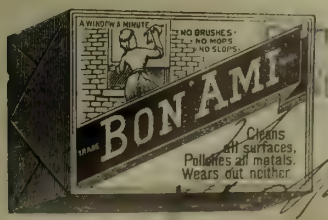
CELLULOID

MARBLE WORK

WOOD WORK

OILCLOTH

PAINTED SURFACES



QUEBEC BRONZE METAL

WE reproduce this week a photo of the certificate of the bronze medal which the firm has been awarded for their "Chaser" soap at the last Provincial Exhibition at Quebec in last September. It is a high testimonial in favor of the qualities of this soap since the firm has obtained the highest award in competition with the manufacturers of the whole world. The firm has a full assortment of premiums at their premium office in Montreal at 410 Notre Dame street west, as well as in Quebec, 254 King street, where Mr. A F. Simons represents them. Visitors are always greeted at these two offices.

RETURN
NOV 2
190
St. Montreal
Box 42
Page

A NEW AUTOMATIC SCALE.

THE Computing Scale Co., of Canada, manufacturers of Dayton Computing Scales, are putting on the market a new automatic scale of similar design to their computing scale for butchers, which has proved such a success with the butchers and provision men of America.

The scale is handsomely finished in light blue enamel with gold trimmings. All the brass parts are triply nickel plated, and the platform is of heavy plate glass, with bevelled edges. The scale is fitted with a ball bearing swivel base which enables merchants to weigh from either side of the counter, and also to place the scale in a suitable light.

A grill or bag rest is fitted on the glass platform so as to prevent bags from upsetting. The scale is very sensitive and the computations are 16 to the pound, every computation showing in plain figures under a double magnifying lense which so enlarges the figures that they can be distinguished a number of feet away. The scale computes in figures and not in dots and dashes, and so a great advantage in making impossible the reading of wrong values. The scales are adjusted in the range of prices from 4 to 60c. per pound, with ½c. graduation in the lower prices.

These scales have received a splendid reception by merchants, and the company claims meet all the requirements of the grocer. A cut of this scale may be seen in the company's advertisement in another part of The Grocer.

J. Y. GRIFFIN EXTENDING.

A block of stock in the packing house business of J. Y. Griffin & Co., Limited, of Winnipeg, has been sold to some American capitalists, or perhaps it would be more correct to say that the capital of this company has been largely increased and that American capitalists are now interested in the company. A story to the effect that Swift & Co., of Chicago, had bought a controlling interest in the firm is given emphatic denial by Mr. Griffin, who stated some time ago to The Canadian Grocer that the rumor had perhaps gained currency by the circumstance that a Swift man is now in the employ of the company.

The addition of a considerable amount of capital to the business means that business is to be prosecuted even more vigorously than before. Extensive additions are contemplated to the Winnipeg plant and new branches of the business will be established.

It is said that some canners are already making contracts for next year's supplies of tomatoes at 30 cents a bushel. This year they paid only 25 cents, and the growers did not raise as many tomatoes as usual.

A CLEVER AD.

A clever ad in the shape of an amateur photograph was taken recently by one of E. W. Gillett Co.'s advertising men, and the title of this picture we understand is "They know a good thing." The snapshot was taken in front of what is called a "shack" in the Rocky Mountains and certainly makes a novel advertisement.

One Way of "Raising" Young Bears.

RETURNED NOV 2 1905

RETURNED NOV 2 1905

Drink Good Water

SAINT-LOUIS VICHY WATER

RED CLOVER BRAND

The Most Delicious
The Most Sparkling
Superior to all Others

A Sure Cure for

STOMACH TROUBLES
GOUT
GRAVEL
DIABETES, ETC.

In order to avoid confusion see that the ticket, the capsule and the cork bear the mark **SOURCES SAINT-LOUIS** and the **RED CLOVER.**

DIRECTIONS

A wine glass before or after meals; a large glass mixed with milk before breakfast.

SOLD EVERYWHERE

AT ALL GROCERS ***AT ALL DRUGGISTS*** ***AT ALL BARS***

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS **MONTREAL**

SOLE AGENTS FOR CANADA

RETURNED NOV 2 1905

To Montreal

C. A. PARADIS

WHOLESALE DEALER AND
COMMISSION MERCHANT OF

FLOUR, GRAIN, SEEDS AND PROVISIONS

AND GENERAL PRODUCE

81 Dalhousie Street, QUEBEC

I have always on hand the best quality of Flour of every grade from Ontario and Manitoba Millers. Also Canadian and American Corn ; Quebec, Ontario and Manitoba Oats ; White Beans, Peas, Seed Grains of all kinds, etc.

Canadian and American Pork in Barrels,

Pure and Compound Lard, Salt Fish of All Kinds,

Pressed Hay to Suit Every Buyer.

I work on small profits, quick returns.

Orders Promptly Attended to. Satisfaction Guaranteed.

Bell Telephone, Quebec, No. 1324. Bellechasse, Levis, No. 100B.

THE DOMINION FAIR AT WESTMINSTER, B.C.

NOT even in "Old Ontario," as the many former residents of that Province refer to it affectionately, could the display of fruit seen at the Dominion Fair at New Westminster be rivalled. It is no discredit to the display of fruit at the Toronto Exhibition this past summer to say that it by no means compared with the aggregation of fruit perfection seen at New Westminster last week. In fact it is doubtful if a World's Fair could out-class the exhibit. Certainly no collection of fruits grown in northern latitudes could be finer, and no collection has ever yet been made that would discount this.

The leading feature of the whole fruit exhibit was of course the "Commercial" displays. Of these there were five, two of which were from the Okanagan district, one from the upper Fraser Valley, one from the coast district and one from Vancouver Island. The exhibitors were T. W. Stirling, of Kelowa; R. M. Palmer & Son, Victoria; Thos. Earl, of Lytton; Wm. Middleton, of Vernon, and J. de C. Wetherell, of East Burnaby, near Westminster. The Royal Agricultural & Industrial Association offered five prizes and they were awarded in the order in which the exhibitors are named.

The first prize was $200 and in addition the British Columbia Fruit Growers' Association gave a handsome silver cup valued at $75. This prize went to Mr. T. W. Stirling, of Kelowna.

Apples formed a large part of each of the exhibits, and the form and coloring were perfect. No less than 45 boxes of the choicest specimens from Mr. Stirling's orchards were in his exhibit. The packing of all the exhibits left little to be desired. Indeed, as to that it is a marvel how the judge could make a selection, at least, as between the first three prize winners, all of whose displays were about the same quantity and each showed the greatest care in packing. Grapes, prunes, plums, crab apples and pears completed the selection of varieties included in the displays, it being of course too late in the season for peaches, as well as for many varieties of plums, while the famous B. C. cherries which beat those of California are entirely out of season.

Each of the five exhibits was sold in bulk to some merchant and the 85 boxes in the first prize exhibit of Mr. Stirling brought an average of over $1.50, though some were half-boxes of Lady apples, and there were eight baskets of grapes as well as the same number of crates of plums and prunes. The apples averaged $1.80 per box at the price realized. The other exhibits sold well also.

For the first time at a Dominion Exhibition were the wholesale manufacturing industries of British Columbia even fairly well represented. Naturally the holding of this event in the Province gave the best opportunity that has yet been afforded. Many very worthy displays were made both by manufacturers and wholesale men. Eastern manufacturers, too, were in some instances well represented. Of local enterprise may be mentioned Ramsay Bros. & Co., Limited, of Vancouver, and M. R. Smith & Co., Limited, of Victoria. Two biscuit and confectionery houses, Kelly, Douglas & Co., with Nabob tea and coffee. The B. C. Soap Works and the British America Paint Co., Victoria concerns controlled by Mr. W. J. Pendray. The Brackman & Ker Milling Co., Limited, of Victoria, Vancouver and New Westminster; Price Preserving Co., of Victoria. The Victoria Chemical Co., manufacturers of fertilizers, etc. The Westminster Packing Co. Chas. Milne, manufacturer's agent Vancouver. The Brunette Saw Mills box factory, New Westminster. Columbia Flour Mills Co., Limited, Enderby. Galloway & Parnell, manufacturers' agents, Vancouver.

Dominion Exhibition—T. W. Stirling's, Kelowna, B. C., Exhibit.

Ramsay Bros. & Co., Limited.

Choice Empire cream sodas, manufactured by Ramsay Bros. & Co., Limited, of Vancouver, were served to all visitors to their exhibit, which faced the main entrance of the Industrial Building. It is but two years since this firm enlarged its scope by adding biscuit manufacturing to its large confectionery business. But success has attended the efforts of the enterprising brothers, and in soda biscuits as well as in all varieties of sweet biscuits and in choice fancy confectionery and chocolates, which latter they have been making for many years in Vancouver. About three years ago the firm bought out the Imperial Syrup Co., and added that line to their confectionery business. They refine none but pure cane molasses of all varieties, some of their branded goods in neat packages being Empire syrup, Manila Drips, Royal Honey Drips, etc. Maple syrup in tins and bottles is another specialty in the syrup line. The latest

The Oldest Crockery House in Canada

UNDER UP-TO-DATE MANAGEMENT

IT is your trade in good goods that pays you It is your success in cultivating the higher class business that establishes your reputation. It is well to be in a position to supply whatever you are asked for. If you are a leader customers will come to you for, rather than with suggestions. Your customers should not supply all the ideas—let them come to you for these. Then you have a trade worth having.

The JOHN L. CASSIDY CO.
LIMITED

MONTREAL, QUE.,

carry a complete stock of the latest and best styles, shapes and decorations in all lines of

Fine China, Cut Glass, Silverware, Cutlery,

Vases, Lamps, Jardinieres
Dinnerware, Teaware, Toiletware,

and ALL THE STAPLES.

RETURNED
NOV 28 1905

to owners. Cut book 44 page no. 2 ad

Bannatyne St., East, Transfer Track

CODES:
ABC 4th Edition
Western Union
Armsby's 1901

CABLE ADDRESS:
Nicholson Winnipeg

NICHOLSON & BAIN

Wholesale

Commission Merchants and Brokers

It Is Your Business

Mr. Canadian and United States Manufacturer to be on the alert for a share of the business offering from Manitoba and the Great North West. We offer our services in Winnipeg, also the services of our branch house in Calgary, Alberta, Nicholson, Bain & Johnson. We sell the wholesale trade exclusively, and handle all lines sold by the Wholesale Grocery Trade. We have Track Warehouses in Winnipeg and Calgary and can take care of all shipments and consignments. 60% off F.O.B. value and freight paid against consignments.

Write or Wire us Your Offerings

NICHOLSON & BAIN
WINNIPEG, Manitoba

NICHOLSON, BAIN & JOHNSON
CALGARY, Alberta

WHOLESALE COMMISSION MERCHANTS AND BROKERS

N.B.—We are prepared to quote car lots Manitoba Rolled Oats or Oatmeal delivered any point in Canada, Great Britain, Europe, Australia or South Africa.

advance the firm has made is in the manufacture of macaroni. vermicelli, spaghetti and noodles. But two months ago they began putting their manufacture of these goods on the market and already they have been very successful.

Dominion Exhibition—Ramsay Bros. & Company's Exhibit.

That such lines can be made here is a satisfaction in view of the condition formerly existing when all the consumption was met with imported goods.

Ramsay Bros & Co.'s fine exhibit is well illustrated by the accompanying photograph. A splendid display of their biscuits made a front, all varieties of choice chocolates and pure candy another side, a display of syrups in packages another, while the macaroni, spaghetti, and vermicelli formed the fourth side. A neat panelled railing enclosed the display and the rails and supports of this were formed by the attractive tin boxes of graham wafers made by the firm. A tiny dog stood sentinel at one corner in a yard tiled with Ramsay's dog biscuit and retreated into a kennel of the same material.

M. R. Smith & Co., Limited.

Daintily arranged in the manner of an English booth, the exhibit of M. R. Smith & Co., Limited, of Victoria, attracted many visitors to that part of the building. Occupying a space with 50 feet front, the exhibit had been made in four distinct parts. The first was a hall room tiled with Smith's Ideal dog biscuit, and a fireplace of the same biscuits completed the picture which was furnished and decorated suitably. In the next compartment was a fine display of confectionery, russet and sable chocolate creams, and the paler goods styled "Victory" by the makers. Bon bons, gross candy, in bulk, English bottled sweets, hard boiled mixtures, and the pretty gloss goods, were all tastefully arranged in original packages, with a show case containing fancy chocolates fronting the display. The biscuit branch of the firm's trade was well portrayed in the next booth, in which 20 pound tins with glass fronts, just as the goods are packed and sold, gave visitors a good idea of the way the firm puts up its fine biscuits. These varieties were arranged in a series of pyramids and tiers, with potted plants and flowers for decoration. The firm's splendid Swiss Cream Sodas flanked the fancy varieties and made the division which closed off the demonstration booth, where ladies were welcome to sit and taste the choice quality of these western manufactures.

R. M. Smith & Co., Limited, have been in the manufacturing business for many years, and have a trade as wide as the west. They seek business east to Edmonton and other Alberta points, and maintain distributing stations for their goods at Vancouver, Nelson and Calgary as well as carrying heavy stock at their factory in Victoria. Mr. Garrett Smith, of the firm, had charge of the exhibit and gave away many souvenirs.

White Swan Soap.

Enclosed by wire netting and roped off with a red white and blue cable was a miniature lake to the left of the main entrance of the Industrial Building, and swimming contentedly on the lake were two magnificent white swans which through the whole ten days of the Fair showed no signs of being weary of their comfortable quarters, for they had a neat house on a bank of fresh green sod in which they could retire from the public gaze whenever they wished. Most of the time, however, they spent lazily and gracefully wheeling back and forth on the waters of their pond. A more telling or effective trade mark could not be found, and many were the people who stopped to look at White Swan soap, because they saw the white swans. Home Rule soap, and a complete line of blueing, ammonia and other laundry accessories as made by the B. C. Soap Works, of Victoria, were also displayed. Mr. H. H. Welsh was in charge of the display and he extended to each and all the ladies the privilege

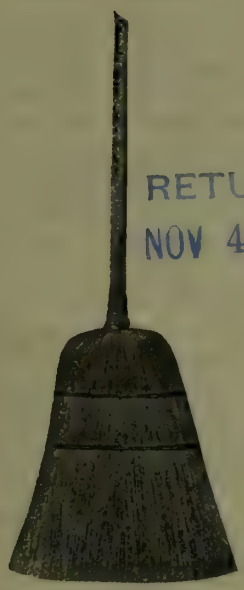
Dominion Exhibition—M. R. Smith & Company's Exhibit.

ESTABLISHED 1840

H. W. NELSON & CO., LIMITED

MANUFACTURERS OF

CORN BROOMS AND WHISKS



Wire-bound Factory

Fine Carpet

Bamboo Handle Parlour

Nickel Shoulder

Wired Handle

Enamelled Wood Handle

Fancy Nickel Handle

Factories and Warehouse: TORONTO, Canada

Representative in Scotland: Smith, Clatworthy & CO., 13 St. Vincent Place, GLASGOW

Representative in England: ELLIS, PHILLIPS & CO., 3 Savage Gds., Tower Hill, LONDON, E.C.

Representative in Australia: F. H: FOTHERINGHAM, MELBOURNE, Aus., and SYDNEY, N.S.W.

of guessing how many cakes of soap were in the entire exhibit, the prize being a sewing machine. Another attraction was a Berliner graphophone which was "loaded" with some amusing wash day short-cuts in which White Swan Soap figured prominently.

Dominion Exhibition—Kelly, Douglas & Company's Exhibit.

Nabob Tea and Coffee.

In the northeast corner of the Industrial Building, Messrs. Kelly, Douglas & Co., the Vancouver wholesale grocers, had a splendid exhibit of their Nabob tea, a packet tea put up in Ceylon specially for them. Natives, in native costume brewed and served fragrant cups of this beverage, giving practical demonstration of its quality. The Nabob blend of coffee, also owned and packed by Kelly, Douglas & Co., was served to visitors all through the fair. The artistic setting and arrangement of the exhibit, of which the accompanying photograph gives a fair idea, is due to the skill and artistic taste of Mr. Arkell, of the firm's staff.

Westminster Packing Co.

British Columbia cherries, plums, strawberries, and other fruits neatly packed in tins and in glass packages, as well as packages of dried fruits, formed the display of this New Westminster Packing Co. It has been in operation but a short time, but has managed so far to make a very good start in this promising field. Premises on the river front have been equipped and with the whole Fraser valley to draw from there is a bright prospect for the new concern to put up immense quantities of choice fruit. The samples displayed left nothing to be desired in the way of well sealed tins, attractive brands on labels, etc., while the quality so far as could be judged from the transparent glass packages, would seem to be up to the rest of the details. Prominent citizens of New Westminster are endorsing the new industry and practical men are engaged in carrying on the work.

Heinz's Pickles.

A very attractive booth, next that of Nabob tea, drew the attention of all to the "57 varieties" of pickles and relishes put up by Heinz. All the varieties were displayed in a great pyramid against the wall, while round a wide counter were samples for free practical observation of their quality. Attendants drew attention to a special offer of a collection of 24 of the different varieties at a nominal exhibition price, orders being taken freely for delivery through local grocers. Messrs. Kelly, Douglas & Co., of Vancouver, are agents for British Columbia for Heinz's goods. Mr. J. J. Sloan, coast representative for the manufacturer, who makes his home in Vancouver, was in charge of the exhibit.

Brackman & Ker Milling Co., Limited.

Breakfast foods in great variety and of excellent quality formed the central feature of the splendid cereal exhibit of the Brackman & Ker Milling Co. Nemo, the new breakfast food, cooked ready to eat, was served daintily by neat-handed lady attendants, to demon-

Dominion Exhibition—General View of Grounds.

Canada's Greatest Yeast Cake

Jersey Cream

Hamilton Yeast Co.

LUMSDEN BROS., - - Proprietors

Old Church Peas
Old Church Corn
Old Church Tomatoes

Old Church Strawberries
Old Church Raspberries
Old Church Peaches

Old Church Pumpkins
Old Church Pork and Beans
Old Church Ketchups

Standard Canning Co.

LUMSDEN BROS., - - Proprietors

Boy X Brooms
Boy XX Brooms
Boy XXX Brooms

Canadian Belle X Brooms
Canadian Belle XX Brooms
Canadian Belle XXX Brooms

Standard Broom Factory

LUMSDEN BROS., Proprietors

Canada's Greatest Baking Powder

Jersey Cream

Standard Spice Mills

LUMSDEN BROS., - - Proprietors

Standard Shredded Cocoanut
Feather Strip Cocoanut
Jersey Cream Cocoanut
(In Packages Only)

Standard Cocoanut Co.

LUMSDEN BROS., Proprietors

Social Teas
Social Coffees
Social Cocoas
Social Baking Powders
Social Breakfast Foods

Social Tea Co.

LUMSDEN BROS., - - Proprietors

Ross Celebrated 5c. Packet Tea
Ross Celebrated 10c. Packet Tea
Ross Celebrated 22c. Packet Tea

Ross Tea Co.

LUMSDEN BROS., - - Proprietors

LUMSDEN BROS.

Importers of Teas and Coffees

WHOLESALE GROCERS

HAMILTON, ONTARIO, - - CANADA

strate that the quality of British Columbia manufacturers even in this line is unsurpassed. Great pyramids of the famous B. & K. brand rolled oats flanked the space set apart for the exhibit, and many a comment was passed by the eastern visitors as they looked on the opened samples in all their unrivalled excellence. For it is known to some of the occasional visitors that not another

Dominion Exhibition—Fruit Exhibit.

brand of rolled oats compares with the B. & K. for whiteness and freedom from hulls and the black flecks so common to rolled oats. In rolled wheat, graham flour and many other lines, a most attractive exhibit was made, all manufactured at the company's mills at Victoria and New Westminster. But the leading feature remained with the breakfast cereals and the new breakfast food, which went so long un-named that it finally was given the title it now goes by—"Nemo"—"no name."

The Brackman & Ker Milling Co. also displayed many samples of the horse, cattle and chicken food and condition powders they handle wholesale. Their trade in this line is very large their connection covering the entire Province of British Columbia and extending into Alberta, where they have a mill and elevator at Edmonton. The company is the largest in this Province engaged in handling grains and feed. They are the only manufacturers of cereals in the Province and have built a fine reputation, which had its beginning in this line with the B. & K. rolled oats, for the making of which the white oats of the lower Fraser delta lands seem to be peculiarly adapted. They are kept perfectly pure in seed and the growing of them is almost as much a specialty as the making of the breakfast cereal afterwards.

Carr's Biscuits.

These famous English goods were tastefully and prominently displayed in a booth presided over by Chas. Milne, a leading representative of reputable Old Country firms. Mr. Milne himself is well known to the trade in British Columbia and the Yukon as well as the Northwest. His display of Carr & Co.'s English biscuits was so well arranged as to receive recognition in the way of a diploma from the Exhibition Association. The possibilities of artistic display are not great with rectangular tin boxes, for all the display was in the "original packages," but by arranging them in pyramids, draping the booth with green and yellow bunting, and giving a finishing touch with maple leaves already tinted in gorgeous autumn green, gold and reds, a charming effect was produced and Mr. Milne deserved his diploma.

Canada Flakes.

Galloway & Parnell, manufacturers' agents, Vancouver, held levee day after day at the Exhibition, serving dainty crisp mouthfuls of Canada Flakes in saucers with genuine British Columbia cream and sugar. The Peterborough Cereal Co. put up this breakfast food and Galloway & Parnell have secured the western agency, which they are pushing hard. They also had an exhibit of the Economy glass jar, designed to take the place of the old-fashioned screw-top sealer. A cover of English tin, heavily coated with pure gold lacquer, seals the can by vacuum, the fruit being either cooked in the jar or put in hot after cooking. The tin pressing down drives out all air. A rubber and wax rim touches the top edge of the glass and a clip spring holds the cover on. To renew tops is as cheap as rubber rings.

Columbia Flour Mills.

That good flour is made in British Columbia was what Mr. F. V. Moffett, of Enderby, a thriving town in the Okanagan, undertook to show the people with the display from the Columbia Flouring Mills of that town. A great dome of sacks rose high above the floor and from the interior a sample sack of two pounds weight of flour were freely distributed to all and sundry, that they might take the goods home and try for themselves.

Moffett's Best, Three Star, and Drifted Snow, the latter a pastry flour, are some of the brands put up at the Enderby mill. Mr. Moffett is a very enterprising business man and has built up a large trade. His mills are in the centre of the fine wheat growing district of the Okanagan Valley, and in addition to using the local crop, large quantities of the choicest No. 1 hard wheat from Manitoba and the Northwest are imported, for so great is the demand for this flour that there is not enough wheat grown in the district to fill the orders.

Dominion Exhibition—Industrial Building Illuminated.

"It's Never too Late to Learn"

If your Tea trade has not been profitable.

Grains of Wisdom

Mr. Grocer, it is because of the **want** of wisdom in not handling

Blue Ribbon *Ceylon* Tea

Join the **Blue Ribbon** ranks **now** and become **thoroughly drilled** in the **art** of **Tea Saleability**—then **your trade** will be **profitable. Blue Ribbon Tea draws** well—**custom** to **you, satisfaction** to **your patrons.** The **40c. Red Label Line** is a general favorite and **wins** new customers everywhere.

JOIN THE RANKS NOW.

"Every delay gives opportunity for disaster."

Woodenware! Woodenware!!

WHY NOT HANDLE THE BEST?

We are manufacturing ***Pails, Tubs,*** and ***Woodenware*** of every description, unsurpassed in ***handsome finish*** and durability; they will ***cost you no more*** than other makes; they sell on their own merits; this means ***customers satisfied*** and trade ***increa***

Order a sample shipment from your wholesaler and be convinced.

Insist on being supplied with

"KEENAN BRAND"

KEENAN WOODENWARE MFG. CO.,

LIMITED

Pails and Tubs of all kinds
Woodenware
Peach and Grape Baskets
Pork Packers' Baskets
Berry Baskets and Crates

Owen Sound, Ont.

FINE DELIVERY WAGONS

ARE OUR SPECIALTY

We turn out a wagon that for appearance, convenience, workmanship, and price is just what you want.

Write for our terms. Let us show you what we can do.

H. C. ABBOTT CO., Carriage Factory

308-316 Dundas St., - LONDON, ONT.

RETURNED JAN 15 1906
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To

MOKARA

a home drink for everybody

NATURAL, ABSOLUTELY PURE, HARMLESS

REPLACES ORDINARY TEA OR COFFEE

Contains none of their OVEREXCITING AND ENERVATING PROPERTIES, MOKARA, is not only an agreeable, soothing and toning BEVERAGE, cheaper and healthier than tea or coffee, it is also a COMPLETE FOOD, a powerful brain, nerve and blood BUILDER, as valuable as BREAD.

MOKARA agrees with everyone at any stage of growth or health.

PREPARED AND USED THE SAME AS ORDINARY COFFEE

DOCTORS endorse MOKARA

Dr. T. J. Donald, official analyst, says: "Mokara contains no alkaloid caffeine. It is pleasant to the taste, soothing, and nutritious."

ANALYSTS approve MOKARA

Mr. Milton L. Hersey, City and Provincial analyst, says: "Mokara is very satisfactory. It is nourishing, palatable, and contains no caffeine."

SOLD BY ALL GROCERS

10c. per package, sufficient for 100 cups.

Prepared solely by MOKARA MILLS, 21, 23, 25 Gosford St., Montreal.

THEODORE LEFEBVRE & CO.

Coffees, Spices, Grocers' Sundries, Etc., - **Nos. 21, 23, 25 Gosford Street**

Opposite the City Hall

MONTREAL

READ WHAT CANADA'S LEADING
RETAIL GROCERY HOUSE SAYS

OF

"Cook's Friend Baking Powder"

THE
COOK'S FRIEND
BAKING POWDER
THE COOK'S FRIEND BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

RETURNED
OCT 27 1905
To Le Prix Courant
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page 15

FRASER, VIGER & CO., Montreal, say in all the dailies of Montreal:

"

The Old Reliable.

McLaren's Cook's Friend Baking Powder

put up in full-weight 16-oz. packages at 25 cents each, is worth any foreign imported Baking Powder at double the money.

We sell McLAREN'S "COOK'S FRIEND" Baking Powder, only in full-weight one-pound packages at 25 cents each.

McLAREN'S "COOK'S FRIEND" has stood the test of time—40 years or more of uninterrupted success. Every package reliable, and guaranted of absolute purity.

FRASER, VIGER & CO.,
Italian Warehouse,
Established 1850

THE NORDHEIMER BUILDING,
207, 209 and 211 St. James Street,
MONTREAL

"

If "it is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, - Montreal

BRITISH COLUMBIA NEWS

Vancouver, Oct. 19, 1905.

CONCURRENT with the announcement of the rushing of work on the extension of the V. V. & E. Railway eastward from Cloverdale, in the valley of the Fraser River, to meet the section being built west into the Similkameen, comes a very well supported rumor that the C.P.R. is taking steps to build that section of the Crow's Nest Railway, in West Kootenay, never yet undertaken, and giving direct rail connection with Nelson, instead of the long trip by steamer on the Kootenay Lake. In connection with this projected extension is the extension of the line across from Midway to the Nicola-Spence's Bridge branch, which would give a direct alternate line through to the coast via the Crow's Nest Pass, Nelson, and the Boundary district, only using that portion of the main line from Spence's Bridge to the coast, which is in the Fraser Valley. The Spence's Bridge-Nicola branch is now under construction. The building of this short line would make the trip to Nelson from the coast nearly twelve hours shorter than it is now.

* * *

Coming from Montreal, and with the addition of eastern newspaper comment of favorable nature, the news that through freight rates from Montreal to Edmonton had been materially reduced, is accepted by the wholesale trade in British Columbia as little short of a notice to quit. It is considered as the greatest blow to the trade being built up from this coast that has ever been sustained since there was any wholesale trade here. The rate is practically giving Edmonton the same rates through from the east as Calgary. For a long time wholesalers in B. C. struggled with the C.P.R. to receive an equalized rate with Winnipeg, taking Calgary as a point of division. The new rates announced are sweeping enough to make trade on the Edmonton line out of the question for B. C. coast jobbers in competition with eastern houses. If, as foreshadowed in the despatches, which are all that the trade or officials have as yet to guide them, the subject of extending these through rates to Mission Junction is being seriously discussed, there will be something doing in the transportation sections of the various coast boards of trade.

* * *

Potatoes of the Ashcroft variety will be distinctly a luxury this Winter. Despite the fact that a coast district exhibit won the potato prize at the Dominion Fair, Ashcrofts have the reputation, and the quality to back up the reputation as a first-class all round tuber. The crop this year is limited, and nearly the whole quantity has been taken into a few hands. It is stated that one broker alone cleared up $5,000 profit in turning over the stocks he had bought. The price is already quoted as high as $26 per ton, while lower mainland potatoes are going at $15, and quantity is liable to great reduction when sorting is done, as the quality is varying greatly this year. Island potatoes, as those grown on Vancouver Island, are all absorbed in Victoria as a rule, though there may be some lots shipped over to Vancouver this year. Of course the shipments to Dawson and other northern points are over for the year.

* * *

In fruit, B. C. apples are at present the leading feature of the market, not only to the entire exclusion of apples from any other part of the world, but to the overshadowing of other fruits. In the jobbing houses large stocks are being handled, and a look at the shop windows of the retail district shows how fine is the quality of the local apple. The coloring as seen in box after box is simply gorgeous, and the quality and texture when practical test is made quite equals the color, which can only be compared in richness to the glorious Autumn tints of the western foliage. Prices for apples are: Coldstreams, and other Okanagan stock, $1.75 per box; locals, 75c. to $1.50 per box. Pears, Winter varieties, 75c. to $1.25 per box. Grapes, British Columbia, $1.50; California, $1.50 to $1.75 per box. Pineapples (a small stock having arrived on the Australian steamer) $3 to $3.25 per dozen.

* * *

A trade which is capable of great expansion, and one which has had some attention from time to time by various people interested in the fishing industry, is that of shipping mild-cured and frozen salmon to Germany. A number of years ago, when the Columbia Cold Storage Co. first began operations, shipments of fresh frozen salmon were begun, and have since been continued from time to time. In cured salmon but little has been done to date. A recent visitor to Vancouver is the senior member of Klevenhausen & Co., of Bremen, Germany. Mr. Klevenhausen has been arranging for the shipment of a hundred tons of specially cured sockeye salmon and Spring salmon, to his house, and he expresses the opinion that this trade will certainly be a large one in the near future.

Several hundred cases of frozen halibut from Messrs. Wallace Bros.' plant on Skeena River arrived from the north this week for shipment in cold storage to England. The shipment of halibut by the carload in ice, to the eastern States and Eastern Canada, has been extensively carried on for years, principally by the New England Fish Co., but the shipping of the prime halibut of northern B. C. coast waters has not previously been exploited to any great extent.

* * *

The final returns from the canneries have not yet been made public, only the retort count, as the salmon pack was being put up, having been given as the sockeye run closed, but indications are as the great packs are being handled and cased up for shipment, that very few "leaks" proportionately are showing up. The percentage of leaks is sometimes large, and the leaky tins are necessarily thrown into lower grades, but the system of packing is now so perfect that the loss is small.

* * *

On the Miowera, which sailed a week ago for Australia, a large consignment of canned salmon went forward, and the steamer Jason, of the China Mutual Line, will take a large shipment to Liverpool when she sails, which will be in a few days. By rail a considerable portion of the pack has been sent to Eastern Canada.

* * *

Cohoes are now running very well on the Fraser River, and two or three of the canneries are at work packing these fish. The unprecedentedly late run of sockeye salmon has closed now.

* * *

The Board of Trade of New Westminster is opposing very strongly the suggested stopping of fishing on the Fraser River above the bridge. In former times fishing with nets, the same as used on the gulf at the mouth of the river, was permitted as far up the river as Mission Bridge, some 35 miles, but the desire to protect those fish which escape being caught at the mouth of the river and permit them to reach the spawning grounds at the head waters of the Fraser and its tributaries has led to the proposal that the fishing of salmon be prevented above the Westminster bridge.

* * *

Over 41,500,000 eggs of the sockeye salmon have been collected and are now in the Provincial hatchery at Seton Lake, according to Inspector Babcock. This is ten times as many as secured last year.

"Jim Key," the educated horse, operating cash register. Used by him in daily exhibitions at Louisiana Purchase Exposition 1904. At White City Park Chicago 1905

Merchants with horse sense use National Cash Registers and increase their profits. Money is saved and the register purchased on easy installments from the money saved.

Please cut off here and mail to us today

National Cash Register Company Dayton Ohio

Sending in this card places me under no obligation to buy. I would be glad to have your agent call and explain the workings of your latest cash register, and the best system for my business.

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Address

No. Clerks

SPECIAL "WALKER BIN" COFFEE CASE

5 feet long, 37 inches high, 18 inches deep, with 4 bins (lettered with names of coffees) having a capacity of 50 lbs. of roasted coffee each.

SPECIAL OFFER :

To enable the Grocers of Canada to become better acquainted with **WALKER BIN FIXTURES** we offer this handsome case, made up in either oak or American chestnut (light or dark finish), at the following prices **delivered** :—

Ontario and Quebec points—not west of Sudbury nor east of Quebec	$22.50
Points in Manitoba, in Ontario, west of Sudbury, and all points east of Quebec city	25.00
Northwest Territory points	27.50
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We Pay the Freight.

In ordering state whether oak or chestnut—light or dark finish.

Write for booklet on complete line "Modern Grocery Fixtures."

The Walker Pivoted Bin & Store Fixture Co.

Factory, Berlin, Ont. **516 Board of Trade Building, Toronto Ont.**

OGILVIE'S Royal Household FLOUR

RETURNED NOV 2 1905
To Montreal
Cal Book 42
Page 54

RETURNED

OGILVIE'S Royal Household FLOUR

RETURNED NOV 1905

You are Risking Money And Reputation If you stock New Wheat Flour

Your trade depend on YOU to look after the quality of everything they buy at your store. If the flour is not good, they don't blame the miller—they blame YOU. They expect you to know that it is all right. It is best to make sure that the flour you stock is milled of OLD WHEAT. "ROYAL HOUSEHOLD" IS.

If wheat is not allowed to "sweat," or age, before it is ground, the sweating will be done in the flour. You know the kind of bread such flour will make.

When new wheat is ground as it comes to the mill, the flour is "soft," and will not take up water or stand up in the oven.

You will have a mighty hard time trying to explain all this to some woman who bought new wheat flour in place of "ROYAL HOUSEHOLD" at your store.

Months ago, we saw there was going to be a shortage in old wheat. We started right in to protect YOU and thousands of other grocers who depend on "ROYAL HOUSEHOLD" to please all their customers. We bought all the old wheat we needed and stored it in OUR OWN ELEVATORS, AND WE HAVE THE WHEAT.

Are you going to take chances on ruining your good trade by handling flour that may or may not prove satisfactory—or are you going to stock "ROYAL HOUSEHOLD" that you KNOW is milled of the finest old crop wheat?

Your money and your reputation are safe with "ROYAL HOUSEHOLD."

RETURNED NOV

RETURNED NOV 2

OGILVIE'S ROYAL HOUSEHOLD

The Ogilvie Flour Mills Co., Limited

Montreal Winnipeg

OGILVIE'S ROYAL HOUSEHOLD

FLOUR AND CEREAL FOODS

THE STORAGE OF FLOUR.

IT would be superfluous to dwell at any length upon the important role played by cereals generally, as a means of sustenance. Their place is too well known and accepted to need of further introduction. The present day consumption of cereals probably eclipses that of any other period. It is in the natural order of things that the more the salient properties of any particular commodity are realized and studied the greater will be the demand for that article, thus it has been with the principal cereals.

Of all the cereals it will be agreed that wheat occupies the pre-eminent position and is undoubtedly the most highly esteemed of all cereals, and has, therefore, made remarkable progress in popularity and cultivation.

It was not until comparatively recent times that wheaten bread formed the staple food of the laboring classes. At the end of the 17th century it was considered in a large measure an article of luxury, and quite beyond the means of those in a humble position in life, and therefore was practically the food of the wealthy. In some parts of the North of England and Scotland wheaten bread was considered a luxury as late as the 18th century.

The origin of wheat dates back to the remote ages. It is found referred to as in cultivation in China at a period of three thousand years B.C. Samples of common wheat were found in sealed vessels in the tombs of the Egyptian kings at the time when the French army entered Egypt, and it was thought that this wheat must have been buried for several thousand years, clearly proving that it was known in cultivation in Egypt at an extremely early period.

There is no doubt that in cultivation wheat has attained a high standard of perfection, nevertheless it is generally conceded that the distribution of wheat over the globe has been by the distinct agency of man alone, as it is not found to flourish in a wild state. Other seeds may be dispersed by wind currents, and in various other ways, but wheat plants follow the course of man alone. In later ages it has been noted how that the cultivation of wheat followed the march of the Romans in much similar way to that in which the vine followed the trail of the Greeks.

With the realization of its importance as a food for man, meeting as it does, the whole requirements of his nature; its cultivation quickly became the great leading industry of the world and its extensive cultivation has marked considerable progress in agriculture and wealth of many countries. It is a scientifically proved fact that well made wheat bread and plain water is sufficient to preserve a man in a good state of health and strength. Extensive wheat growing has placed it at the present day within the reach of the humblest citizen and has made it the greatest staple food of the human race.

The conversion of wheat into flour, as we know it at the present day has been the natural outcome of the increased use of wheat and makes it easily adaptable for the general purposes of the household. It, nevertheless, is a remarkable fact how little is known of the care required in handling the flour of to-day. Machinery has been brought to a high state of perfection for the express purpose of both cleansing and purifying wheat and flour. Yet, it is a noticeable fact that not alone merchants, but millers themselves, are considerably lax in their handling of this cereal. Attention, however, is now being aroused in this very important subject and the modern miller is having his premises arranged in view of the necessary conditions for the proper preservation and maturing of his flour.

It is the "storing" of flour which is of prime importance, as it will quickly deteriorate under unsuitable conditions. To the grocer this care is of the first importance, as if improperly stored, not only will it become unfit for sale and in that way be his immediate loss, but if stored in unfavorable surroundings becomes seriously affected; and though its contamination should not apparently be sufficient to warrant its condemnation it will be clearly noticeable after being baked and the article produced will carry the contamination to an extent to become positively objectionable. The storekeeper can have little wonder, therefore, at recieving complaints from his customers, but unfortunately in such a circumstance it is too often the flour itself which is condemned, the importance of proper storing not having been appreciated; especially in these days when flour is often handled by a grocer already put up in package form, for immediate sale.

First and foremost it should be noted that flour should never be stored in a tight, close place or closely packed on shelves, where neither light nor air can gain access. Flour needs plenty of fresh, pure air and should therefore be placed in a position where it is well ventilated, it should also be in a position where daylight can easily gain entrance, but at the same time beyond the reach of the sun. The main object of this is the preservation of perfect dryness and absolute sweetness.

Many store rooms are quite unfit for the storage of flour. the conditions being such as to convey contamination rather than to exclude it. Flour will easily absorb any strong odor such as oil, onions, or the aroma of provisions. and when once affected it is a most difficult. if not impossible, thing to again cleanse it. Further, flour should never be stored in piles, one on the other, but should be so stored that the earliest arrivals will be the first ready for sale. Not only so, but if stored in this way, a heating process is started which has a most injurious effect on the flour itself and with certain grades of flour would possibly lead to germination, a most objectionable occurrence. Age in itself does not cause flour to deteriorate as long as it is kept in a dry, well ventilated and light atmosphere, it will preserve its freshness and sweetness under those conditions a great while.

Another point of equal importance. and which is considerably overlooked, is the question of temperature. Flour should never be allowed to be subject to extremes of temperature. On a cold day, therefore, the ventilation should be

checked, and possibly, in extreme cold, artificial heat used, whereas in hot weather all the ventilation possible should be given to the store room, and if necessary, a current of air created by the use of a fan.

The foregoing remarks must not by any means be construed as being on the lines of "faddism." They are directions which have been absolutely proved in experience as positively necessary for the storage of so important an article of diet. All important millers are adopting schemes on these lines, and even go so far as to have air passages created right from the foundations of their walls, so as to secure perfect ventilation and the exclusion of any possibility of damp.

By following such lines as these, in a moderate way, the local storekeeper will be able to carry a good line of flour constantly in stock and so regulate his buying to suit the market fluctuations, and obtain the benefits arising from buying sufficient stock on low prices to often carry him over the high markets. In addition to which his stock will improve in condition, and he will be giving to his customer an improved quality of flour, the very best advertisement he could cultivate.

CEREAL DECORATIONS.

IF the grocer would only give himself more time for thinking over the details of his business, and how he could best improve his opportunities of increasing trade, he would find the time thus given up to thought and consideration to be time well spent, and a real investment, instead of time wasted, as it is so often supposed to be.

It is only too true that the small grocer and storekeeper very often has his hands fully occupied from morning till night, but if he were really to think for a moment he would find that he is spending possibly hours, per day, of his time in labor which a boy could be got to do equally well for a few dollars per week.

The fact that very little attention is given by the grocer to the display of his flour and cereal stocks is well worth noting. Yet, what can be done more easily and what can be more attractive than a well-displayed corner in a window of packet cereals and flour?

By the use of a little cardboard and wire these packets could be arranged to form almost any device. Bridges, mills, houses, towers, and almost any structure can be imitated for window display, and if so arranged as to utilize a row of gas jets or electric lights, forms a most striking and marvellous effect, and could not fail to be a means of attracting crowds of onlookers to the store. It goes without saying that the greater the attraction of the store the greater the success of the individual storekeeper.

THE VALUE OF WILD RICE.

THE introduction of rice as an article of diet has been known for many centuries, indeed it has been used in its wild state as the food of the Indians from time immemorial.

Probably its maturity to-day as a cultivated article is to a large extent owing to the objection to manual labor of the early Indians, for they found the wild rice ready to hand as a convenient and nutritious article of diet.

Its growth in a semi-wild state extends over vast tracts of land in South America, the conditions of soil being particularly adapted to its promulgation. It grows best in a soft, muddy, fresh water soil, where the running water is not too swift, and yet not absolutely stagnant. It will even grow and flourish, it is said, when it is submerged in a depth of water.

The harvesting of the wild rice is done almost exclusively by the Indians in the locality in which it grows, and necessitates quite an ardous labor. Yet they have grown accustomed to the work and accomplish it very successfully. It is almost impossible to utilize modern machinery for the harvesting of wild rice, owing to the perfection of its growth only being attained in watery regions, the harvesting often having to be done by two men in a boat, the one seated in the stern who pulls the plant over by the aid of a stick and gently beats the rice seed out.

As soon as the seed is gathered it is spread out in the sun for drying, this being necessary to prevent fermentation, as if stocked in any bulk while fresh it would quickly start a system of fermentation. At one time it was a custom to parch the seed in a crude open kettle, but that system is considered too primitive for present use.

The process of "Hulling" is still carried on in a large measure according to the early methods, by being beaten and exposed to the wind.

The food value of wild rice is very high and quite on a level with ordinary grain cereals. In parched whole grains of wild rice there is 11.2 per cent. of water; 14.6 per cent. of protein; 7 per cent. of fat; 72.3 per cent. of carbo-hydrates; 1.2 per cent. of ash. That the wild rice grain is nutritious is proved by the extensive use the Indians make of it as a food.

It is used in many ways according to the customs of the various Indians, but it has first to be subjected to a good deal of washing in water to remove the earthy and somewhat disagreeable natural flavor.

Wild rice is not only valuable food to man, but is also a most useful natural food for the innumerable water fowl that exist in those localities, and which besides being a commercial commodity is also valued for sport and pleasure. These water fowl are the best fattened and most highly appreciated of birds for domestic purposes. The importance of maintaining good feeding grounds for this fowl is therefore self-evident, and so it is only natural that the propagation of wild rice which constitutes such nutritious and cheap food should receive great attention.

The attempt to transport wild rice has not been altogether successful, but this, however, has been mainly due to the faulty way of shipping it for seeding purposes. Investigations have proved since that wild rice which has been thoroughly dried will not germinate, and that only seed which has been kept moist in a most careful way possible can be favorably planted. Lack of carefulness on this point is what has led to the failure in this respect.

SERIOUS DELAY IN TRANSPORT.

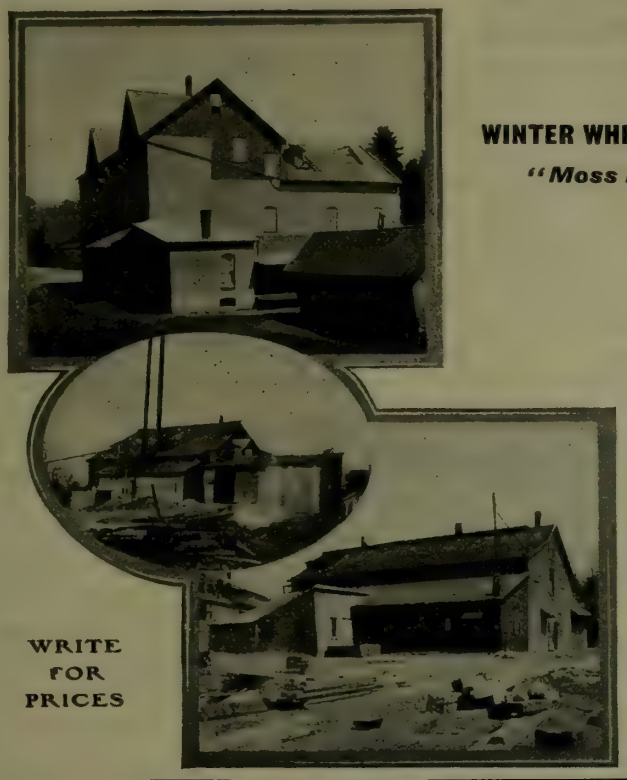
MONTREAL grain men express fears that they will not be able to fill contracts for Canadian wheat abroad, owing to the slow arrival of the cereal from the west. At the present time the arrivals in the port of Montreal might be roughly calculated at a million bushels per week, the larger part of which is coming in on the vessels of the Montreal Transportation Co., and like craft.

On the floor of the board of trade it was stated recently by grain men that five steamers were lying off Depot Harbor yesterday awaiting an opportunity to unload. This they were unable to do owing to the elevator there being choked up with grain for which there was not sufficient cars to move out quickly.

From now on until the close of navigation the grain men state that their bookings for shipment abroad are very heavy indeed, far greater than last year, though at the same time the shipments of wheat through the port have not as yet reached last year's figures. The total shipment of wheat from the port, from the opening of navigation to the end of the first week of October, amounts to 5,100,000 bushels, as compared with 6,500,000 for the same period of 1904. In total grain ship-

QUANCE BROS.

MILLERS



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WINTER WHEAT FLOUR
"Moss Rose"

BLENDED FLOUR
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"Ladies' Favorite"
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MANITOBA FLOUR
"Kitchner"
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CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR.

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Domestic and Export. Correspondence Invited.

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MANUFACTURERS OF

IMPROVED ROLLER PROCESS FLOUR

Capacity 300 bbls. per day

Our leading brands:

"BUDA," "NEVA," "DAILY BREAD," AND "PATENT"

Special brands will be given to dealers upon application. Increase your trade by selling our flour.

SHIRK & SNIDER, Bridgeport and Baden, Ont.

Look Which Way You Will

It all comes out the same:

" GROCERS MAKE MONEY SELLING

ORANGE MEAT"

Some grocers do so well with this, the greatest of breakfast foods, that they drop other lines entirely. If you do not carry **Orange Meat** let us tell you that no purer product is on the market, because no cleaner cereal plant is in the country. Add to these truths and all-important facts, the inviting prices of **Orange Meat**, the stimulus of our newspaper publicity, and the drawing power of the coupons — why! you can do a trade, a profitable trade.

SAY YOU ORDER A TRIAL CASE.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

THE

Frontenac Cereal Co.

LIMITED

KINGSTON, ONT.

ments, however, the port is now far ahead of last year, owing chiefly to the large shipments of corn via Montreal, the amount being more than double what it was a year ago.

GRAIN IN SOUTH AFRICA.

WITH a population, white and colored, of over 6,000,000, South Africa's consumption of cereal foodstuffs probably exceeds 9,000,000 pounds sterling yearly, of which only about two-thirds, or something like 7,000,000 pounds, are produced in a normal year in the sub-continent. In an abnormal year, like that of 1903, one-third of the consumption or, say, 3,000,000 pounds' worth of corn and grain, require to be imported. The output of South Africa's milling industries fluctuates in sympathy with the causes affecting its agricultural productivity, for although flour and meal in normal years are largely ground from imported corn, the oversea articles, despite duties, are in greater evidence in those years when the failure of colonial crops makes necessary the import in quantity of grain and corn. To a large extent, therefore, South Africa's productivity, agricultural and industrial, in any given year, is the barometer of the demand which may be expected, not alone for all lines of grainstuffs, but for those completed articles which are the manufactures of aversea milling.

Commenting further along the same line, the British South African Gazette says that twenty milling establishments in the Transvaal are occupied principally in grinding imported corn, as the people of that country usually eat what they raise without other preparation than pounding it in a mortar.

On a rough estimate, South African mills may be assumed to be equal in a normal year to an output of 3,250,000 pounds, as an average consumption of 4,100,000 pounds, the balance having to be supplied from over sea. While South Africa is, therefore, dependent on oversea mills to the extent, in normal years, of about three-quarters of a million sterling for flour meal, the catering for its requirements is shared by a greater number of countries than is the case with the supply of corn and grain.

BREAD IN THE RETAIL STORE.

A QUESTION it would be well for the grocer to ask himself is: What is my interest in the bread trade? Sales of bread could be materially increased with a little care and cultivation on the part of the grocer. The housewife is fast losing her interest in bread baking, indeed few housewives would confess to knowing the best method for baking it. They would tell you that they relied altogether upon outside purchase for their household supply.

We cannot press too strongly on the grocer the necessity for him to sieze every opportunity for adding to the number of goods he handles, and to see that every line of goods is given equal consideration in his store. Nothing could possibly appeal more to the grocer than the handling of bread in his store. The manufacture of bread has become a real question of the adaptation of scientific principles, and the machinery necessary for its perfect manufacture calls for the making of it on a large scale. The wholesale baker, therefore, is naturally on the lookout for a good retail store who will handle the distribution of his bread and he finds in the retail grocer an avenue ready to hand for placing his bread before the public. The grocer would do well, therefore, to see that he has a nicely arranged place in his store upon which to show a good line of bread.

It would be well for him to note that bread must be kept in a dry, cool place and as far as possible air tight. Under these conditions properly baked bread will keep good for several days. It is the careless handling of bread which makes it become dry and unpalatable.

If loaves of bread are wrapped in wax paper soon after baking and then placed in a cool, dry place, they can be opened up for use and will retain a good deal of their original moisture and flavor several days after baking. The bread customer is a daily one, and it would be a good thing for the grocer to have for his customer a good palatable loaf which would bring him in touch with his store each day, thus adding another means of keeping a continual hold over his customer.

NOTES.

The Under Colonial Secretary says Cape Colony's milling industry is second only to the diamond mines in its importance, and the machinery and plant equipment has increased enormously in the past fourteen years, a feature being the displacement of water, wind and animal power by the use of gas and steam engines, the value of the machinery and plant in its 190 mills being several million dollars.

Good Name and Good Goods

We are in a position to offer the trade the finest

FLOUR, GRAIN,

AND . . .

MILL OFFALS

. . . TO BE HAD

Our Brands can be relied upon by the dealer who wants the best values

Howland's Best **Howland's Choice**
Star Light **Planet**

Send for quotations on a trial order.

HOWLAND BROS., Limited

KLEINBURG, ONT.

Capacity of Mill 200 bbls. per day.

NORVAL MILLS

ROBT. NOBLE

MERCHANT MILLER
NORVAL, ONT.

Choice Winter Wheat and Manitoba Blended Flours a Specialty.

MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled by few Canadian mills.

Our Special Brands are :

Snow Flake—Manitoba Patent.
Lily White—Manitoba Strong Bakers.
Ontario—Manitoba Blend.
Pastry—Pure Winter Wheat.

We are also General Grain Dealers. A trial solicited. **Satisfaction** guaranteed.

OUR BAKERY DEPARTMENT, operated in connection with our mills, offers the trade a complete assortment of cakes, biscuits and tarts.

W. Moore & Sons

MEAFORD, ONT. - CANADA

Alfred T. Tanguay & Co.,
Commission Merchants
FLOUR, GRAIN, ETC.
QUEBEC, CANADA.
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A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

J. B. RENAUD & CO.
Flour, Grain and Provisions
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The largest exporters of
BEAUCE MAPLE SUGAR
126-140 St. Paul Street, - - - QUEBEC.

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Owen Sound, Ont., Canada
Wholesale Dealers in
BUTTER, EGGS, CHEESE, FRUIT, POULTRY, FISH, OYSTERS, VEGETABLES, RAW FURS, HIDES, SHEEPSKINS, WOOL, ETC.
We are Direct Importers. Cold Storage on Premises
We solicit your trade, believing we can serve your best interests, as we carry a large stock at all times. We fill orders promptly, and at lowest market prices.

M. N. STEPHENS & SONS
Manufacturers of Flour
BRANDS
For Biscuits "WHITE WINGS"
Family Blend "GOOD LUCK"
Bakers "MANITOBA PATENT"
GLENCAIRN, - Ontario

ASK YOUR GROCER FOR
Hunt's "Diamond" Flour
Cabot Manitoba Patent
King Pastry Flour
Mixed Cars Our Specialty
Buckwheat Flour, Oatmeal, Corn Flour, Pot Barley, Split Peas
Bran, Middlings, Feed Wheat, Cornmeal
Wheat Germ, Whole Wheat Flour, Graham Flour, Rolled Wheat, Cracked Wheat
HUNT BROS., Merchant Millers,
London, Ontario.

"GOLD CROWN"
FLOUR
is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.
Sutcliffe-Muir Milling Co.
Moosomin, Sask.

Choicest Canadian Cereals
Always on top for quality and flavor—the Peerless Brand
We are Manufacturers and Exporters of high-quality Cereals made from Canada's best grain.
Flaked Oats *Flaked Wheat*
Rolled Oats *Corn Meal* *All Kinds of Feed, Etc.*
Ours is the most modern IMPROVED PROCESS, and our millers are thoroughly experienced, picked men. Everything contributes to make our brands A No. 1, and we guarantee satisfaction.
CORRESPONDENCE SOLICITED.
Parkinson Cereal Co., :: Thornbury, Ontario, Canada.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

BRAMPTON MILLING COMPANY

Millers of No. 1 Hard Manitoba Wheat.

We have a perfect plant and we mill only the finest quality wheat

Our Brands

VICTORIA Hungarian **ROYAL** Patent

MAJESTIC and **ELECTRIC**

are guaranteed to give satisfaction to you as a dealer, to your customers as consumers. Write for quotations and let us send you a trial order and you will want more.

The Brampton Milling Co., - Brampton, Ont.

Capacity 200 Bbls. per Day.

A TRADE-BRINGING TRIO

"Great West"
Manitoba Patent

"Pride of Canada"
Blended (Family) Flour

"Upper Ten"
Winter Patent

These are three brands of flour that every grocer should have.

We are situated in a splendid winter wheat growing district and enjoy a large trade in the above brands of Flour, Chopped Feed and other Mill Products.

Dealers in all kinds of Grain

JOSEPH KNOX & CO.
STAYNER, ONT.

All who eat bread or sell flour

kindly take notice that

THE McLEOD MILLING CO., Limited
of STRATFORD, ONT.

are desirous of introducing a new brand of flour, viz.:

"McLeod's Special"

on which we are building up our reputation.

A brand that will please your customers and build up your flour trade.

Packed in eight hoop bbls., and cotton bags.

Write or wire for quotations.

The McLeod Milling Co., Limited
STRATFORD, ONT.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Order To-day

Receive To-morrow
Here we are again with the best FLOWER POTS, FERN PANS, SAUCERS, ETC., equipped for your trade. No. 1 assortment, Pots and Saucers: 50—4 inch, 50—5 inch, 50—6 inch, 20—7 inch. Special price, including crate, $5.60 net. Special orders filled.
THE FOSTER POTTERY CO,
HAMILTON, LIMITED.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

GELATINE FACTS.

GELATINE—what is it?—is the question often raised by the purchaser of this very useful article. The housewife uses it, the clerk sells it, the grocer buys it, and the commercial man handles it, but few can answer the question when asked, "what is it?" Well gelatine is really an animal glutin, pure and simple, and when properly prepared becomes a very useful article of diet. It forms a convenient base for such things as jellies and a multitude of dainty and attractive confections, and has the advantage of being a valuable nutrient, and is extremely easy of assimilation and therefore an indispensable adjunct to household economy.

Pure gelatine is transparent, usually in thin plates, of a yellowish white color, it has neither taste nor smell and is neutral to vegetable color. In contact with cold water it swells up, but does not dissolve, and will absorb from five to ten times its weight in water, according to circumstances and length of immersion.

It contains about 50 per cent. carbon, 6.6 per cent. hydrogen, 18.4 per cent. nitrogen and in pure state no sulphur. In hot water it is easily soluble, but quickly "sets" again when cooled.

Gelatine, although an animal product does not exist in the form known to the commercial world, but is obtained by treating certain animal substances, such as bones, skins, tendons, etc., with dilute hydrochloric acid, but chiefly the bones of oxen, calves and sheep. The hydrochloric acid dissolves the mineral constituents and leaves the bone cartilage; this, when boiled for a long time with water, dissolves and forms gelatine which can be purified by dissolving in hot water and precipitating by alcohol. A very pure variety is obtained from the swimming bladder of the sturgeon and similar species of fish. Most gelatine, exposed to the air, rapidly putrifies, the liquid becoming first acid, but afterwards giving off ammonia. Dry gelatine is unaltered by contact with the air.

Impure gelatine—called glue—is prepared by a simple process of boiling down hides, horns, hoofs, and cartilage, with water under pressure, and subjecting it to heat. This product, however, is employed only as an adhesive medium for such things as wood, leather, paper, etc. and is in no wise fit for food.

Sixty Years of Popularity
COX'S GELATINE may now be had in a new form as
COX'S INSTANT POWDERED GELATINE
It dissolves instantly in hot water. No trouble Recipes in every box.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES
Registered U. S. Pat. Off.
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.
Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 88 St. Peter St., Montreal, Can.

IT'S GOOD;

that's the reason for the satisfaction given in the use of

JAMES' DOME BLACK LEAD

Good for you because it pays well; good for your customer because it does its work well. All Jobbers handle it. Every Grocer should have it.

W. G. A. LAMBE & CO., Canadian Agents.

MINTO BROS.,

Telephone Main 353
F. J. WHITE,
Manager

Direct Tea Importers and Blenders, 55 FRONT ST. E., TORONTO

They say he drank too much, That's so;
And yet all must agree
What made a poet out of Poe
Was just a little t.

It only takes a little of ***MOTHER'S FAVORITE***

"MELAGAMA" ***CEYLON TEA*** to convince the most skeptical that this blend is unequalled for ***purity, flavor*** and ***strength.***

SEND FOR SAMPLES AND PRICES OF NEW TEAS DAILY ARRIVING

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar makes delicious pickles and delightful salads.

Purnell's Sauces and Pickles are on top for quality.

PURNELL, WEBB & CO., Limited, - Bristol, England.

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I—Horace Haszard, S. Side Queen Square
St. John, N B—Robert Jardine.
Montreal, P Q—A. J. Hughes, 1483 Notre Dame Street
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block
Halifax, N S.—E. St G. Tucker, 1 Bedford Row
Toronto, Ont.—J. Westren, 630 Ontario Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.
Hamilton, Ont.—Bickle & Greening

A Special in Candies

It cost us money to send our travellers around to see you. Send us your order direct for those and save money.

CARAMELS—In Drums—Maple, Chocolate, Assorted, Trilby, Swiss or Cream Caramels, per lb... ***11c***

CREAMS—In Pails—Choice Mixed Creams and Jellies, regular 12c..... ***10c***

Creams in boxes—about 35 lbs.—(a nice mixed Cream) Assorted Colors and flavors..... ***7½c***

CHOCOLATE DROPS in 5 Pail Lots, assorted or Vanilla Flavors, as desired, per lb..... ***10c***

Freight paid in Ontario on 5 Pail Lots 3 per cent. off.

We have anything you want in the Candy or Biscuit Line and will quote you close figures. Let us send you a trial order.

IMPERIAL BISCUIT CO. LIMITED

GUELPH, ONT.

NOW IS THE WINTER
OF OUR DISCONTENT MADE
GLORIOUS BY—WHAT?—

"KKOVAH" PLUM PUDDINGS

In 1-lb., 2-lb. and 3-lb. Bowls

AND

"KKOVAH" MINCE MEAT

In 2-lb. Jars

Prices on Application

SUTCLIFFE & BINGHAM, *Limited*
17 St. John Street,
MONTREAL.
Works : Manchester, England.

SHORT BREAD

AND

OATMEAL BISCUIT

Seasonable Lines

Write for a trial order.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

BISCUITS AND CONFECTIONERY

CONFECTIONERY ENTERPRISE.

VERY few storekeepers really appreciate the value of cultivating the "children's" trade. If they only stopped to consider for a moment they would see at once that to attract around themselves all the little folks of their community really means securing as a valuable asset the custom of the coming generation. How few ever pause to consider the consequences to their business of cultivating the good-will of the rising generation.

Every one of us can recall some circumstance or other in connection with our childhood in which a storekeeper is engraven on our minds either for better or worse and our estimate of the individual to-day is really our experience of him in our earliest days. An instance is recalled in which a little girl running her mother's errands was greatly mortified by the rudeness of a certain storekeeper to her, before several other persons. In after years, as she grew up she could never tolerate that man, and when she arrived at womanhood and still lived in the same neighborhood she could not be persuaded that the storekeeper was not the same insulting and inconsiderate man as he had been to her. At one time in her history that storekeeper lost an opportunity of securing an order for over one thousand dollars' worth because this grown up woman could not abide him.

The grocer of to-day has an opportunity within his reach in his "confectionery" department of securing the goodwill of the young people of his neighborhood. It is time that the grocer really waked to the importance of this department.

Many are the avenues which might be opened up to his advantage and which he is letting slip through his fingers. It is not sufficient just to purchase a few lines of confectionery and put them on the shelves and await developments.

"You can't get trade
If you sit in the shade,
And wait for business to grow."

The thing to do is to departmentalize your confectionery. Give it a special place in your store. Let it have a well defined display that will attract the youngsters, and whenever occasion arises, suggestively draw your customer's attention to that department. It need not be large, the real question is to locate it in a certain part of the store. Let it be in perfect keeping with the symmetry of the store generally, and the storekeeper will soon find that out of this little care, forethought, and investment a profit of no mean order will accrue.

When once your confectionery department is located add a few tables and chairs, and what is to hinder a judicious light refreshment being served, such as a cup of tea and a biscuit? You have the tea, coffee, cocoa—you have the cake and biscuits—why not use it as an additional attraction to your store—a paying one, too.

In England and continental cities many a grocer runs a good side issue in the form of light refreshments, making his favorite blend the leader, and at the same time educating his customers' palates in tea and coffee tasting. An instance is on record where a grocer gave up his shop parlor for this purpose and he soon had a room full every afternoon, the very time he was usually quiet in general trade, and a good revenue to boot.

His sales of sweets and confections increased as well.

A GOOD SUGGESTION.

THE retail confectioner can put up a stunning line of box goods if he so chooses, prepared exclusively from ready made candies. The idea is to buy candies in twenty-five pound boxes, or in pails, using judgment as to the quality of goods and price. Blend the different candies and find out just how much per pound a nice mixture costs you; then buy some beautiful candy boxes—such as are advertised incessantly in the Journal—pack the candy artistically in the fancy boxes, put tongs in if you like, then encase each one in a neat wrapper which bears your own business card. Tie them with handsome cords or advertising tape. The storekeeper with a sharp pencil can figure out some money-making deals from this proposition. Take it on the whole, the small confectioners know not what they can do in the way of putting up nobby goods until they really make trials at it; then they become enthusiastic and the scheme takes root and thrives. See what you can do for 19 cents, 29 cents or 39 cents in pound box stunts; or 12 cents, 14 cents or 19 cents in half-pound parcels. For pound boxes make a mixture something like this: One pound of fine bon-bons, called 60 cent goods; two pounds of 40 cent goods; three pounds of 20 cent goods— total, six pounds. Average cost of this mixture at wholesale rates about 18 cents per pound, then pound boxes, wrappers, etc. It would make a good 39 cent special. Don't you think so? This mixture is given to show what we mean about putting up box goods; there is no limit to combinations, however. Besides the box goods racket many clever things can be packed in transparent bags, such as blanched and salted peanuts, salted almonds. brittle coated popcorn, golden grain crispies, and what not. Come now, ye candy store runners, if you have decided not to make an ounce of the candy you sell, do the next best thing; establish a fancy package department and a transparent baggery. In order to make any special or semi-special business thrive it becomes necessary to blow your publicity horn with compressed air from the interior of Elysium."—Confections Journal.

LONG LOAVES.

In France and Italy are found the largest loaves of bread baked in the world. The "pipe" bread of Italy is baked in loaves two feet and three feet long, while in France the loaves are made in the shape of very long rolls four feet or five feet in length, and in many cases even six feet.

The bread of Paris is distributed almost exclusively by women, who go to the various bake-houses at half-past five in the morning and spend about an hour polishing up the loaves. After they are thoroughly cleaned of dust and grit the "bread porter" proceeds on the rounds of her customers

CANADA, A HAVEN FOR THE TOURIST

FOR some years it has been a source of wonder why the business men of Canada have not been more interested in the "tourist" question, and that they have not seen more keenly the benefit to be derived by fostering such travel.

At the meeting of the Maritime Board of Trade at Yarmouth, N.S., in August last, the subject of "Tourist Travel" was introduced by Mr. A. W. Eakins, No one present but must have been greatly improved with the large possibilities and value of cultivating this "Tourist Travel," but all could see a need of interesting the business men of each section of the country, and the importance of making a bold push to advertise the many beauty and health spots of our fair Dominion.

There is no doubt our local Government could be influenced to keep on the good work, once they saw that business men were fully awake to the importance of securing the largest "Tourist Travel" possible.

It is too evident that a great many of our business men think that anything they can do will not add to the increase in "Tourist Travel," but this is a great mistake. There is much to be done and if business men would improve their surroundings and get their respective districts in better shape, this would be a starting point.

As a rule the tourist class are not hard to please, but they seek for good hotels and, above all, they ask for clean and cheerful surroundings.

Many towns fail to attract simply because of lack of care in stores, streets, civic government and courtesy of the residents. The business men of Maine have, after years of persistent work, got the tourist travel of that State in such shape that the cash revenue runs into the millions each year.

Some sections of Nova Scotia, where the business men have taken hold and seen that needed reforms were made, and have aided in many ways the natural attractions, are now reaping a rich reward and instead of a dull season in mid-summer they find a direct flow of cash into their tills left by the stranger within their gates.

As to the Maritime Provinces, they should be the rest and play ground of many thousands of our upper Province people.

Much as The Canadian Grocer has done to make known our many advantages, still there is much more yet to be done, and once we have our business men interested along these lines then we will be on the fair road to success, and much cash that is now diverted to other countries will be circulated in the district that has made the greatest improvements.

One thing that has come under notice is how few business men express their views on this subject through the medium of the journals.

It would be a subject of great interest as well as a possible means of solving the question of how best to attract "tourists and sportsmen to Canada," if the commercial population were not only to make this matter the subject of thought and conversation, but also if they were to give candid expression to their views through the columns of the leading papers.

It is indeed a question which, if properly dealt with might lead to a development of revenue of a character that would benefit vast areas which at present are to a large extent only partially developed.

The railway systems are doing their share by the issue of interesting pamphlets, magnificently illustrated, and these in a limited way are doing their work.

There is a danger, however, that the business men of Canada, whose progress has been more by the evolution of their surrounding circumstances, overlooking the immense amount of revenue of an

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C. P. R. Moraine Lake, near Laggan, Alta.

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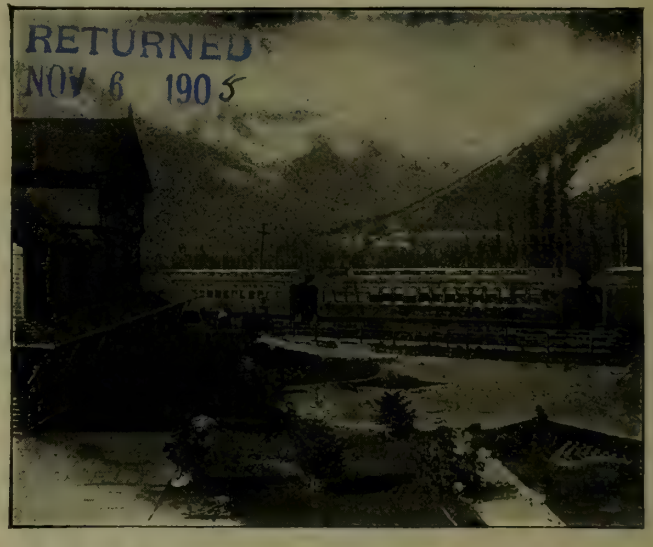

C. P. R. Selkirk Glacier and Glacier House.

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE to include this in your NEXT ORDER FOR PEEL from your jobber.

AGENTS:
ROSE & LAFLAMME
MONTREAL
and
Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

SUGARS, Limited.

CANE, BEET AND MAPLE PRODUCTS.

IMPORTERS, EXPORTERS, MANUFACTURERS.

HEAD OFFICE:
MONTREAL, CANADA

Also Canners of FRUITS AND VEGETABLES

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page 16

Pure Maple Syrup

—That's the only kind we sell.
—Every gallon guaranteed ABSOLUTELY PURE.
—Try a Sample Lot.

LET US HEAR FROM YOU.

Absolutely and Always Pure.

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies Montreal

almost lavish nature which could be secured by each district making known the advantages of its locality and its sources of attraction to the tourist and sportsman.

A PROMINENT INDUSTRY.

AN industry that bulks largely in the industrial activity of Niagara Falls is the Myers Royal Spice Company. The head of this concern, Mr. Thomas Myers, is a gentleman whose name has been familiar to stock raisers both in Britain and the American continent for the last half century.

He was born in Otley, England, and at an early age became interested in the study of live stock, but more especially of horses, cattle and poultry. This interest was not merely that of a "fancier," but took a very practical shape, for before long he became known to stock raisers in England as the inventor of a special condiment—now well known as Myers' Royal Spice—which he claimed to be superior to anything heretofore known as a tonic for horses, cattle and poultry.

Having implicit faith in the efficacy of his preparation he resolved to make it his life work. His first move was to open an unpretentious shop in York, where he manufactured and retailed his Royal Spice. Meeting with remarkable success he soon established a large mill and this was shortly afterwards duplicated by another at Hull.

About this time Canada was attracting much attention in Great Britain as a cattle raising country and with commendable foresight Mr. Myers decided to establish a branch on this great continent. Since then the history of the Myers Royal Spice Co. in this country has been one of steady, continuous progress and expansion. The firm have met with remarkable success at national and international exhibitions, winning many medals and diplomas, among which may be mentioned the only medal awarded at St. Louis World's Fair for stock foods for horses. It is not really a stock food but a condiment to be used with food, and contains no corn, middlings, etc. Their argument is, why pay ten cents per pound for what costs only one cent? If you desire bulk for your money, take 100 pounds of middlings, or such like, and mix with 100 pounds of Myers' Spice, you will then get a much superior article than most advertised stock foods.

Their Royal Cattle Spice is used for preparing cattle for prize competitions as well as for keeping them in good ordinary condition. It is not a cheap food made simply to sell but is a condiment for improving ordinary feed, equally beneficial for horses, cattle and pigs.

Mr. Thomas Williamson,
Assistant to Vice-President, Managing Director of the Ogilvie Flour Milling Company, Montreal.

A NEW APPOINTMENT.

THE Grocer presents in this issue the portrait of Mr. Thomas Williamson, assistant to Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., Limited. Mr. Williamson is a native of Sanquhar, Dumfrieshire, Scotland. He commenced his business career with the Royal Bank of Scotland, remaining four years with that institution. Coming to Canada in 1886 he entered the employ of the Bank of British North America in Montreal, which he left in 1893, entering the office of the late Mr. W. W. Ogilvie as bookkeeper. On the death of Mr. Ogilvie in 1901 a reconstruction of the business followed and Mr. Williamson was appointed secretary of the new W. W. Ogilvie Milling Co. This position he retained until the business was acquired by Mr. Chas. R. Hosmer, and Mr. F. W. Thompson, when he was sent to Winnipeg as local manager, and until a few weeks ago when he was removed to the company's head office at Montreal, and appointed assistant to the vice-president and managing-director, Mr. F. W. Thompson. Mr. Williamson's long connection with the Ogilvie Milling interests and his thorough knowledge of the details of this vast business and his long years of banking experience and financial matters were the reasons for his selection as assistant to Vice-President Thompson. The great development and growth of the Ogilvie Flour Mills Co., Limited, during the past few years have been such that even Vice-President Thompson with his well-known and characteristic capacity for work, found it necessary to secure relief from the strain, and in the appointment of Mr. Williamson the directors have chosen one who has proved himself a well-tried, hard-working, experienced and capable administrator of large and wide-reaching interests.

C. P. R. Mount Stephen, Field, B.C.

C. P. R. Banff Hot Springs Hotel, B. C.

OUR "ADS"

Are now in all the leading papers reaching all the Canadian people who will want

STEWART'S

DELICIOUS

Chocolates and Bon-Bons

ARE YOU STOCKED?

We have some exquisite designs in fancy boxes. Highest quality. Be sure and get prices.

THE
STEWART COMPANY
LIMITED
TORONTO

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMTED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Mott's Chocolate

"MADE IN CANADA"

is the standard of all Canadian brands

"Diamond" and "Elite"

are money makers, and their sale will hold your trade

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG.

To Enjoy to the Full These Beautiful Fall Days

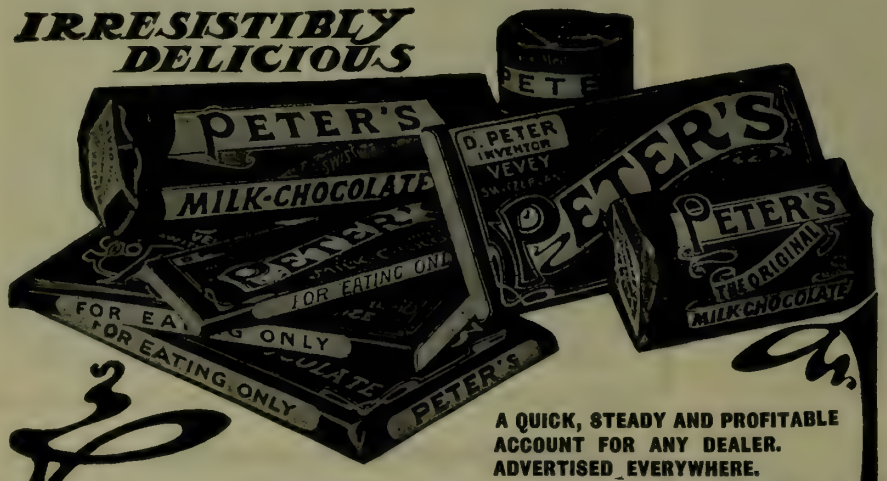
EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

IRRESISTIBLY DELICIOUS



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LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

AUTOMATIC CENTRAL DELIVERY TEA AND COFFEE BLENDER

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER, FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

"Strike While Their Hot"

are packed piping hot, and, in many cases they are warm when they start for your store. If your zeal to get the best goods was as hot as the biscuits and our zeal for grade—we'd soon be sold out. The reason perhaps is that you haven't given biscuits the attention we have given them. We will let that part of it stand. Our advice is worth something. Fall is here. Orders will increase. If your biscuit trade is small try making a nice display of

PERFECTION CREAM SODAS

and advertising them in your local paper.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co., Limited

NIAGARA FALLS CENTRE, ONT.

WE SPECIALIZE IN LINES FOR YOUR FANCY TRADE

WRITE FOR OUR CATALOGUE AND PRICES ON

French Peas, Mushrooms, Cherries, in Maraschino
Capers, Olive Oils, Sardines, from France, Portugal, Norway, and Japan.
English Plum Pudding, Indian Chutnies,
French Fruits, Glace and Crystalized, etc., etc.

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IMPORTERS AND MERCHANTS

TORONTO — AND — MONTREAL

Deal With the Fountain Head

Toronto's Representative Fruit House

Direct Importers and Marketing Agents for the Largest and Most Influential Fruit Accounts on the American Continent

SOME OF OUR AGENCIES

California Fruit Distributors Deciduous Fruits
Our output for this company this summer, 47 cars.

Earl Fruit Co. California Oranges and Lemons

Geo. R. Hand & Co., Riverside, Cal., Navel Oranges and Cal. Lemons.
This firm alone will market 1000 cars of Oranges this year.
We also are exclusive agents of "Bronco" and Golden Flower Navels.

Fruit Dispatch Co. The largest **banana** company in the world, owning most of the banana fields in Jamaica, Cuba and Central America, and operating their own fleet of 37 banana-carrying steamers.
You can depend on us, therefore, for a steady **supply.**

Growers' Cranberry Co., marketers of 75% of the entire Cape Cod and Jersey Cranberry Crop.

Long Island Native Oysters. The most widely-known Oyster of the present day. Scientifically cultivated and grown by H. C. Rowe & Co., the largest Oyster growers in the world.

We Control Ontario for this Celebrated and Profitable Brand.

Syda & Cousins' Haddies, Scotch cured, the most perfect Finnan Haddie curers known.

The above are a few. There are many others. Our Warehouse is most modern throughout; cold storage capacity and other up-to-date necessities especially adapted for the fruit business.

PRODUCE DEPARTMENT

Managed by experienced men. We conduct a large business in Butter, Eggs, Poultry, Cheese, etc., consignments of which are handled and marketed.

FISH DEPARTMENT

Fresh and Frozen Fish carried the year round. It will pay you to get our prices on these goods.

HAMILTON BRANCH

A branch has been recently opened to facilitate the handling of business in that city and Western Ontario. Phone 1115.

Our travellers are out for business. If they don't turn up write us your wants. **We will appreciate your orders.**

WHITE & CO., LIMITED

Wholesale Importers Fruits, Produce and Fish, and
EXPORTERS OF APPLES

TORONTO
64 FRONT ST. EAST
PHONE MAIN 4106

HAMILTON
32 and 34 YORK ST.
PHONE 1115

Our Price List to any responsible dealer for the asking. Issued weekly.

A FEW CARS No. 1 WINTER APPLES FOR SALE

GREEN FRUITS AND VEGETABLES

FRUIT CROP REPORT.

Depar ment of Agriculture, Ottawa

WITH the exception of very high winds over Western Ontario from the 21st to 24th, and locally elsewhere, the weather for the month of September has been very favorable for the ripening and harvesting of fruit crops. As the result of favorable weather conditions every kind of fruit has yielded to the full extent of the indications of the last two months. The aggregate of first-class Winter apples will be seriously cut down by the effects of the windstorms. Much of the fruit blown off will appear in barrels graded No. 2.

The reports of correspondents show a great diversity, as is to be expected. In the following tabulated synopsis the averages only are given. The correspondents are distributed with reference to the magnitude of the fruit interests in each district, so that the results will very fairly indicate the marketable crop.

To assist in estimating the marketable crop the fruit districts of the Dominion are divided as follows: District I.—Counties north of Lake Erie. District II.—Counties on Lake Huron and inland to York county. District III.—Lake Ontario counties north to Sharbot Lake and Georgian Bay. District IV.—Ottawa and St. Lawrence Valleys to Lake St. Peter and Southwestern Quebec. District V.—New Brunswick with Northeastern Quebec. District VI.—Hants, Kings, Annapolis and Digby counties, Nova Scotia. District VII. Nova Scotia not included in district 6. District VIII.—Prince Edward Island. District IX.—Lower mainland and islands, British Columbia. District X.—Inland valleys, British Columbia.

"F." "L." "M." and "F-C." which appear below, are abbreviations of "Failure," "Light," "Medium," and "Full Crop," respectively, as used by our correspondents in their monthly crop reports. A combination such as M.-F.C., means that about an equal number of correspondents reported "Medium" and "Full Crop."

District.	1	2	3	4	5	6	7	8	9	10
Early Apples	F.L.	L.	M.	F.C.	L.	L.	M.	M.	M.	F.C.
Transparent	F.L.	M.	L.	M.-F.C.	L.-M.	L.	M.-F.C	M.	F.C.	F.C.
Astrachan	L.	M.	L.-M.	F.C	L.	M.	M.-F.C.	M.	M.	M.
Fall Apples	L.	L.	M.	M.	L.	L.	L.	L	M.	F.C.
Alexander	L.	L.-M.	L.-M.	M.	M.	L.-M.	L.	M.	F.C.	F.C.
Colvert	L.	M.	M.-F.C.	M.	—	L.	L.	L.	M.	M.
Gravenstein	L.	L.	L.	M.	L.	L.	L.	L.	F.C.	M.
Fameuse	L.	M.	M.	M.-F.C.	L.-M.	L.	L.	L.-M.	M.	M.
Bellflower	L.	L.	L.-M.	M.	M.	L.	M.	L.	F.C.	F.C.
Ribston	L.	M.	L.-M.	M.	L.	M.-F.C.	M.	L.	M.	M.-F.C.
Winter Apples	L.	L.	M.	L.-M.	L.	L.-M.	L.	L.	M.	F.C.
Baldwin	L.-M.	L.	M.	L.	L.	L.	M.	L.	F.C.	F.C.
Greening	L.	L.-M.	M.	M.	L.	L.-M.	L.	L.	L.-M.	M.
Spy	L.-M.	M.	M.	M.	L	L.-M.	L.	L.	F.C.	F.C.
Ben Davis	L -M.	L.-M.	M.-F.C.	L.-M.	L.-M	M.	L.-M.	L.	F.C.	F.C.
Russet	L.-M.	M.	M.-F.C.	M.	L.	M.	M.	L.-M.	M.	M.
King	L.	L.	L.-M.	L.	L.	M.	L.	L.	M.	M.
Early Pears	L.	L -M.	L.	L.	L.	M.-F.C.	M.	L.	F.C.	F.C.
Late Pears	L.	L.	M.	L.	L.	M.	M.	L	F.C.	F.C.
Duchess	L.	L.	M.	—	—	M.	--	—	F.C.	F.C.
Anjou	L.	L.-M.	L.	—	—	M.	—	—	M.	M.
Bose	L.	L.	L.	—	—	M.	—	—	M.	F.C.
Keiffer	M.	M.	M -F.C.	—	—	M.-F.C.	—	—	F.C.	F.C.
Plums	M.-F.C.	M.-F.C.	M -F.C	L.	L. M.	M.	M.	M.-F.C.	F.C.	F.C.
Peaches	M.-F.C.	F.L.	L.	—	—	L.	—	F.	M.	M.-F.C.
Grapes	M.-F.C.	M.-F.C.	M.	M.	—	L.	L.	M.	L.-M.	M.

Apples

Apples will be freer from scab but with more wormy specimens than last year. Early varieties have been marketed at good prices and few losses. Winter fruit is in excellent condition. It cannot be too strongly impressed upon shippers that the fruit should be packed as cold as possible and never allowed to touch the ground or remain unprotected in the open air.

Plums.

The weather conditions have materially favored the plum crop. In all large plum-producing sections a medium to full crop is reported. Italian prunes in British Columbia promise to be a favorite orchard fruit.

Grapes.

The good indications for grapes throughout the season have been maintained; they are being packed and shipped very rapidly. Prices and conditions have been very satisfactory, though a few carloads suffered in Winnipeg from the unseasonably warm weather of the last week in September.

Pears.

The prices for pears correspond to the condition of the crop as reported by our correspondents. Very few have been exported and the local markets have not been well supplied.

Peaches.

The situation in peaches is thus described by one of the largest wholesale dealers in Canadian fruit:

"A newspaper report emanating from Toronto at the beginning of the peach season asserted that there was an enormous crop of peaches, and, notwithstanding the official reports, this view of the crop conditions was accepted by the general public. The result has been that the public have been waiting for the cheap peaches. Sales have been much smaller than in previous years, and many people, who would have been willing to pay the not exorbitant price now asked for peaches, have waited so long that it is doubtful whether they will be supplied at all. Such reports are detrimental alike to the producer

and consumer. Only a few designing dealers can gain anything by them."

The quantity of No. 2 peaches is much larger in proportion to the whole crop than usual.

A well informed correspondent in district 5 estimates the value of blueberries in that district at $60,000.

Prices.

A very wide range of prices is noticeable. As low as 75c. per barrel for apples on the trees is reported and as high as $2 per barrel. The average price was about $1.25 on the trees at the first of the month and rising until later prices are reported at $1.50 per barrel.

Growers are offered for barrelled apples in Nova Scotia $2.50 to $2.75 for Gravensteins and $3 for Ribstons, Blenheims and Kings.

Marketing.

The need of a better system of marketing fruit is shown by the fact that, notwithstanding the short supply, gluts have been reported with a shortage in other markets equally accessible. A number of correspondents report a surplus of early fruit for which, however, there was an ample market, unless for want of better distributive methods.

A correspondent from district 3, where there are many large well kept orchards, gives the following as a sample of selling orchards by the "lump:"

"The fruit grower sold the apples on the trees for $1,950 to the shipper, who packed 190 barrels of early apples and then sold the remainder on the trees for $4,000 to another dealer, who is now reported to have an offer of $4,500 for the orchard from a third dealer."

The co-operative selling associations in Western Ontario report good sales and a great increase in the economy and ease of harvesting and selling. The Forest Association has sold its entire pack (aggregating some 7,000 barrels) to a single buyer, representing an English firm.

Glasgow, Liverpool and London continue to be the favorite shipping points for Canadian fruit. Mr. W. A. MacKinnon, Canadian commercial agent at Bristol, calls attention to the advantages of shipping direct to Bristol. He concludes: "I believe that if good sound fruit is sent regularly to Bristol, for local use, the prices realized should prove entirely satisfactory, as compared with those ruling in London or Liverpool."

Spraying.

There are a few reports of apples being somewhat "russeted" as the result of spraying. Fortunately this is not considered a serious defect by buyers, who appear to look upon "russeting" as an indication of good keeping qualities.

A correspondent, writing from Chatham, Ontario, after having examined the orchards of the Chatham Fruit Growers' Association, says: "It is evident that persistent spraying, along with proper pruning, cultivation and fertilization, goes a long way towards insuring an annual crop, as the orchards of this association prove."

"The orchards that are sprayed, manured and worked have all the fruit" is the substance of many comments by correspondents.

Insects and Fungous Diseases.

The apple scab is quite prevalent, but growers are getting more confidence in spraying, and where this operation is properly performed it is no unusual thing to get 80 or 90 per cent. of the fruit clean.

Over fifteen different species of insects have been reported damaging the orchards more or less seriously. The Codlin moth is much more prevalent than last year, and with the usual Winter conditions it may be expected that next year its depredations will be still more marked. It should be borne in mind that no apple having a worm hole can be graded No. 1 or XXX under the Fruit Marks' Act. Every precaution should be taken, therefore, in the way of clearing up rubbish and keeping the rough bark off the trees and otherwise destroying the Winter protection of the larvae of this insect.

It is worthy of note that four sprayings of bordeaux mixture and paris green would have been an effective remedy for the fungous diseases and insects that commit nine-tenths of the ravages in the orchard.

Report of Dominion Fruit Inspectors at Montreal.

During the month of September a very large quantity of immature fruit was exported, the trade in this class of apples being stimulated no doubt by the high prices prevailing in England. This was nearly all marked XX, but a few lots were marked XXX or No. 1, and as a consequence shippers so marking their barrels were prosecuted under the Fruit Marks' Act; seven convictions for this crime have been reported to date.

Closely allied to this is the shipping of Winter varieties months before they should be placed in the hands of the consumers. Large quantities of Ben Davis, Stark, Baldwins and Northern Spies are already going forward.

Eight-hoop barrels are coming into common use. The quality of the staves and the finish of the make is better than in former years.

Early in the month many shipments were carefully tested and showed a temperature in the interior of the barrels from five to twenty degrees above the outside air. Even when shipped in cold storage such consignments could not be expected to reach the British markets in good order.

The shipments from Montreal aggregate to the end of September 105,000 barrels and 3,126 boxes.

Foreign Crops and Markets.

The foreign reports continue to indicate a shortage in apples in France, Belgium and Germany, as well as in Great Britain. The latest reports of the United States Department of Agriculture show no improvement in the apple crop. Everywhere it is reported light. There is likely to be heavy movement of apples from the Western and Southwester States to the large eastern markets, there not being enough in the vicinity of these to supply the home demand.

Peaches and pears are everywhere plentiful; plums and grapes are at least an average crop, so that the lack of Fall apples is not so serious a matter. It is a fair inference that when the market is clear of Fall fruit there will be an increased demand for apples.

A large quantity of cider apples is going forward from Halifax to French firms, for which a very small price is paid.

Wind Storms.

A reference was made in the August fruit crop report to the probability of September wind storms. These wind storms occurred again this year with unusual severity, and will account probably for a loss of from 10 to 20 per cent of No. 1 apples. Some correspondents report a loss of 50 per cent, of their crop, but this is probably overestimated. The loss, however, is so serious that the question of protection from wind storms becomes a very pressing one. This protection may be given partly in the form of wind-breaks of evergreen or other suitable trees, and partly in the manner of training and pruning the trees so that the wind has the least possible effect upon the trees.

A. McNEIL,
Chief, Fruit Division.

SHORT APPLE CROP.

The Georgian Bay Fruit Growers, Limited, Thornbury, Ont., in their report of the 11th October, state that the apple crop for this season is very light, and that they are unable to fill more than a tenth part of the domestic demand, the export orders being all passed by.

EVERYTHING FOR FALL TRADE

It has taken weeks of hard work placing our orders for **FALL IMPORTATIONS**—but the result is gratifying—Our stocks were never larger or better assorted than at the present, and with the arrival of orders now in transit we will have the greatest values and finest assortment in all lines required for **FALL TRADE.**

RAISINS—

California Seeded.

Valencia Seeded.
1-lb. Cartons.

Malaga.—Complete assortment, boxes, qr.-flats and fancy cartons.

Valencia.—Fancy Selects. All well known brands. Get our quotations for present and December shipment.

Sultana.—Choice Fruit. For both bakers' use and fine grocery trade.

FIGS—

Commadre.—For immediate shipment.

Naturals.—Fine—in bags. Fancy—in boxes. Very low quotations.

Eleme.—10, 20, 30 and 40-lb. boxes, also glove boxes and fancy baskets.

Erbeyly.—Fancy Washed. Also stuffed with nuts and cherries.

Handsomely packed in glass jars.

NUTS—

We can fill your orders for Hallowe'en.

ALMONDS.
BRAZILS.
FILBERTS.
PEANUTS.
PECANS.
WALNUTS.

Get our quotations for New Crop—to arrive.

REMEMBER that though some lines are quoted cheaper—none are so good as **"ANCHOR" brand** ***FRUITS, VEGETABLES, SALMON***—

CURRANTS—

We are headquarters for Currants and make a specialty of cleaned fruit.

We guarantee satisfaction in using our brands :

"KALAMOS," "MOREA," "VONITSA" and **"BLUE PEARLS,"** fancy fruit.

PEELS—

Not saying much, but selling lots.

"ANCHOR."—nothing finer.
Fancy dripped caps.

"STERLING."—Fine candied.

"EXCELSIOR."—Cannot be beaten either in quality or price.——

CALIFORNIA APRICOTS—PEACHES—PRUNES

APRICOTS and **PEACHES** are higher in price. Our quotations are below the market.

PRUNES.—All sizes, 30/40, - 90/100, boxes 25 and 50 lbs.

Send us your orders.

You'll be pleased with the quality of our shipments.
the low prices we quote.
the prompt shipment of all orders.

THE EBY, BLAIN CO., LIMITED. TORONTO

THE LARGEST EXCLUSIVELY WHOLESALE GROCERS IN CANADA

WILL ARRIVE EARLY NEXT WEEK

600 BOXES NEW MESSINA LEMONS

300 BOXES FLORIDA ORANGES

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Have also in this week first lot 500 kegs extra fancy Almeria grapes, all tinted stock. Prices Right.

Have 1,500 more to arrive.

Get sample keg and price from us before placing order.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Please your customers by selling

SHIRRIFF'S FLAVORING ESSENCES

The quality never varies. You know that.

Manufactured by

Imperial Extract Co.

TORONTO

ONTARIO MARKETS.

TORONTO.

Green Fruits.

LOCAL markets are revealing good activity for all lines of fruit at the present time. The arrival of the date fixed for Thanksgiving is having a healthy effect upon all fruit lines, and dealers are finding all they can do to satisfy the increasing demands.

New Messina lemons are added to our list at $3.75 to $4.50.

Jamaica oranges have weakened about 50c. on our previous quotations.

Bananas are in active demand and prices continue their gradual upward tendency.

Plums are firming up materially, being now quoted at $1.75.

Apples are steadily firming, and any good fruit is ruling firm at an advance of 25c. a barrel.

Cranberries are ruling very firm at $1 per barrel advance on last week's quotations.

We quote :

Oranges, Jamaica, per barrel	4 50
Oranges, Florida, per box	3 75
Lemons, new Messinas	3 75 4 50
Bananas, large bunches, crated	1 50 2 00
Bananas, 8's, per bunch, crated	1 10 1 35
Bananas, 7-hand bunches	0 80 0 90
Peaches, domestic, per basket	0 30 0 75
Plums, Idaho, 4-basket carrier	1 75
Tokay grapes	3 00
Almeria grapes, per barrel	6 00 7 50
Apples, new, per basket	0 30
" barrels	2 25 3 00
Cranberries, early bliss, per bbl	11 00
" crates	3 75

Vegetables.

The local vegetable market is showing a fair degree of activity but reports are somewhat behind what is usual at the present season. There is nothing of interest to note at the present moment. Prices, however, are ruling firm at previous quotations.

We quote :

Jersey sweet potatoes	2 75 3 25
New potatoes per bush	0 50 0 60
Onions, per bushel	0 75
Spanish onions, per small crate	1 00
" large cases	2 75
Cabbage, per doz	0 40
Cauliflowers, domestic, per doz	0 75 1 25
Tomatoes, domestic, per basket	0 25 0 35
Beets, per bushel	0 50
Carrots, per bushel	0 40
Outdoor lettuce, per doz. bunches	0 20
Water Cress, per doz.	0 25
Parsley, " "	0 20
Mint, per doz bunches	0 20
Green peppers, per basket	0 50
Celery, per dozen	0 35 0 50
Vegetable marrows, per dozen	0 75
Parsnips, per bushel	0 50 0 60
Squash, " doz	0 75 1 00
Artichokes, per bushel	1 00
Salsify, per dozen bundles	0 30
Leeks, " bunch	0 25

QUEBEC MARKETS.

Green Fruits.

Fruit market is getting stronger all around, and more business reported by the McGill street jobbers.

Bananas advanced to $1.85 to $2.25.

A car of California Tokays sold on Wednesday brought on the average $2.75 to $3.

Tomatoes still arriving in plentiful supply, the demand is good and prices range from 30c. to 40c.

We quote :

Finest Almeria grapes	4 25 6 75
Dates, per lb	0 04½
Bananas	1 85 2 25
Cocoanuts, per bag of 100	3 75
Pineapples	4 00 4 50
Jamaica grape fruit, per box	5 50
Apples	2 25 4 00
Sweet potatoes, per bbl	2 60 3 75
Lemons, per box	4 75 5 00
Jamaica oranges, per bbl	4 00
Grapes, 10-lb. basket	0 18 0 25

Vegetables.

Business is fairly good around the markets. Jobbers say demand for onions and cauliflower is good. Owing to the onion crop this year maturing too fast they are very small, and it will take double the quantity to the bushel. Farmers are not offering them too freely and are asking $2.50 for red per bbl. Yellow are bringing $1.10 to $1.50 per 80-lb. sack. Potatoes are easier selling at 50c. per bag on track.

We quote :

Canadian celery, per doz	0 25 0 40
Green and wax beans, per bag	0 20 0 40
Bunch lettuce, per doz. bunches	0 50
Canadian radishes, per doz. bunches	0 20
Mint, per doz. bunches	0 15
Parsley, " "	0 25 0 35
Sage, per doz	1 00
Savory, per doz	1 00
Beets, new, per doz	0 12 0 15
Egg plant, per dozen	2 00
Green onions, per bbl	2 00
Green house water cress, per doz	0 55
Cauliflowers, home grown, per doz	1 50
Green peppers, per basket	0 70
Cranberries, per bbl	10 00
New potatoes, bag	0 50
Cucumbers, doz	0 15
Home grown cabbage, per doz	0 40
Spanish Onions, cases	2 00
Red onions, brl	2 25 2 50
Turnips, bag	0 75
Sweet potatoes	2 25 2 50

MANITOBA.

Green Fruits.

The last Valencia oranges of the season are now on the market and nearly all disposed of. We quote :

Ontario fall apples, per bbl	3 50
" snow apples, "	4 75
Quebec Fameuse "	5 00

Oranges and Lemons.

Late Valencia oranges, 150s to 250s, per case	6 50
" " 126s, 238s, 324s "	6 00
Jamaica oranges, per case	5 50
California lemons, per case	8 50

Vegetables.

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

THE POTATO MARKET.

Cooler weather will increase the demand for potatoes. This market has had a lot of very poor Ontario stock come to hand during the past two weeks. In consequence dealers have been neglecting the Ontario grown tubers and have been paying more attention to the New Brunswick grown stock.

It is remarkable, says Mr. R. W. Hannah, of the Board of Trade Building, Toronto, that the New Brunswick growers can pay the freight charges on an 800-mile haul and still compete successfully with the Ontario growers. Of course it is all a matter of quality.

The Ontario growers will not keep their different varieties separate, but persist in shipping mixed stock, and in a year like this, when potatoes are affected with "rot," they will not sort out the rotten stock. The result is that it has to be sorted here, and the labor costs considerably more than at the loading point, besides freight has been paid on the wastrels.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited

COLLIER BROS., NAPANEE, ONT.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
300 Board of Trade Building, - TORONTO

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Grocers!
Be Wise
Get the Business

Did you ever reflect that when the green fruit has gone sealed fruit takes its place, and so comes into the front ranks of saleable goods? I know by the way certain dealers are sending me their orders now that they realize this fact, and are out in full force for trade. You could try the Made-in-Canada goods—**E.D.S. Brand** Jams, Jellies and Sealed Fruits in Glass—and get a share of the business. Will you do it?

The Eby, Blain Co., Limited, are Toronto agents for these goods; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

CURRANTS!!

Do you want to sell **Currants** that will give you

Handsome Profit
Satisfied Customers
Increased Business?

Then buy **only** our Celebrated Brand

"Superbos"

Choicest Fruit Moderate Price
Always Reliable

Warren Bros. & Co.
35-37 Front St. East
Toronto

WANTED!

BRIGHT, QUARTERED

Dried Apples

Highest Prices Paid

The W. A. GIBB CO.

Packers and Exporters

5 & 7 Market St. HAMILTON, ONT.

LAKE OF THE WOODS MILLING CO., LIMITED

"A Remarkable Progress."

THE claim that Canada is the granary of the Empire is no vain or boastful one, and these words emblazoned in sheafs of golden grain on the Canadian arch in London during the coronation festivities of Edward VII are being verified more strongly year after year. The inexhaustible wheat fields of Manitoba and the greater Northwest Provinces are already heralded throughout the world as fields of gold, and the thousands of in-pouring emigrants from Great Britain and Northern and Eastern Europe are all accentuating by their profitable tilling of the fruitful prairie lands the value of the Great West, the land of gold and promise.

The great wheat crops of Manitoba in the early '80's already gave promise of a greater future, and to the keen and farsighted business men whose interests in the east in the milling and grain line

induced them to go and grind the grain where grown is due a measure of credit for the advancement in the Prairie Province not fully realized by the general public. Among the companies which have so largely aided in making valuable the crops and fields of Manitoba and the west, and which stood in the foremost rank of the milling industries not only of Canada but of the world, is the "Lake of the Woods Milling Co., Limited," Keewatin and Portage la Prairie, Man., and whose head offices are in Montreal.

The Grocer in its present Fall issue presents to its readers a brief but interesting sketch of the commencement, growth and present advanced position of this great Canadian company, presenting also views of the two mills, and portrait of Mr. Robert Meighen, president.

The original Lake of the Woods Milling Co. was incorporated on May 21st, 1887, and opened its offices on Customs House square, Montreal, and it is interesting to note how this mammoth company has, from small beginnings, grown and expanded, until it is to-day one of the largest milling concerns in the world and possesses the largest mill in the British Empire.

When first organized the capital of the company was $500,000, in 5,000 shares of $100 each. Its offices were situated at Keewatin, Winnipeg, and Montreal, the mills being at Keewatin and having a capacity of about a thousand barrels a day. It owned no elevators of its own, a striking contrast to the enormous number it now maintains throughout the Northwest and Manitoba.

In 1889, about two years after its formation, the company was entirely re-organized, with Mr. Robert Meighen as president, Mr. Wm. A. Hastings as Montreal manager, and Mr. G. V. Hastings as general superintendent at Winnipeg, and active steps were at once taken to develop business throughout the Dominion. Elevators were acquired or built throughout the west, and it was not long before the output of the mills was unable to supply the demand for the firm's brands which, on account of their uniformity, soon obtained a steady and increasing number of users.

In the Fall of 1899 the Montreal offices and warehouse were moved to the

Mr. Robert Meighen,
President Lake of the Woods Milling Co., Limited.

corner of Port and Common streets, and after remaining there three or four years another move was made to the Board of Trade Building.

About 1892 the mill at Portage la Prairie, then owned by the Portage Milling Co., was acquired, and this added about three hundred barrels a day to the output of the company. Both the Portage and Keewatin mills were added to from time to time as the demand for the brands milled by the company increased, and at the present time the company owns two mills, one at Portage la Prairie and the other at Keewatin. The Portage mill now has a capacity of 1,500 barrels a day, whilst that at Keewatin produces 4,000 barrels. A barrel factory is attached to the Keewatin mill, and although it has

a capacity of 1,200 barrels a day it is generally taxed to its utmost to supply the constantly increasing demand of the mills, which comes principally from the Lower Provinces and Newfoundland, the trade in that section of the Dominion requiring that the flour be packed in barrels instead of bags, as is the case in the more western districts.

The offices of the company form one continuous chain from Pacific to Atlantic, being established in Vancouver, Winnipeg, Portage la Prairie, Keewatin, Toronto, Ottawa, Montreal, Quebec, and St. John, N.B., and warehouses are maintained at Montreal, Toronto, Ottawa, and Winnipeg, besides which large stocks are always held in reserve at both the mills.

The directors of the company are: Mr. Robert Meighen, president; the Hon. Robert McKay, vice-president; Mr. Robert Reford, Mr. James Crathern, Mr. F. H. Mathewson, Mr. J. W. Pyke, Mr. R. M. Ballantyne, Mr. Abner Kingman, and Mr. W. W. Hutchison.

The officials of the company are: Mr. Robert Meighen, president; the Hon. Robert McKay, vice-president; Mr. G. V. Hastings, general manager; Mr. W. W. Hutchison, eastern manager; Mr. F. E. Bray, secretary, Mr. Robert Neilson, assistant secretary, and Major F. S. Meighen, treasurer.

The head office of the company is at Montreal.

The company has a very large and constantly growing export trade, and at the present time is making large shipments every week to the United Kingdom, Newfoundland, the Continent of Europe, South Africa, Australia, and Japan. The well-known brand of "Five Roses" flour is to be seen in the grocery stores of Canada from one end to the other, and the merits of this particular grade of flour are being persistently and judiciously advertised in all the leading newspapers in the country.

The following incident illustrates the utter dependence of Canada on the consular system of Great Britain in securing justice or straightening out entanglements with foreign Governments in regard to her shipping. Some time ago the Government of Uruguay seized the Nova Scotia sealing vessel Agnes Donohue for infringement of the fishery laws. The captain and crew were held in prison for nearly a year and were at length released on representations by the British Government.

Had Sir Wilfrid Laurier been compelled to settle with Uruguay it would have been a costly and ticklish business for Canada.

TRADE MARK
This design a guarantee of quality.

TOUGH FIBRE PAPER
FOR GROCERY WRAPPING
Strong, Stiff. Will not Break or Crack.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

W. B. STRINGER "ST. NICHOLAS" J. J. McCABE
They're the EXTRA FANCY HEAVY WEIGHING
LEMONS
Be sure and ask your Dealer for "St. Nicholas."
They're the BEST GARDENS' FIRST SELECTION
W. B. STRINGER & CO., Fruit Brokers, TORONTO, Sole Agents

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

The Leading House for Oysters, Finnan Haddie, Bloaters and all kinds of Sea and Lake Fish. Also all lines of foreign and domestic fruits.

NEW FIGS
Jamaica Oranges, $5.00 per bbl.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.
Consignments of Poultry, Butter, Eggs, Apples, Solicited.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO
Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

Fresh Figs, Florida Oranges

IT'S DELICIOUS AND
IT'S WHOLESOME——

WHAT MORE DOES THE CONSUMER NEED TO RECOMMEND ***"ACADIA" PREPARED CODFISH?***

IT'S A RAPID AND
PROFITABLE SELLER——

WHAT MORE COULD THE STOREKEEPER REQUIRE OF IT AS AN ARTICLE TO CARRY IN STOCK?

——AGENTS:——

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

The British Columbia Packers' Association
Vancouver, B.C.

Packers and Exporters of

CANNED SALMON

Fresh, Frozen and Salted Salmon, and other Pacific Coast Fish

SOLE PROPRIETORS of the following well-known brands:

"Maple Leaf"
"Cutlet"
"Nimpkish"
"C Red Poppy"
"Lion"
"Our Best"
"Rex"
"Eagle"
"Cascade"
"Flagship"
"B-C-P"
"Pine Tree"
"Unicorn"
and many others
"Imperial"
"Lowe Inlet"
"Griffin"
"Golden Net"

We guarantee our goods to be prime quality of their respective grades, and are in position thus to supply every year the full demand for all our brands. We handle our own packs exclusively, and are prepared to stand by any salmon shipped from a "B C P A" cannery.

BROKERS

Canadian
ROBERT HENRY, Windsor Ont.
ROSE & LAFLAMME, Montreal.
SCOTT, BATHGATE & CO., Winnipeg.

British West Indies
T. GEDDES GRANT, Pt. of Spain, Trinidad.

Australian
J. T. BROWN, Sydney.
BROWN & DUREAU, Melbourne.
" " Fremantle.

New Zealand
GOLLIN & CO., Proph'y, Ltd. Wellington

FRESH AND CURED FISH

CARE OF FISH IN RETAIL STORE.

PERHAPS no department in a general store needs such careful handling as the fish department, and yet when properly handled it is a means of creating a strong hold on the clientele of the store.

There are few housewives who do not calculate upon using fish more or less largely among their household necessities and nothing speaks more strongly as to the care and storage perfection of the store as the means of preserving in good condition the stock of fish. The storekeeper should, therefore, give this his greatest care and attention.

In many of the well ordered stores it has been found absolutely necessary to give the fish department a position entirely detached from the other goods, as otherwise it means serious deterioration to many of the lines carried in stock. The readiness with which most natural products will absorb strong aromas is well known; this being the case, the careful storekeeper should see that his fish department is given a distinct place of isolation.

The fresh fish season is one which can be used by the storekeeper as a means of maintaining a strong, and continual hold upon his customers by not only seeing that all the latest arrivals reach his store as soon as they come in season, but that he also sets himself to preserve them sweet and fresh.

It is not necessary to have a very elaborate arrangement of mirrors and marble, in fact many of the most successful fish departments are really of the simplest arrangement. In conversation with a grocer who has made his fish department a very marked success, it was learned that ordinary "slate" reservoirs were far preferable for preserving purposes than the most expensive marble, on account of the fact that the "slate" would not absorb the liquid and aroma in the manner in which marble does.

Fish packed in a slate reservoir with an abundance of ice will be preserved in a more natural condition than if stored under the same conditions in marble. Besides this, when the tank is emptied and cleared it will be found that whilst the marble tank will still have a very strong and objectionable fishy smell the slate reservoir will be considerably sweeter. This will also apply to the marble slabs so largely used in expensive fish stores' outfits. Whilst the slate does not perhaps look quite so elegant from an observer's point of view, as the marble, the former will be found far preferable in actual use. In addition to this feature it is generally conceded that a store can be more economically fitted up with slate than with marble.

The next feature which the up-to-date storekeeper would do well to make a note of is that the department should be given at least one small window to itself which can be opened from the outside, and also a good sized slanting slab should be provided, upon which can be laid samples of the fish which he has stored in his ice reservoir inside. Nothing will tend to the creating and maintaining of a good fish department like the dainty arrangement of good fresh fish for the customer's attention, it is at once suggestive, and its attractive appearance will immediately bring certain dishes to the mind of the housewife.

The salesman who understands his business knows full well the great satisfaction which a fish customer will manifest when well supplied. On the other hand nothing makes a more lastingly bad impression upon the user than having once purchased fish which did not show well in the cooking. A little care and the grocer can easily score a good one with his customer.

U. S. SALMON PRICES ADVANCE.

THE somewhat unsatisfactory state of the American salmon market since the season opened appears to be approaching an interesting stage. There appears to be no doubt from reports that have reached us that there has been a half-hearted attempt to play havoc with the market by breaking prices, particularly among eastern jobbers. It would appear, however, that with the exception of creating a feeling of distrust at buying points, and a temporary falling in value, nothing substantial has accrued from the movement.

Already prices on the U. S. markets are advancing for all good class salmon, and sellers are insisting that buyers agree to include a percentage of tails in their orders. The following is extracted from a report of prominent fishing men at Chicago, as to the real state of the situation.

The advance referred to was announced in a communication received from the Deming & Gould Co., of Chicago, who stated that they had been instructed by the Pacific American Fisheries Co. to raise prices on sockeye salmon to $1.40 for tails, $1.60 for flats and $1.05 for half-pounds, the advance to take effect immediately. In announcing this action, it is stated :

"The shortage of high grade Columbia River chinooks, coupled with the comparatively short pack of sockeyes, has greatly stimulated the demand for the latter. Fully two-thirds of the sockeye pack has already been sold; or, in other words, out of a pack of about 760,000 cases, not to exceed 250,000 remain in the hands of packers. There is sure to be a short pack next year, and prices for 1906 will be on a higher basis; we therefore confidently predict that present prices will not only be maintained, but that there will be a still further advance before prices are named on next year's pack.

"Our sales of cohoes are the largest in the history of our business. The distribution of red Alaska has been on a large scale. Spots have been practically all sold, and few, if any, futures will remain in the hands of packers. This applies to all packers, both large and small. The canneries we represent will not have a surplus to exceed 2,000 cases. There will not be enough medium reds packed to cause even a ripple.

"The total pack of Alaska chums and pinks will not exceed 150,000 cases. The pack of humpbacks on Puget Sound was about 80,000 cases. No canneryman on Puget Sound will be foolish enough to pack chums this season unless there is

a material advance on low grade fish, for even at 70c. a dozen there is no profit in the business. Salmon prices have hit bottom and an advancing market is now assured."

The Pacific American Fisheries Co., according to a report current here, controls about 50,000 to 75,000 of the 350,000 cases of sockeyes said to remain out of this season's Puget Sound pack, and its action in advancing prices, therefore, is expected to have a pronounced influence upon the general market, especially in view of reports that it stands ready to buy up any weak holdings at full prices.

BRITISH COLUMBIA SALMON.

The salmon harvest of British Columbia is of sufficient importance to warrant every reasonable effort that can be put forth to secure a perpetual supply. The fact that these fish spawn but once and die on their spawning beds in the shallow streams increases the danger of depletion through destructive fishing methods. If during any "run" there is not a sufficient supply of ova deposited in the shallow rapids there must be a lean season four years later, when the fish of that year return to complete their life history. Just now there is a regular succession of three comparatively lean years and one abundant year. Such conditions tend naturally to perpetuate themselves, for the abundant year is marked by the escape of a large number of salmon to the spawning beds. The great shoals of fry make their way to the sea, and return matured four years later, continuing the succession of the abundant year. But injudicious or destructive fishing during any one year might institute a quadrennial failure of the run. We may find at any time a recognized year of failure instead of the year of abundance. The first essential of a good run is a supply of ova on the spawning beds or in the artificial hatcheries. The next essential is the safe journey of the fry to salt water.

The use of trap nets militates against the natural spawning of the salmon. Under the old methods of fishing a sufficient number escaped to perpetuate an abundant supply. But in proportion as the traps are destructive they lessen the quantity of spawn deposited. Such restrictions as are necessary in this respect must be secured by international co-operation. It is unreasonable to expect Canadians to adhere exclusively to difficult methods of fishing while the Americans on their side of the straits are depleting the waters with traps. The same difficulty encountered on the great lakes is present in Juan de Fuca Straits, and all reasonable efforts should be made to secure the co-operation of the American authorities. With the escape of a supply of fish up the rivers and a protection of the shallow streams from dams and other obstructions the supply from year to year will be reasonably assured.

It is quite possible to supplement nature's efforts by the work of the hatcheries.

NOTES.

The net fishermen in the neighborhood of Charlottetown, P.E.I., are getting a good share of the herrings which are still plentiful. The fishermen are busier now than at any other time in the season.

* * *

It is estimated the sum of $14,000,000 will be received for the salmon pack on the Pacific coast this year—$2,000,000 more than last year.

We are looking for active up-to-date grocery brokers to represent

Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

American Pure Food Co.
Montreal

Season 1905

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

FISH AND OYSTERS

Fresh fish arriving daily by express.
Bulk and shell oysters.
All kinds salted and prepared Fish, Haddies, Bloaters,
Kippered and Smoked Herring.
Labrador Salt Herring in bbls. and half-bbls.

Price lists mailed on application ***Correspondence solicited***

LEONARD BROS.

20, 22, 24 and 26 Youville Square

Long Distance Telephones **MONTREAL** ***P.O. Box 639***

KING OSCAR SARDINES

THE NEW PACK

is now arriving with the wholesale trade.
Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

Extracts from The Business Magazine

OCTOBER NUMBER

Pigs is Pigs.

BY ELLIS PARKER BUTLER IN AMERICAN ILLUSTRATED MAGAZINE.

Every month the publishers of THE BUSINESS MAGAZINE will print what they consider the best short story dealing with the commercial world which has appeared in the current magazines. This month's selection is a rare good yarn, a care-reliever, a laugh-inducer, a genuine old-time funny story of the Irish persuasion. It will cheer you up, so don't omit reading it.

MIKE FLANNERY, the Westcote agent of the Interurban Express Company, leaned over the counter of the express office and shook his fist. Mr. Morehouse, angry and red, stood on the other side of the counter, trembling with rage. The argument had been long and heated, and at last Mr. Morehouse had talked himself speechless. The cause of the trouble stood on the counter between the two men. It was a soap box across the top of which were nailed a number of strips, forming a rough but serviceable cage. In it two spotted guinea-pigs were greedily eating lettuce leaves.

"Do as you loike, then!" shouted Flannery, "pay for thim an' take thim, or don't pay for thim and leave thim be. Rules is rules, Misther Morehouse, an' Mike Flannery's not goin' to be called down fer breakin' of thim."

"But, you everlastingly stupid idiot!" shouted Mr. Morehouse, madly shaking a flimsy printed book beneath the agent's nose, "can't you read it here—in your own plain printed rates? 'Pets, domestic, Franklin to Westcote, if properly boxed, twenty-five cents each.'" He threw the book on the counter in disgust. "What more do you want? Aren't they pets? Aren't they domestic? Aren't they properly boxed? What?"

For the balance of his amusing story see the October number of The Business Magazine

Fortunes in Advertising.

BY HENRY HARRISON LEWIS IN SUCCESS.

It is almost as good as a romance to read the true story of how Gerhard Mennen, the poor German emigrant, became a mighty force in the commercial world through the force of advertising. There are also stories of how Uneeda Biscuits came to the front, besides many other interesting tales of success through advertising.

SOME day a clever artist, wise beyond his generation, will draw a new allegorical conception of Success. It will not be a scantily-clad figure of a woman with golden hair floating in space and distributing favors from a clumsy-looking cornucopia, but a gray-bearded man with spectacles and a bulging forehead scattering an infinitude of microbes shaped something like dollar marks. This will typify the inoculation of fortune by the germ theory, and will be scientific, if not pretty.

There is apparently no other way of explaining the marvellous results achieved by some men under the most ordinary circumstances. In the year 1871, for instance, a great many immigrants reached this country from Europe. Among those who worked their way across the ocean on sailing vessels was a German lad of fourteen, who was promptly swallowed in the human vortex that even then represented the metropolis of the country. The manner in which he shed the habits of his former home and began to climb the gently sloping ladder of prosperity offered him by America need not be described in detail.

Six years after his arrival, during which time he had served an apprenticeship to a druggist, and studied the profession himself, he

For the remainder of this entertaining article see the October number of The Business Magazine

$2.00 per year **20c. per copy**

The MacLean Publishing Co., Limited

TORONTO MONTREAL WINNIPEG

The Commercial Traveller—Grave Yet Gay

A MAN OF MANY PARTS.

A GENTLEMAN OF COMMERCE.

THE commercial traveler is truly a man of many parts. Who has not looked with envy on the man of seeming leisure? Dropping in upon the country storekeeper with a careless unconcerned mein, his beaming smile at once expelling all monotony and gloom.

A veritable benefactor come to dispense his gifts, and yet, withal, not too familiar.

A man of magnetic personality, his manner attraction itself, he has learned that there must be as much merit in the man himself, as in the goods he sells.

The really successful traveler is he who has friends wherever he goes, the warm and hearty handshake he gives being

"Welcome."

eagerly anticipated and always welcomed. Such is the man whom we are pleased to designate a "drummer."

He has not attained this position, however, without much previous training, and at the cost probably of years of application, in which he has proved his ability to the full and has earned the respect and confidence of his employers.

The ideal traveler is not always the man who brings back a bag full of orders on his maiden trip. The dealers may have given those first orders to get rid of him, and so end persistent interruption. The wise traveler on his first trip will strive to leave behind him an impression which will serve as a standing introduction and to create that impression he need not necessarily talk "shop." Indeed the probability is that he will discover some point of affinity between the man he is talking to and himself, and were he followed in to many of his stores we should find him indeed "a man of many parts."

The ideal traveler looks every word he speaks, his face as often as not carries the conviction of his word and his customers like dealing with him because he looks honest. He is acquainted with his goods from first to last and can explain away a seeming fault or objection so that a practised buyer is obliged to at once admit its possibility. Generally he has graduated from the lowest rung of the business ladder, a fact which accounts for his many characteristics. The knowledge which he radiates when talking of his goods indicates in itself that he has a practical inside experience and knowledge of them.

The perfect traveler is withal a true gentleman, his countenance stamps him at once as one of nature's noblemen and this fact comes in and prevents his enthusiasm over his business developing in such a manner as to be obnoxious to his customer. Whereas, there is a danger of a merely "jovial" man becoming a positive bore, such a man could never be a traveler.

The traveling man always has the interest of his customers at heart. He has worked hard to establish confidence in himself and he wisely does not intend to permit this confidence to be shaken and in this connection a good traveler will be careful not to allow his customer to overbuy himself. This is a point of vital importance not only to the customer but to the firm themselves. A retailer who is a good business man soon learns to appreciate to the full the commercial man who will advise him in his buying for his own good as well as for his employers' advantage. Such a traveler is valued by his clients at his true worth and he will often find his orders awaiting him on return journeys.

QUICK TRIP TO BOSTON.

TRAVELERS who have the privilege of calling upon the merchants of that active little railway centre in Quebec known as Farnham will recall the peculiar names of the rooms at one of the leading commercial hotels. The rooms unlike those of other Canadian hotels instead of being numbered are named after the various large cities of Canada and the United States.

Some four years ago I was selling shoe blacking extracts and other grocers' sundries for a Hamilton specialty house and Farnham was one of the towns on my list. I had never traveled through Quebec and naturally had many novel experiences and found many things different from Ontario, but this hotel was the strangest I ever came across.

Just Arrived.

After registering the clerk called a boy and said: "Show this gentleman to 'Montreal!'" Now I had just come from Montreal and didn't want to go back there again so soon, as my business there hadn't panned out as well as I had hoped it would. I therefore looked at the clerk and said: "Say, I don't want to go to 'Montreal.'"

"Why not?" I am asked. "Don't you like 'Montreal?'"

"Not particularly stuck on it," I replied.

"Well, suppose you go to 'Halifax'; will that suit you?—it's all right," the clerk answered.

"Don't know anything about Halifax, never was there, though I understand it's pretty breezy."

"You're hard to please, mister," I was curtly informed. "If 'Montreal' and 'Halifax' don't suit you the next

best thing I can do is to send you to 'Boston.' Go on Jack. show the gentleman to 'Boston.'"

With that the boy took my grip and I followed him upstairs, where the conversational puzzle was solved. As we walked along the corridor I noticed in large blue and white letters the names of different cities painted on the various rooms passed. We went past 'Montreal," "Toronto" and "Detroit" and turning the corner I suddenly found myself in the vicinity of "Halifax" and "St. John," and next door to the latter place was "Boston." The name just suited me and I said to myself if this is in keeping with the reputation of the Hub, where I had spent some six years of pleasant labor, I'll be satisfied. It certainly was the cheapest and quickest trip I ever made to Boston.

The room was all right and that night though in Canada I slept peacefully in "Boston." Before retiring, however, I noticed that the call bells in "Chicago" and "New York" were kept ringing pretty freely, and I came to the conclusion that there was something doing in those large United States trade centres.

If you ever visit Farnham stop at the large hotel on the corner of the two main streets, the service is good and the pleasant clerk will annihilate space quicker than Edison or Marconi ever dreamt of. You can make a very cheap trip to all the large centres of Canada and the United States imaginable.

THE TYPICAL COMMERCIAL.

BALZAC, no doubt the closest student and portrayer of French life and character in all its phases, in his "Scenes from Provincial Life" speaking of Gaudissart, the great commercial traveler of the time of Louis Phillippe, 1830, says:

"The commercial traveler—a personage unknown to antiquity—is one of the striking figures created by the manners and customs of our present epoch. * * * The commercial traveler—is he not to the realm of ideas what our stage coaches are to men and things? He is their vehicle, he sets them going, carries them along, rubs them up with one another. Curious being! he has seen everything, knows everything and is up in all the ways of the world. * * * Jester and jolly fellow, he keeps on good terms with all political opinions and is patriotic to the bottom of his soul. A capital mimic, he knows how to put on turn and turn about, the smiles and persuasion, the satisfaction and good nature, or drop them for the normal expression of his natural man. * * * He must probe men with a glance and guess their habits, wants, and above all their solvency.

"Activity is not the least surprising quality of this human machine. Not the hawk swooping upon its prey, not the stag doubling before the huntsman and the hounds, nor the hounds themselves catching scent of the game, can be compared with him for the rapidity of his dart when he spies a commission, for the agility with which he trips up a rival and gets ahead of him, for the keenness of his scent as he noses a customer and discovers the spot where he can get off his wares."

You know the "species"—let us now

Mr. D. W. Douglas

look at the individual. The Grocer takes the liberty of filling in here the portrait and sketch of a member of the traveling fraternity whose physiognomy will be as readily recognized by its subscribers in Eastern Ontario, Eastern Townships and the Province of Quebec as far as the Gaspe Coast, as his hearty handshake is welcome and his cheery voice is pleasant to the hundreds of merchants the subject has had the privilege of calling upon during the years the road has known Mr. D. W. Douglas.

D. W. Douglas, or as he is better known, "Walter Douglas," is a native of Lacolle, P.Q., and spent his early years in that town. After leaving school he entered the employ of J. A. McPherson, grocer, St. Johns, with whom he remained four years acquiring a thorough training and at the same time a love for the grocery trade, despite its long hours and hard work. In 1874 he entered into the grocery business with his father, Robert Douglas, remaining until 1889. From 1889 to 1892 Mr. Douglas was engaged in the canning business in St. Johns, P. Q. Finding that the canning business was unprofitable he sold out and accepted the position of eastern representative of E. W. Gillett Co., Limited, and from 1901 to January, 1905, he strenuously advocated the merits of Royal Yeast and Gillett's lye. After representing the well known spice, coffee and tea house of S. H. Ewing & Sons, Montreal, until September of this year, he severed his connection with that firm and is now back to his old love the out and out straight grocery trade. Mr. Douglas' territory is part of the Eastern Townships and as he knows every foot of the territory and can call almost every merchant by his first name, he will no doubt secure a share of the trade of the Townships.

Among the traveling fraternity Walter Douglas enjoys a good reputation, untainted by jealousy. His genial smile, hearty grip, the inexhaustible fund of anecdotes, particularly his tales of the "habitant," his readiness in either French or English, make him particularly welcome in this bi-lingual section. The Grocer quotes in conclusion with apologies to the shade of Balzac for the slight change in quotation:

"All things to all men he knows how to accost a banker like a capitalist, a magistrate like a functionary, a royalist with busy and monarchial sentiments, a 'bourgeois' as one of themselves. In short, wherever he is, he is just what he ought to be," and that is a typical commercial traveler and capital salesman, and withal a good friend in need and deed.

THE HARDEST PROPOSITION.

HAVING been asked by The Canadian Grocer to discuss some of my experiences as a canvasser, I have graciously consented to furnish that well known family journal with a few extracts from my "Personal Memoirs," which will be published after my decease.

It seems to me that I have always been up against hard propositions. In early boyhood I sold stamps to make spending money. My fine collection delighted the youthful mind and I had many offers of marbles, peanuts, tops and other treas-

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

CURRANTS

In Store, Three Cars New Currants. **QUALITY EXTRA.**

Ask Travellers to show samples, or write us direct.

EMPIRE IDEAL SAPPHO MARATHON

LUCAS, STEELE & BRISTOL, - Hamilton

Flax Mills at Hensall
and Seaforth, Ont.

GEORGE McEWEN

HENSALL, ONT.

Manufacturer of

Flax, Staves and Heading

Also Dealer in Grain

Flax Seed a specialty. Correspondence invited

100 CANDLE POWER
½¢ PER HOUR
AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

MATCHES

We have pleasure in offering to the trade the following excellent values in Matches. The prices are worthy of your consideraton, and we would be pleased to receive a sample order from you.

"Diamond Jubilee" Matches

¼ gross Cartons, 10 gross Cases, single case at $3.40, f.o.b. or 5-case lots, one shipment, at $3¼ per case, freight paid to any Ontario R. R. Station.

Diamond Jubilee Matches are carefully made, nicely packed, full count, and a sure light. The quality is not inferior to any sulphur match made in Canada. The low cost will enable you to obtain a handsome profit.

W. G. CRAIG & CO.,

Wholesale Grocers - - KINGSTON

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

PULLED FIGS

30 lb. boxes. Now in Store.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS

Toronto and Peterboro

BEAUCE SYRUP

PUT UP IN WINE MEASURE TINS

	Per Case
Gallons, 6 to case - -	$4.50
½ Gallons, 12 to case, -	4.80
Quarts, 24 to case, - -	4.80
Pints, 24 to case, - -	2.50

IMPERIAL MEASURE TINS

	Per Case
5 Gallon Tins, 1 to case, -	$3.90
2 Gallon Tins, 2 to case, -	3.40

WARRANTED TO KEEP IN ANY CLIMATE

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED

SOLE AGENTS

TORONTO.

ures, in exchange. But money was tight. It was very seldom that my companions appeared to be in funds, and my harvests were few and far between. I thought I had a hard row to hoe.

As time went by I obtained the local agency for a book about the world, or something like that, on which I could make "$3.00 a day sure." But I met with constant discouragement and found it a hard job to dispose of my stock. Then I went to college. Hearing that it was easy to make a year's expenses by selling "views" in the summer vacation, I heroically donned an outfit, boarded my four year old bicycle and started out to exploit the rural districts. As I pumped along the rough and dusty roads, or laboriously repaired punctures under a blazing sun, while pondering about the habit people had of setting dogs on me, I came to the conclusion that it was the worst yet. After graduating I began canvassing on behalf of a half-dead association, trying to enlist as members some of the most influential business men in the country. Say, they used me up in no time. The magic of my B. A. which I proudly flaunted on my clearly engraved visiting card was as nothing to these hard-headed merchant princes, and I don't mind confessing that I was a dismal failure.

Then a bright spot appeared on the horizon. I was offered a position as traveling salesman for a firm which was the biggest of its kind in the British Empire. This is easy, said I as I signed the contract, and I went out confident that this firm's name would command respect, even if my degree didn't. But, when I presented my card, and announced that I was representing the H—— Co., I was invariably greeted with the exclamation: "O yes! You are the brewers aren't you?" Even among the travelers whom I met, my firm was unknown to more than half the number! And that, too, in spite of the fact that it was the greatest in the Empire. What was the reason? Well, I found out when I went in to headquarters for my first Saturday. I learned that the firm had never found it necessary to advertise. They got the business without it, they said, so why spend money foolishly? I told them they should advertise in Canadian Grocer, in which case I would guarantee to increase my sales by at least a half. But they didn't see their way clear, so I began to look out for something else to do. Just between ourselves I may remark that the moment in which I received an offer from another concern was the happiest of my life.

I had been up against the hardest proposition yet. My stuff was all right, my prices were fair. I knew myself that my firm was the greatest of its kind under the Union Jack. But my customers laughed at me when I told them so. I tried my best to convince them, but they couldn't believe that a firm of such magnitude would not speak to them every week, through the pages of The Grocer.

As I quietly dropped out of the X—— Co. I vowed that I would never again travel for a firm that wouldn't advertise. What's the use?

THE DREARY DRUMMER.

DEVELOPING POWER.

Wm. Moore & Son, millers, Meaford, Ontario, are developing an additional water power of about ten times the quantity they are using at the present time. The works will be completed by the 1st of July next, when the firm will be in a position to sell or rent power at a moderate price. The development plant is situated on their own property.

Too busy shipping orders to write up any fancy "ad" this week.

If requiring anything in groceries, write us.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

A PROMINENT COFFEE MAN.

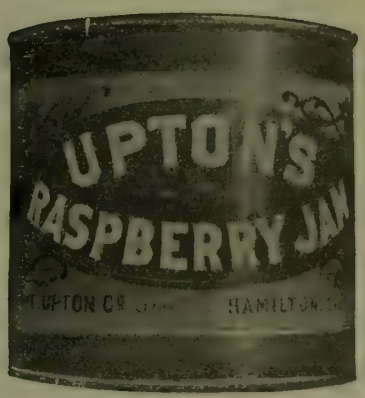
VERY few grocers ever think of the experience and training required by those engaged in the blending, roasting and preparation of the coffee they sell. Every grocer is more or less familiar with blended teas, and in a general sense has a fair idea of the various grades of teas required to produce a saleable article for his customers, because the selling of teas is more generally accompanied by suggestions from the tea salesmen or the result of the grocer's own experience. Grocers

Mr. J. W. Maybee.

can, by buying the various grades of teas, in a measure, produce a good blend, but there are very few who have the knowledge to buy their coffees green, and roast and blend them satisfactorily, so the coffee blending and preparing becomes a specialty which requires years of careful study of the various grades grown, their distinctive qualities, and their blending capabilities, and the amount of roasting each particular grade requires in order to bring out their virtues.

That the consumption of coffee in Canada is on the increase is evidenced by statistics, and the expansion of the trade is due to the closer attention that is being paid to this branch of the grocery trade by importers, roasters and blenders of coffees, and particularly by certain wholesale grocers who have engaged the services of men who have made a study of the coffee business. The Grocer publishes in this issue the portrait of a gentleman who has for many years paid close attention to coffee, Mr. J. W. Maybee, present manager of the Eby, Blain & Co.'s, Limited, coffee department, Toronto. Mr. Maybee was born in Belleville, about fifty years ago. At the age of 19 he took a fancy to the life of a sailor, and for a number of years spent his time on the Great Lakes. In 1876 he joined the house of W. F. McLaughlin & Co., Chicago, one of the largest coffee houses in the west. During the nine years he was with this firm he acquired a close and intimate knowledge of coffee blending and roasting. Those who know to what an extent the citizens of the United States consume coffee will readily understand that a vast amount of work and study must have fallen to Mr. Maybee's lot while with such a large firm as McLaughlin & Co., and it was while with this firm that he gained what knowledge he modestly claims to possess.

In 1885 he returned to Canada, joining the Snow Drift Co., Limited, of Brantford, Ont., and making the coffee question a feature of his engagement. He built up a fine trade with this company during the years he was with them. Some few years ago he engaged with the Eby, Blain Co., Limited, Toronto, and has made the coffee trade of that enterprising firm a specialty, with what success those who are intimate with the facts are best able to judge. Certain it undoubtedly is that Mr. Maybee's name in connection with the growing coffee trade of Canada is a factor, and the confidence he places in the great development of the coffee trade of the future in Canada shows his enthusiasm for his particular specialty as well as stamping him a thorough optimist.



UPTON'S

HOME-MADE

Jams, Jellies

and

Orange Marmalade

have the true fruit flavor. They are sold by the leading grocers all over Canada.

Black

14,000,000
Packets
Annual Sale

Green

The Tea for you to become interested in is the Tea the public call for. You can substitute, no doubt, but "Mark Our Words," 'twill be to your peril in the long run. People are getting keenly sensitive of such practices nowadays.

Don't try and get too much for too little.

That isn't making money—that's losing trade—and trade is money to you.

The success of "SALADA" has been brought about by giving the dealer and the people the best possible value for their money.

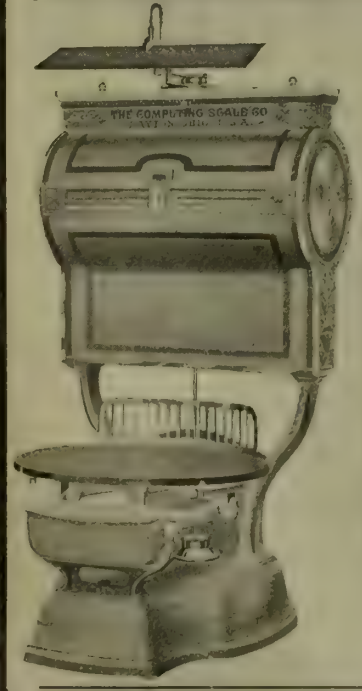
In the face of the enormous sale of "SALADA" Ceylon Tea, the wisdom of this policy is past debate.

Wholesale terms on application

"SALADA" Toronto or Montreal

Highest Award St. Louis, 1904

Automatic Grocer



MERCHANTS have been for years in quest of an Automatic Computing Scale for their grocery departments, and have been experimenting with all kinds of new ideas, but without success.

OUR AUTOMATIC BUTCHER COMPUTING SCALE was an **OVERWHELMING TRIUMPH**, and we have adopted the same principle of construction in a Computing Scale for grocers' use which is bound to give the same degree of satisfaction to the grocer.

A SWIVEL BASE allows the scale to be turned to any desired position, so as to be as easily used from one side of the counter as from the other.

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

BRANTFORD PREPARED CORN STARCH

is a staple Starch product that has fulfilled its promises.

Wise dealers know that they must carry **BRANTFORD STARCH** sooner or later—the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with **BRANTFORD PREPARED CORN STARCH** that is deliciously different.

Don't resist the inevitable but put in a supply of **BRANTFORD** and do it **NOW**.

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, - CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Oct. 25, 1905.

SINCE our last report there has been still further decline in the volume of trade. The activity at the present moment has fallen somewhat below what is usual at this time of the year. Trade on the street, which generally continues to increase in activity far into the Fall, has shown somewhat of a tendency to decline, although there is still fair business being done.

The retail trade generally is showing a tendency to slow off.

Canned goods reveal no new feature to report.

The sugar market is showing a fair amount of activity of supply and demand. Since our last report prices have declined ten cents all through.

Syrups and molasses are uninteresting with prices nominal.

Coffee continues in fair demand with no new feature to report.

Tea has increased in activity and good interest is manifest. Prices are somewhat fluctuating, but for all good grades of tea quotations are well maintained with an upward tendency.

Foreign dried fruits are showing great activity with markets fluctuating somewhat owing to reports from primal markets denoting uncertainty. Whilst new fruits cannot be said to be continuing firm at opening prices, yet those who know the markets speak in confidence of much firming and advancing of prices in the near future.

Rice and tapioca continue in active demand with no new feature to report.

Spices, except for a steady normal demand, are uninteresting.

Honey is in active demand with prices quoted at considerable advance over last week's quotations, and still ruling firm.

Beans are improving in demand with prices of an upward tendency.

Fresh fish has shown considerable increase in demand with present prices ruling firm.

Dried fish is inactive with prices nominal.

The grain market has somewhat slowed down with regard to trade, owing possibly to the difficulty of transit. Prices, however, are ruling one or two points higher than previous quotations.

Flour has been particularly active both for domestic and export trade, with prices ruling about ten cents lower than previous quotations.

Breakfast foods maintain their steadily improving activity with previous quotations ruling firm.

The hide market is smoothing down to a better basis and an early date will bring the market into its more normal condition.

Canned Goods—The situation in canned goods remains the same as in our last report. A steady volume of orders continues to arrive denoting an inclination to lay in future stocks at present quotations. There is no new feature of interest to report, and our previous quotations remain unchanged.

We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal	....	2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00

Chili sauce same as tomato sauce.

Cateups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	....	7 70 12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	9.½
Sardines, French ¼s	0 14
" ½s	0 23
" Portuguese ¼s	0 08 0 10
" P. & C., ¼s	0 25 0 27
" P. & C., ½s	0 35 0 38
" Domestic, ¼s	0 03½ 0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	.... 1 00
" " imported	1 45 1 50½
Herrings in tomato sauce, domestic	.... 1 00
" " " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ¼s, "	0 85 1 00

Sugar—We have to report a dull and lower market for the week with European markets showing decided weakness and prices falling as we went to press last week, the downward movement continuing until prices reached 8s. 2½d basis, f.o.b. Hamburg, registering a decline of six pence for the week. As we go to press the quotation is nominal at 8s. 3d, equal to $3.71 for 96 test centrifugal duty paid New York. It looks as if the article was gradually working to a low level, and it cannot be long now before it reaches a proper basis of value under the changed conditions which prevail. Weather reports for the continent have all been unfavorable for some time past, with water low in the streams in Western Europe, whilst in Eastern Europe many fields have been submerged and the roads are impassable for the carts to bring in roots. There has been a lack of weather suitable for the improving of quality of roots and the high expectations may not be realized. The manufacturers have come out with their first estimate for all Europe of 6,300,000 tons, which is 250,000 less than Lischt. In Canadian sugars refiners are practically out of the market and as recent receipts have been heavy they are for the time being independent of arrivals of unsold sugar. We understand that a cargo of 5,000 tons of Java now at Delaware breakwater will be ordered into store for lack of buyers.

There have been further sales of Demarara to the United Kingdom. This is practically the only sugar available for Canadian refiners at the present time, and it looks as if the latter will have to put up some kind of competition in order to secure the supply. Trading in refined sugar has been quiet and we have to report a decline of ten cents per hundred pounds in New York which was started by Arbuckle and promptly followed by other refiners. A similar decline occurred in Canadian refined on Monday last, the 23rd inst, and we revise our quotations accordingly. We quote :

Paris lumps, in 50-lb. boxes	5 23
" in 100-lb. "	5 13
St. Lawrence granulated, barrels	4 58
Redpath's granulated	4 58
Acadia granulated	4 43
Berlin granulated	4 58
Phoenix	4 58
Bright coffee	4 43
Bright yellow	3 58
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Local demand for molasses is of an uninteresting character and previous quotations remain unchanged, but at the present moment are practically nominal. Advices from primal points denote markets as continuing steady with buyers showing inclination to await new samples before compromising themselves to large purchases.

Syrups are commanding great interest with the advance of the season. In corn syrup trade has been steadily improving for some time. During the week under review there has been distinct improvement in the maple syrup trade with a firm tendency in quotations. We quote :

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02½
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
" open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—The local market has not shown any marked improvement since our last review. There continues to be a fair measure of trade but mainly for the commoner grades of coffee. Better grades have been uninteresting. Foreign reports denote a general tendency to weaken. At the close of the latest New York market the prices generally had shown a decline of ten points for the week. We quote :

	Per lb.
Green Rico, No. 7	0 10 0 10½
" " No. 6	0 11
" " No. 5	0 11½
" " No. 4	0 12
" " No. 3	0 12½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
Green Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

Tea—The local market has been somewhat uninteresting since our last issue and business has been considerably slower. Prices, however, are ruling firm with still further tendency towards advancement. Latest reports to hand denote the London market as doing active business at firm prices, a slight advance being manifest in some cases. In Indians the offerings were somewhat heavier, mainly of good medium grades, which realized noticeably higher rates. Finest descriptions have maintained their price. In Ceylons the bidding at latest sales was distinctly active with advances being paid on practically all grades except the commonest. Medium quality teas were in great request and realized from ½ to one penny per pound advance.

Generally speaking the situation remains unchanged, with every indication of prices being well maintained up to advancing point for all medium and fine grades of tea.

Foreign Dried Fruits—Markets in these lines, whilst showing a fair amount of activity, cannot be described as particularly interesting, and there is nothing of importance to note since our last issue.

Advices from Smyrna report an advance of 1s. on sultana raisins with prices still firming. The Valencia raisin situation remains unchanged since our last issue, the situation then described practically covering the position at the present moment.

Reports from primal points denote great improvement in the weather which, if continued, will enable shipments to be made at the usual time, early in November. The abnormal fall of rain through September makes it necessary to give more time to the conditioning of the fruit. We quote :

	Per lb.		Per lb.
Prunes—			
90-100s	0 05 0 05½	60-70s	0 06½ 0 06¾
80-90s	0 05½ 0 05¾	50-60s	0 07 0 07½
70-80s	0 06 0 06½	40-50s	0 08 0 08½
		30-40s	0 09 0 10
Candied Peels—			
Lemon	0 09 0 10	Citron	0 15½ 0 17
Orange	0 09½ 0 11		
Figs—			
Elemes, per lb			0 10 0 17
Apricots—			
Californian evaporated			0 13 0 15
Peaches—			
Californian evaporated			0 15
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 05 up	Vostizzas	0 08 0 08½
Patras	0 06 0 06½		
Raisins—			
Sultana			0 05 0 07
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Sultana selected Valencias			0 05½ 0 07½
California, loose muscatels—			
3-crown			0 05
4-crown			0 08½
Dates—			
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04 0 04½	" new choice	0 09½
Domestic evaporated apples			0 07 0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia "	0 10

Foreign Nuts—We quote:

For sack lots roasted add 1c. to above quotations. For small, 2c

	Per lb.
Almonds, Tarragona, per lb	0 12 0 12½
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
" shelled	0 20 0 25
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08
Peanuts, roasted, per lb	0 10 0 11
" green "	0 08 0 09

Rice and Tapioca—Local demand for these cereals continues good. The situation, however, with regard to tapioca shows no relief from previous reports. Stocks are particularly depleted with prices continuing firm. Rice has been in active demand with prices ruling very firm but with no notable change. We quote :

Rice and Tapioca—	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07
Sago	0 03½ 0 04
Carolina rice	0 08 0 08½
Louisiana rice	0 05 0 07
Tapioca, staple	0 04 0 04½
" double goat	0 05

Spices—The demand for spice has been of much interest since our last report, and trade has been of limited volume, previous quotations remaining nominal. We quote :

Spices—	Per lb.
Peppers, blk	0 16 0 19
" white	0 23 0 27
Ginger	0 18 0 25
Cassia	0 21 0 25
Nutmeg	0 45 0 75
Cloves, whole	0 25 0 35
Cream of tartar	0 25
Allspice	0 20
Mace	0 80 0 90

Honey—There has been good activity in honey since our last issue, and great interest has been shown in all lines showing good quality. Prices have materially strengthened and we have to report a strong advance of half a cent on extracted clover honey and other lines strengthening from twenty-five to fifty cents per dozen. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 08 0 08½
" sections, No 1, per doz	2 00
" " No. 2, "	1 75
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—The market in beans has shown distinct improvement since our

last report, and quotations are well maintained with inclination to advance. We quote :

Beans, handpicked, per bush	....	1 70
" prime, No. 1	....	1 60
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fresh Fish—The market has been extraordinarily good during the current week. All lines have been in active demand and are expected to continue to be. We quote :

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 07
" trout "	....	0 09
" cod steak, per lb	....	0 08
" lobsters, boiled, per lb	....	0 25
" B.C. salmon, per lb	....	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	....	0 09
Herring, "	0 06	0 07
Pickerel "	0 07½	0 08
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	....	0 08
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 25

Dried and Cured Fish—This market has not yet assumed any different aspect, and quotations remain nominal. We quote :

Boneless fish, per lb	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	....	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06½

Grain—The grain market has shown only a steady demand. There has been no great activity to report. Arrivals from outside points have been very slow and scarcely sufficient to meet the current demand. Prices are revised up to the last moment and show great strength at from a half to one cent advance all through. We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 87	0 87½
" " hard, No. 1, new	....	....
" " " No. 2	0 85	0 85½
Red and white, per bushel, old	....	0 80½
" " " new	0 80	0 80½
Barley "	0 48	0 50
Oats, new, "	0 35	0 35½
Peas " new	0 73	0 74
Buckwheat " nominal	0 58	0 59
Rye, per bushel, " new	0 71	0 72

Flour—The local flour market shows activity and appears to be settling down to a steadily advancing trade. Quotations have made a still further drop consequent upon the arrival of new flours on the market. The export trade has been very good and a good deal of activity has been manifested and some substantial contracts have been closed.
We quote :

Manitoba wheat patents, per bbl. in bags	4 30	6 70
Strong bakers " "	4 10	4 50
Ontario wheat patents " "	3 50	3 75
Straight roller " "	3 35	3 60

Breakfast Foods—The market in these lines continues active with no new feature to report. Previous quotations remain unchanged. we quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled wheat in boxes, 100 lbs	....	2 70
" " 50 lbs	....	1 40
Rolled oats, standard, carlots, per bbl., in bags	....	4 25
" " " " " in wood	....	4 50
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	2 75
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

Hides, Tallow, Skins and Wool—The market in these lines has made no material change since our last report. Demand continues very active with supplies coming in about equal. Expectations are general that a change in the situation is imminent which will bring the market to a more stable basis. We quote :

Hides, inspected, No. 1 per lb	....	0 12
" " " 2 "	....	0 11
Country hides, flat, per lb	0 10½	0 11
Calf skins, No. 1, selected	....	0 14
" " No. 2	....	0 12
Lamb skins and pelts, best city slaughter	....	1 00
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Quebec Markets.

Montreal, Oct. 25, 1905.

GROCERIES.

AMONG the grocery jobbing trade business is, on the whole, satisfactory. Some houses which have an especially good river and coast trade have been very busy getting out their orders and preparing for last shipments before close of navigation. Orders from nearby and the general Province trade is fair. Collections are not not quite as satisfactory as might be wished.

The decline of 10c. per 100 lbs. in sugar seems to have been expected as the tendency of the New York and European markets has been downward during the past week. Scotch granulated is a factor and a few of the jobbers find it hard to resist the difference between $4.10 and $4.50 and some buying is being done. The shipment, however, is not large enough to materially effect refiners' prices.

Teas are generally firm and business fair. London and Colombo are both firm and offers through brokers are being turned down oftener than accepted. The trade from country markets shows little activity.

Molasses quiet and unchanged while corn syrups show an improved demand.

Canned goods are featureless and unchanged. Deliveries of late pack fruits and vegetables are being made by the canners.

Coffees are steady with an easier tone in some lines.

Spices unchanged and uncertain.

Fish trade shows an improvement, the colder weather being responsible for this. The demand for bulk and shell oysters is heavy. Fresh and smoked fish are selling well.

The dried fruit market is featureless and the trade are busy getting in their supplies. In the provision line trade is generally satisfactory, supplies being obtainable more readily by packers now that farmers are through harvesting and disposing of their live stock.

The demand for poultry is good on account of Thanksgiving Day this week.

Some little shading is noted in butter. Eggs are slightly firmer under strong foreign demand.

Cheese is easier, particularly for October makes.

Flour market steady and unchanged.

Feed is plentiful and prices easier.

Green fruits trade is satisfactory for the time of year. Peaches are off the market. California Tokays are arriving in good supply and selling well.

Canned Goods—Market shows no change. New canned vegetables and fruits are arriving freely with the jobbing trade. Some good sales outside of canner's combine are reported, the shading being 5c. per dozen. New pack salmon are well in store and jobbers are in a position to complete their orders. New Canadian sardines are meeting with good demand and sale and the improved style of packing is doing much to popularize Canadian pack sardines. We quote :

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	....
Gallon, per doz	5 00	....
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pumpkins—		
3-lb. tins	....	0 72½
Squash—		
3-lb.	....	1 00
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	1 90

Gals.	" standard	3 45
2's	" Egg, heavy syrup	1 52½
2½'s	" " "	1 80
3's	" " "	2 10
Raspberries—		
2's, black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—Declined 10c. on Saturday in sympathy with the decline in New York and the weaker European market. Basis is now $4.50 for extra granulated. Scotch granulated is being offered at $4.10 and some good sales are reported at this figure. The drop does not seem to have stimulated extra buying on part of the jobbing trade and complacency seems to be the characteristic feature among the trade—buying as they want. Country dealers also are not placing heavier orders and buy from hand to mouth.

Granulated, bbls.	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes and bbls	5 10
" " ½-boxes and ½-bbls	5 20
Extra ground, bbls	5 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 25
Powdered, bbls	4 75
" 50-lb. boxes	5 95
Phoenix	4 55
Bright coffee	4 45
" yellow	4 45
No. 3 yellow	4 40
No. 2 "	4 25
No. 1 " bbls	4 00
No. 1 " bags	4 20
Trinidad crystals	4 30 4 55

Syrups and Molasses—A better demand for molasses is reported by the jobbing trade this week. Country merchants are preparing to lay in their winter's supply and many of the river and shore orders are being filled. Prices show no change and none is anticipated by dealers. Holders of stocks are firm and still look for an advance. In corn syrups an improved demand is reported with prices firm. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—Trade is on the quiet side. Reports from New York would indicate easier prices in Brazil and South American coffees, and this has the tendency to check buying. Jamaica, 10 1-2c. to 11c.; Java, 18c. to 22c.; Mocha, 16c. to 19c.; Rio, No. 7, 9c. to 10 1-2c.; Santos, 10 1-2c. to 11 1-2c.; Maracaibo, 11c. to 13 12c.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10½
Santos	0 10½ 0 11½
Maracaibo	0 11 0 13½

Tea—The tone of the tea market is steady and firm. No very heavy buying is reported in any grades and only a fair general trade is reported. China greens and blacks maintain their strength but business is light, inquiries are few and stocks light. Holders are agreed upon hanging on. Ceylon blacks steady, while greens are in somewhat better demand. Firmness is characteristic in both London and Colombo. In Japans only a passing trade is noted. Prices are steady and firm. Buying by country dealers is fair in some sections, though on the whole the trade cannot be said to be flourishing. We quote:

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Oct. 26, 12.30 p.m.

BUTTER—No change. Receipts falling off. Fancy Townships, 2½c. to 23c. scarce. Good to fine, 21c. and 21½c. Choicest, 22½c.

EGGS—No change. Market steady. Export demand keeping up. Some holders asking 22c. for pickled stock. Straight gathered, 19½c. to 20c. for wholesale quantities. Select, fresh, 23c. to 24c.

CHEESE—No change. Export demand light. Quebec, 10⅞c. Townships, 11⅛c. Ontarios, 11½c. to 11⅝c; these latter scarce. Some holders are asking 11⅝c.

PROVISIONS—Market steady. Supplies plentiful for packers' requirements. Ham and bacon in good demand. Poultry picking up. Dry picked, fresh killed selling, 14c. to 15c. Ducks, 13c. to 14c., chickens, 10c. to 12c.

Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Foreign Dried Fruits—The foreign dried fruit market is quiet and news is scarce. Importers are busy getting in their stock of Mediterranean and other dried fruits. Figs are in the hands of the trade and the demand from the retailers is about as usual for first shipments. Grenoble walnuts are firm and held stocks are high. Filberts are easy Valencia raisins are pretty generally on the market in all grades and prices are low. The SS. Bellona, due shortly, carries from Denia 95,654 half boxes, 1,902 quarter boxes and 5,675 eighth boxes of Valencias. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ⅛	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08
Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—Both dull and little trading done. Jobbers report demand about as usual, these lines varying very little at almost any time and the demand is one that cannot be increased very much as the consumption generally is one that runs evenly throughout the country. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—Market shows dullness due no doubt to the low prices on a number of the leading grades. Peppers are unchanged with a somewhat stronger feeling on account of the undoubted shortage of the Lampong pepper crop. Gingers are in fair demand, also Cassias Nutmegs are low and dull. Dealers report fair demand from country points for Fall orders. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Honey—Market much firmer and prices show an advance over last week's quotations. Fine comb honey has in a number of cases brought as high as 15c. White extracted is also firmer and fully 1c. to 1 1-2c. higher. Dealers report good demand setting in. We quote:

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 08
" comb, new	0 13 0 15
Buckwheat	0 06 0 06½

Maple Products—Maple syrup is on the quiet side and little inquiry as yet. The warm weather has to be blamed for the dullness. Maple sugar is in better demand. Some fancy brought 9c., though 8c. to 8 1-2c. is about fair ruling price. We quote:

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08½ 0 09

Beans—The firmness in beans is being fairly general. The reports of heavy shortage in crop in the bean district is being discounted by many dealers who claim that as soon as the threshing is all done easier prices will result. In some sections farmers have not even

commenced threshing. Quotations as under are ruling figures this week. We quote:

Choice prime beans	1 50	1 65
Lower grades	1 40	1 50

Evaporated Apples—Business is restricted on account of the high prices asked by evaporators and shippers in the west. It was reported by one large buyer this week that he had been offered apples at less than last week's quotation. Winter varieties are held at 7 3-4c. to 8c. From advices of one of the largest dealers here his instructions were to hold firm at 8c. and even at that figure it was doubtful whether he could secure any quantity. In small lots 8c. to 8 1-2c. appears to be the market.

Fish—Business reported improved this week. Fresh fish of all kinds are in good demand and supplies coming in more freely. Both dry and green cod are scarce and prices held firm. New salt herring are in fair demand, as also are smoked fish. Finnan haddies are selling well. Bulk oysters in good demand. Malpaque shell oysters are easier under good inquiry. The superior quality of Canadian shell oysters is being appreciated by lovers of this luscious sea fruit. We quote:

Fresh bulk oysters, standards	1 40
" " selects, per imp. gal	1 60
Finnan haddies, 15-lb. boxes, per lb	0 07
Kippered herring, per box	1 00
Smoked herring, in small boxes, per box	0 10
Fresh haddock, per lb	0 04½
Market cod, fresh, per lb	0 04
Steak cod, fresh (heads off), per lb	0 06
Lake trout, fresh, per lb	0 08
Pike, fresh, per lb	0 06½
Sea trout, fresh, per lb	0 10
Dore, fresh, choice, per lb	0 08
Smelts, fresh, per lb	0 10
B.C. salmon, fresh per lb	0 14
Gaspe Salmon, per lb., frozen	0 15
Halibut, frozen, per lb	0 14
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 2-lb boxes per lb	0 06
Boneless fish, 2-lb bricks, "Gem of the Sea" brand, 2-lb. boxes, per lb	0 05½
Skinless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles per bundle	5 50
New Labrador salt herring, per bbl	5 50
" " " per half bbl	2 75 3 25
New B.C. salt salmon, per bbl	12 50
" " " per half bbl	7 00
New Labrador salt salmon, in tierces, per tierce	18 50
" " " in bbls., per bbl	13 50
" " " in ½ bbls per ½ bbl	7 50
Salt mackerel, 20-lb. pails per pail	2 00
Pickled lake trout, in 100-lb. kegs, per keg	4 50

Flour—There has been a better feeling this week in the flour market and the demand both locally and from outside points as well as export is much improved. The approach of the close of navigation has had a good deal to do with stimulating trade. Prices, however, are unchanged. Receipts in comparison with same last year are 24,000 barrels in excess. We quote:

Winter wheat patents	4 90	5 00
Straight rollers	4 60	4 70
Extra	4 30	4 40
Straight rollers, bags, 90 per cent	2 20	2 30
Royal Household		5 00
Glenora		4 70
Manitoba spring wheat patents		5 00
" strong bakers		4 70
" bakers		4 10

Rolled Oats—More activity is reported in the rolled oats trade, though prices remain unchanged. Receipts are heavier and the export demand improved. Dealers look for a better trade in the near future when winter stocks are being looked after by the trade. We quote:

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 55	2 60
Granulated " "	2 65	2 60
Rolled oats, "	2 10	2 20
" bbls, on track		4 85
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Hay—There is a very heavy stock of hay stored in the city at present. No 1 and good No. 2 is, however, very scarce and the local demand for same good. Of the poorer qualities there is an over supply and prices are nominal. Complaints are still common of shortage of ocean freight space and many shippers are using the American ports. We quote:

No. 1	8 50	9 00
" 2	7 50	8 50
Clover mixed	6 00	6 50
Clover, pink		6 00

Feed—There is a good supply of bran available, Ontario being particularly plentiful. Several cars of Ontario were sold on track at $15 in bulk, equal to $16.50 in bags. Some cars of Manitoba bran brought $15 per ton, two small lots, $16.50 to $17.

Manitoba bran	16 00	17 00
Ontario bran	15 00	16 50
Mouillie	20 00	21 00
" milled	21 00	24 00
" grained	25 00	27 00

N. B. Markets.

St. John, N.B., Oct. 24, 1905.

THIS has been a somewhat broken week, with the visit of the Prince and the Thanksgiving holiday. Business, however, is good, as, of course, it must be at this season unless something is radically wrong. There are not, however, the same reasons for Thanksgiving as last year, not but that there are abundant reasons for the observance of the day. Such reasons, in fact, as should make it better observed than is usual. It means little besides a holiday to very many. In grocery lines last year the trade, indeed, felt there were exceedingly good reason for Thanksgiving; seldom had there been such a year. Just now it is very different. The sugar situation does not improve. In flour, canned goods and other lines business has been very unsatisfactory.

Oil—In burning oil there is an increased demand; prices continue low though market keeps quite firm at the slight advance. In lubricating oil demand is quite good for the season, but this is a rather quiet time. In paint oils linseed is low, though it is doubtful if the extreme low price of last year is again quoted. In turpentine prices are extreme. It is doubtful if as high prices were ever quoted. The price of cod oil is rather higher. This line has surprised the trade, prices being much higher than was expected and very little to be obtained. It is said it is being bought for the American market.

Salt — A large cargo of Liverpool coarse salt was landed this week. It is thought there will not be another shipment received till the first Winter port steamer arrives in about three weeks. Demand is now somewhat over, and it is said the Winter imports will not be large. Price is firmly held.

Canned Goods—The situation in vegetables does not improve. It is difficult to quote a price. There is little doubt some goods are being sold less than cost. The idea seems to be to unsettle the market. Some houses simply will not meet prices quoted. They will make a small profit or remain out. While they find but a light business they are able to turn over some goods. In fruits the situation is somewhat better. Salmon is held at the regular figure and is the most satisfactory line.

Green Fruits—In apples it difficult to get really good fruit. While some Gravensteins are offered they are of but fair quality and are higher. There has been quite a quantity of Ontario apples bought for this market. There is quite a little cheap fruit offered. In oranges there is little outside of Jamaicas, and demand is slow. Lemons keep high. Bananas are not so freely sold. Ontario grapes are quite plenty, though shipments are about over.

Dried Fruit—New Valencia and Malaga loose raisins are to hand, also Malaga layers. Prices are low, particularly when compared with California raisins, of which the quantity sold has been small and chiefly confined to seeded. There have been some seeded Malagas sold, but buyers were late placing orders and very few could be obtained. New prunes, apricots and peaches are here. Prices show considerable advance since these goods were bought. Currants quite high; the high price resulting in quite a quantity of old fruit being imported. New figs are quoted low. Peels about as usual. Evaporated apples quite firm. Onions unchanged; market well supplied.

Sugar—The situation is unsatisfactory. In barrel sugar there is no change, but market is weak. In bag sugar it is rather difficult to quote a figure. The guild are fighting the imported sugars; they are bound those outside shall not reap the advantage of their figures.

Molasses — Trade is somewhat quiet, prices unchanged. While stock of Porto Rico is large there is little else here.

Fish—Prices are high. There is little in fresh fish except cod and haddock. Dry cod and pickled herring very firm. New smoked herring, while bringing rather better price than did the cod, will likely be lower.

Flour Feed and Meal— Flour unchanged; a fair business. Feed has some demand at even figures. Oats, while higher than new were quoted earlier, are still quite low. Oatmeal is high; much higher than oats. Cornmeal easier. Beans unsettled, the market tending higher. Barley is quoted at quite full figures.

Provisions—There is a fair sale for barrel pork; prices are a shade easier. It is very difficult to get domestic stuff. In beef only a fair business; American chiefly sold. There continues to be a large quantity of American pure lard imported; Canadian very high and difficult to get. Refined lard has improved in demand. In fresh meats beef is somewhat dull and rather easier. Veal is but little seen. Mutton is firmer but still low. Lamb keeps high. Pork more freely received and holds firm. We quote:

Mess pork, per bbl	$15 00	$15 50
Clear pork, "	18 00	20 00
Plate beef, "	14 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08

Lamb	0 08	0 10
Pork, per lb	0 08	0 08½
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 10½	0 10¾
" " pails, "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter—Supply is small. Good butter is in demand at improved prices. We quote :

Creamery butter	0 23	0 25
Best dairy butter	0 19	0 21
Good dairy tubs	0 17	0 19
Fair "	0 16	0 18

Eggs—Supply light. There is a steady sale at rather higher figures. We quote:

Eggs, henmery	0 24	0 26
" case stock	0 19	0 21

Cheese—Stocks are small and full prices are asked. The output in this Province has been small. For local business twins are demanded. We quote :

Cheese, per lb. 0 12½ 0 13

N. S. Markets.

Oct. 24, 1905.

THE apple market in Nova Scotia may be said to be exceedingly active just at the present time. The shipments of apples received from points in the fruit growing belts of the Province are not nearly equal to the local demand, and in the hundreds of barrels that have come to the city only about one in every ten can be classed as first-class. Notwithstanding the staggering price of $4 per barrel, choice No. 1 Gravensteins are hard to get. The price of apples this Autumn is a stickler to the local consumer, the dealers quoting $2.50 for fair No. 2's and $3 for choice barrels of the same grade. Culls and cracks sold at aution, and in many cases containing mixed varieties, fetch as high as $2, $2.10, and $2.25 per barrel. These figures are far and above former years.

Late reports from the Valley say that since the middle of August the weather has been the right kind for the proper development of fruit, and the yield of apples has been far beyond the expectation of the fruit grower who feared a failure in this crop. He is gathering as much fruit again as he hoped for. The apples are of fine quality for the most part, many measuring eleven inches in circumference.

The first large shipment of apples of the season from this port was sent to the British market this week, when the Furness liner Florence sailed for London with 20,155 barrels.

Another report from the Annapolis Valley says that despite the dry weather, so frequently complained of, there has been an ample crop of hay, grain, vegetables and different kinds of produce. This is probably due to the abundant rains which so thoroughly soaked the ground during the early Spring.

Butter and Eggs—The butter market shows little improvement. Receipts are still far below the average, and the present outlook gives no hope for relief. Creamery prints are firm at 24c. Choice dairy butter is scarce. There is a lot of butter on the market, but it is not first-class. During the week a large shipment of small tubs was received from Antigonish, and it was eagerly bought up at 20c., one dealer taking the whole lot (about 60 tubs averaging 12 pounds) from a commission house, and offering to take as much more at the same price if it was available. Some small lots brought to the city by farmers were soon disposed of at 24c. This butter was of good quality and freshly churned. Many persons here wonder why more Ontario butter is not brought to Halifax. Some of those who have used it say that the quality is just as good as ours, and that it could be sold cheaper than the local butter. The Nova Scotia factories are not making much butter just now.

Eggs—Are firm at about 21c. for Prince Edward Island stock. There is not much doing in eggs just now, but higher prices are predicted before very long. At retail Nova Scotia fresh laid eggs are quoted at 30c. Island dealers expect to be shipping limed eggs to the Montreal market very shortly.

Cheese—Keeps on advancing and primes of September make are selling at 13c. Stocks of cheese held here are very light.

Flour and Feed—The price of flour remains pretty steady. There is a fairly good demand for Ontario flour here, and Manitoba is selling slowly just at present. There is said to be a scarcity of oats at Prince Edward Island, and this has helped to maintain prices. Ontario people are quoting oats at 44c., and Prince Edward Island dealers 45c.

The P. & B. liner Carribie, which arrived during the week from Bermuda, landed 14,000 bags of sugar here for the local refineries.

The brig Blenheim, from Farjardo, P.R., also landed at this port 358 puncheons, 34 tierces, and 41 barrels of molasses.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 26th, 1905.)

BUSINESS continues very active in almost all branches of the wholesale grocery trade, the inquiry for Christmas goods for later delivery having given a renewed impetus to the market. A great improvement is already reported in the state of country collections, and the wholesale trade are much encouraged by the determined attude of the Western Retail Association, which evidently means business in its dealings with the credit problem. The enforcement of a cash system during the Winter months will do much to keep the prosperity of the west on a sound basis.

As was noted last week in our "Last Minute Manitoba Markets," there has been a decline of 30c. per cwt. in all sugars delivered to points between Moose Jaw and the B. C. boundary. As there has been no decline in points east of Moose Jaw the change is generally attributed to the competition of the beet sugar refinery at Raymond, Alta. The reduction was announced, of course, by the B. C. refinery. Since this decline in sugar there have been no important changes of any kind in the local wholesale grocery market. New prices are announced on peels and these quotations will be found below under "Candied Peels." New prices will also be found under "Dried Fruits" of new Sultana raisins and new prunes. New almonds and walnuts are on the market and in good demand for the Christmas trade. A reduction in woodenware will be noted below. Eddy's "Silent" matches have been reduced to $2.05 per case.

Canned Goods– There has been no new developments in the local canned goods situation since our last report. The new salmon is practically all on the market now and it is moving fast. As noted last week, strawberries are very scarce. One or two houses in Winnipeg are sold out already, and are finding difficulty in getting new supplies. We quote :

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3 s, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, e.s., group 1. per 2-doz. case	2 13
" " 2 and 3, per 2-doz. case	2 08
" Lombard, e.s., group 1, per 2-doz case	2 23
" " 2 and 3, per 2-doz case	2 18
" greengage, e.s., group 1, per 2-doz. case	2 33
" " 2 and 3, per 2-doz.case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 18
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2s, F.B., group 1, per 2-doz. case	3 58
" " group 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3. per 2-doz. case	5 04
Apples, gallons, group 1, per doz	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2 s, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas(No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" Rivers Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunchtongue (Clark's) 1's, "	3 00
(Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 50
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

REASONS WHY

It pays the retailer to push articles of merit; it pleases his customers. Such goods, backed by liberal advertising, are all the more worth pushing. The high quality of **Rising Sun** Stove Polish and **Sun Paste** Stove Polish put them first on the list of merit and our splendid advertisements in papers like the Ladies' Home Journal and others, with millions of circulation among consumers, help the retail dealer. It will pay you to push **Rising Sun** Stove Polish and **Sun Paste** Stove Polish.

Morse Bros. - Proprietors, - Canton, Mass.

Sugar—As noted last week in our telegraphic corrections sugar declined 30c. for all points from Moose Jaw west to the B. C. boundary. As this reduction was announced by the B. C. refinery, and as it has been confined to these western points, the inference is that the causes are local and that this change does not necessarily imply an immediate likelihood of lower prices for points farther east. The decline is attributed to the competition of the beet sugar refinery at Raymond. Subject to possible late changes recorded in our "Last Minute Markets," we quote:

Montreal granulated, in bbls	5 25	
" " in sacks	5 20	
" yellow, in bbls	4 75	
" " in sacks	4 70	
Wallaceburg, in bbls	5 15	
" in sacks	5 10	
Icing sugar in bbls	5 85	
" " in boxes	6 05	
" " in small quantities	6 45	
Powdered sugar, in bbls	5 65	
" " in boxes	5 85	
" " in small quantities	6 10	
Lump, hard, in bbls	5 95	
" " in ½-bbls	6 05	
" " in 100-lb cases	5 95	
Raw sugar	4 25	4 50

Syrups and Molasses—Syrups are quiet and there is said to be less than the normal demand for molasses. Prices are steady and are quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bats, each		2 25

Coffee—There has been no change in price. We quote:

Whole green Rio, per lb		0 11
" roasted, per lb		0 15
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb		0 23
" " 1-lb. "		0 24

Cocoa—We quote:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " ½ " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—We quote:

Lake Superior trout "	0 09
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 12½
Halibut "	0 11
White fish (L. Winnipeg), per lb	0 06½
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	5 00
" " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Nuts—New Almonds, Grenoble and Marbot walnuts are now on the market. Almonds are quoted at the same price as last year. Walnuts are more expensive. New shelled walnuts may not be on the local market in time for the Christmas trade. We quote prices as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" " Marbots "	0 13
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Foreign Dried Fruits—New Sultana raisins are now on the market and quotations will be found below. Prices of the new prunes are also quoted below. New California raisins will be here the last of the week. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers, "	1 85 2 00
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ¼-lb. packages per package	0 09½
" " fancy seeded in ¼-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—Prices are quoted as follows:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Spices—Prices are quoted unchanged as follows:

Ground Spices—

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15

CONDENSED OR "WANT ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

MANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies in groceries and kindred lines; highest references. Box 284, CANADIAN GROCER, Toronto. [43]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [43]

AGENCY WANTED.

MONTREAL grocery broker would like to hear from independent canners with a view to handling their goods in this market. Address Box 287, CANADIAN GROCER, Montreal. [43]

WANTED.

BAKER, second hand or improver, at once; state wages required. H. S. Ruby, Midland. [f]

BAKER wanted, good on bread and cakes; steady job to a good man; must be temperate. Jas. Pitman, Petrolia, Ont. [f]

A YOUNG man wanted as second miller; with some experience as miller; we pay good wages. Union Supply Company, Limited, Rosthern, Saskatchewan. [f]

CANDYMAKER wanted for boiled goods; cocoanut work, caramels and bar work. Hamilton Biscuit Co., Limited, Hamilton. [f]

For WHITE BEANS
FEEDING and
SEED CORN
OATS and all kinds
of GRAIN
DRESSED HOGS

CORRESPONDENCE SOLICITED

O'KEEFE & DREW
CHATHAM, Ont.

Ginger, in 10 lb. " "		0 10	0 18
Mixed spice, in 5 lb. boxes, per lb.			0 20
Mace, in 5 lb. boxes, per lb.			0 70

Whole Spices—

Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago— Tapioca is weaker in primary markets, but there have been no local changes. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	5 00
Sago, per lb.	0 03½

Pot and Pearl Barley — Prices are steady. We quote:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated Apples—New evaporated apples are selling at 9c. per lb. in 50-lb. boxes.

Beans—White beans have been reduced to $1.75 per bushel.

Woodenware—As noted above there has been a reduction in woodenware. New prices on wash tubs will be noted below. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 00
" " " No. 1,		8 75
" " " No. 2,		7 50
" " No. 3		6 40
" " nests of No. 1, No. 2 and No. 3		1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Glass Fruit Jars—As announced last week, the new season prices have been announced on glass fruit jars. They are as follows for delivery for season of 1905-'06:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins'		½ pints, per doz	$3 65
"		pints, "	6 00
"	White's	½ pints "	0 90
"	Paterson's	½ pints "	0 90
"		pints "	1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Oatmeal is in brisk demand since the recent reduction in price. Country stocks were evidently very low, while the high prices obtained. Cornmeal is steady at the prices quoted for some time. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 85
40-lb. " "	1 90
20-lb. " "	2 05
8-lb. " "	2 25
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

NEW OTTAWA JOBBING HOUSE.

Mr. W. B. Crawford, who lately opened up a grocery and produce jobbing and commission house at 22 York street, Ottawa, is meeting with good success and reports business very good. Mr. Crawford formerly was doing a jobbing and general trade in Shawville but sought a large centre for the growing trade he was doing.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are offering some very choice lobsters, 1 lb. flats, under their well-known Anchor brand.

Minto Bros., importers of Melagama tea, are daily receiving new Ceylon, Indian and Japan teas which they were lucky to purchase before the advance. For purity, strength and flavor and price they claim these are unexcelled.

The Eby, Blain Co., Limited, are offering a snap in Sair dates, 1904 crop.

Laporte, Martin & Cie., Montreal, are in receipt of shipment of 90 barrels medium No. 1 quality cod, from Gaspesie and Nova Scotia, which they are offering at advantageous prices.

Messrs. L. Chaput, Fils & Cie. report the arrival of three carloads of Canadian sardines, Brunswick brand, packed in the new sanitary tins, and buyers are requested to secure their prices before buying elsewhere.

Buyers of new season's fruits, etc., will do well to consult the advertisement of the Eby, Blain Co., Limited, in this issue.

A complete assortment of new Valencia raisins, French prunes in 28 and 56 lb. boxes, Califorbia prunes, apricots, peaches and pears is in store with Laporte, Martin & Co., Montreal. Grocers desiring to secure their Winter supply will find value in writing Laporte, Martin & Cie.

Messrs. L. Chaput, Fils & Cie. are in receipt of 150 packages of the celebrated Gonzalez, Staub & Co. Cognac, a shipment consisting of quarter casks, octaves and half octaves. Since its introduction on the Canadian market by Messrs. L. Chaput, Fils & Cie., Gonzalez, Staub & Co.'s Cognac has worked itself into a favorite position in the demands of the trade.

With the arrival of luscious oysters the demand for Sauterne wines will revive. Messrs. Laporte, Martin & Cie. Montreal, call buyers' attention to the special brands controlled by them on the Canadian market: Sauterne Lecomte, Morel & Cie., and Vigneau & Camboux. These wines are desirable accompaniments to Canada's famous Malpecque oysters.

Laporte, Martin & Cie., Montreal, are offering finest Malaga raisins at interesting prices.

S. J. Major, Limited, Ottawa, report arrival of carload of brooms, which are claimed best value ever offered for the money. Also large consignment of sardines, all sizes and styles of tins. Some of these are special lines and are meeting with good call from the trade.

BUSINESS PERSONALS.

CLIENTS and customers of G. F. & J. Galt, Winnipeg, Man., will learn with regret that Mr. A. L. McGregor, traveler for the above firm, passed away at his residence, 296 Gertrude avenue, from an attack of typhoid fever. His sterling and honorable methods of doing business and his many manly qualities had endeared him to both his firm and their staff, and also to his many customers.

* * *

W. G. Stark has succeeded Geo. W. Prout as manager of the produce department of J. Y. Griffin & Co., Limited, Winnipeg.

* * *

Mr. Charles H. Lumsden has just returned from a pleasant and profitable trip through Manitoba and British Columbia. He reports Jersey Cream Yeast Cakes as booming in the Northwest. It is his intention to look after Lumsden Bros.' interests in the future in Eastern Ontario.

* * *

A grocery business has been opened in Port Arthur with R. T. Shields as proprietor and manager. The store, which is in the Walsh block, Arthur street, is one of the most attractive in town. The fixtures and counters are all quartered cut oak and the stock is displayed with unusual neatness.

* * *

The liquidator of the Atlantic Soap and Oil Co. has submitted his final accounts to Mr. J A. McAndrew, who has passed them and declared a dividend of thirty-six and a half cents in the dollar, being fully ten cents more than anticipated.

* * *

Mr. Frank L. Hart, of the firm of Messrs. Hart & Tuckwell, the well-known wholesale fruit dealers, Montreal, was married on Wednesday, the 25th inst., to Miss Chaffee, of Minneapolis. Before departing Mr. Hart was tendered a farewell dinner by a number of his friends. Mr. Hart is very well known among Montreal business men and enjoys a deserved popularity. A tour of the Southern and Western States will follow the ceremony before Mr. and Mrs. Hart return to Montreal.

* * *

The Dominion Packing Co.'s plant at Charlottetown, closed for the past year, is to be reopened this Fall, and buying will probably be commenced next month. The work of reorganizing the company is now being perfected and it is said that many of the old shareholders are interested. This will be gratifying news

Why Clark's Sliced Smoked Beef Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

It Stands Unequalled! The Best Goods at the Best Price.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited. - TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick.
Wholesale only.

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

DON'T HESITATE

IN ORDERING

SYRUP OF MALT EXTRACT OF MALT

for fear of no sales. I'll see that you get a start.

Sample for the asking

GEO. SLEEMAN, Guelph, Ont.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS: Mail P. O. Box 791 WINNIPEG,

for the farmers of the Island, who will look forward to the commencement of operations with pleasure.

* * *

A very pleasant event took place in the offices of Messrs. L. Chaput, Fils & Cie., wholesale grocers, Montreal, last Saturday afternoon, when Mr. Jos. W. Deziel, assistant accountant, was presented with a cabinet of cutlery. The occasion was the approaching marriage of Mr. Deziel to Miss Cartier, daughter of Dr. Cartier, of St. Madeline, Que., on Wednesday of this week. The presentation was made by Messrs. Major and Leveiller, on behalf of the employes and Mr. Deziel's fellow workers. Mr. Deziel entered the employ of L. Chaput, Fils & Cie. September 1st, 1888, as invoice clerk, and by his ability and close and conscientious attention to his duties attainted to the position of assistant accountant. Mr. Deziel is deservedly popular with his employers and fellow workers and The Grocer joins Messrs. L. Chaput, Fils & Cie. in wishing Mr. and Mrs. Deziel a pleasant journey through life.

* * *

Quebec city has no more worthy exponent in the flour and grain trade than the firm of C. A. Paradis, which bids fair to increase its present enviable position in the trade. Their aim is to keep in constant touch with the various sources of supply and their buying facilities cannot be excelled. Large warehouses of he most convenient type, in Dalhousie street, the centre of the trade, facilitate ready distribution. Mr. C. A. Paradis, though comparatively a young man, has by persistent steady effort together with marked business ability and keen judgment attained a prominent position among the leading merchants of his city. He has had a wide and varied experience in the trade and is thoroughly acquainted with its requirements. In launching a business of his own there is every reason to believe that he will meet with marked success and his future in the trade will be watched with interest.

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To Montreal
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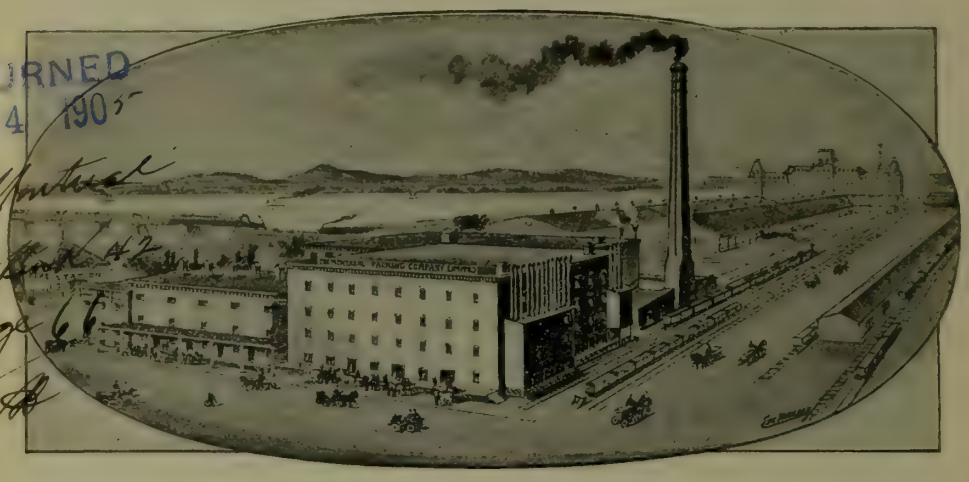

The Montreal Pork Packing Co., Limited.

MONTREAL PORK PACKING CO., LIMITED.

THE meat curing and packing industry of Canada during the past decade has made enormous strides and curing and packing establishments are springing up in different parts of the country. The reputation the Canadian bacon and ham, as well as beef products, have obtained on the English market, as well as through Australia and South Africa, has led to the creation of establishments to cater to the expanding and rapidly developing trade. In 1891 the value of the output was $5,264,143, while in 1901 it had developed to $22,270,984, and to-day it is nearly three times greater.

There are in Canada no less than fifty-seven establishments engaged in the meat packing and curing business, that is taking in all establishments of more than five employes. That the expansion of the meat packing and curing industry of Canada is of great value to the country, particularly to the farming community, goes without saying, and millions of dollars are annually paid out to farmers and ranchers for stock.

There are quite a number of pork and beef packing establishments in the city of Montreal, some of which have been established a number of years and are doing a very large local as well as export trade. The subsidizing of a line of steamers by the Canadian Government to South Africa, with bi-monthly sailings, has stimulated this particular branch of the packing industry very materially.

Last Spring a new company was formed and entitled the Montreal Packing Co., Limited, and a complete packing plant established at Mill street, Point St. Charles, contiguous to the abattoirs and stock yards. A representative of The Grocer paid a visit last week to the plant and was shown over the premises by Mr. C. E. Allen, sales manager. We publish in this issue a view of the packing house and several interior views. From Mr. Allen it was learned that the capacity of the plant is 3,000 hogs per week. A staff of 150 is employed in the various offices and departments, which in view of the fact that the company has only been in operation for seven months, speaks volumes for

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General Office—The Montreal Pork Packing Co., Limited.

the enterprise and push of the officials. The main building is 150 feet square, with five stories. A complete up-to-date lard room, storage room, beef room, cutting room, and refrigerating plant has been installed. The system of refrigeration employed is the Linde-British Refrigerator System, an improvement on the old time direct expansion.

The Montreal Packing Co. sell their products direct to the trade only, and in the city of Montreal have a thorough system of delivery wagons, twelve of these having already been required, and with the expansion of the company's business at its present rate, five times this number will be required in a short time. The brand for the home market is "Corona," while for the export trade "M. P." is used and this mark is already known in South Africa and throughout the United Kingdom.

The officials of the company are: President, R. M. Ballantyne; vice-president, P. L. McLagan; general manager, C. W. Bowman; sales manager, C. E. Allen; superintendent, R. E. Lunham.

Mr. Bowman, before taking hold of the Montreal Packing Co., was for 18 years assistant superintendent of the Ingersoll Packing Co., Ingersoll, Ont., and is one of the most efficient and best posted men connected with the packing industry, and has surrounded himself with a most efficient staff of assistants. Mr. C. E. Allen, sales manager, was for many years in the employ of the Armour Company, and Mr. Lunham superintendent, has had long experience in packing houses in England, Ireland and Canada.

With the undoubted abilities and energies of the staff, and the thorough equipment of the plant, there is not a question of doubt but what an enormous business both locally and export will be obtained by the Montreal Packing Co.

Beef Room—The Montreal Pork Packing Co., Limited.

Cutting Room—The Montreal Pork Packing Co., Limited.

BUSINESS CHANGES.

NESS & SHANNON, grocers, Allandale, have assigned to N. L. Martin, Toronto. The business was a medium sized one, and the cause of the failure is attributed to lack of sufficient capital. The liabilities and assets are as yet unascertained.

J. W. Springer, grocer, Hamilton, Ont., has assigned.

J. G. Kertcher, grocer, Ottawa, Ont., has assigned to W. A. Cole, a meeting of creditors is to be held shortly.

Maitais & Co., Murray Bay, Que., have compromised.

Estate of W. P. Murphy general store, Rainy River, Ont., the stock of this business has been sold.

E. Duffy, Morrisburg, Ont., is offering compromise.

I. Cohen, baker, Montreal, Que., Israel Cohen registered.

M. Kipla, grocer, Coleman, N.W.T., has sold to John Volus.

Alexander Gray, confectioner, Austin, Man., has sold his business.

Read Burns, grocer, Toronto, Ont., has assigned to C. H. Newton.

E. Hartman, general store, Winnipegosis, Man., is giving up business.

C. Simonette, confectioner, St. Boniface, has retired from business.

The Japan Tea Trust Co., Montreal, Que., Georgia Simard registered.

W. Gratton, grocer, Ottawa, Ont., has sold his business to A. Corcoran.

Jas. R. Palmer, baker and confectioner, Tilbury Ont., has sold his business.

A. Ramsay & Co., general store, Birnie, Man., are succeeded by R. Watson.

W. L. Long, grocer, etc., Elora, Ont., has sold his business to D. McBeth.

Wm. Clark, grocer, Winnipeg, Man., has sold his business to L. Tellier.

J. G. Cuillierier, general store, Cedars, Que., has assigned to A. Lamarche.

Alfred Gauthier, general store, Labelle, Que., is offering compromise.

H. Belisle, grocer, etc., Montreal, Que., the assets of this trader have been sold.

Louis Monette & Co., butchers, Montreal, Que., have dissolved partnership.

IN MEMORIAM.

IT is with a feeling of profound regret that The Grocer fulfills the painful duty of acquainting its readers with the decease of one of the oldest merchants in the city of Toronto, and certainly the oldest member of the wholesale grocery trade, the late Mr. W. Ince.

Mr. Ince was a well known figure on Front street right up to the very last, and quite recently it was remarked by those who saw him cross the street that he had more of the agility of youth than the marks of age. His end came somewhat suddenly ; it is but two weeks since his last illness overtook him, as the result of which he passed away at midnight at his home at 94 Prince Arthur avenue. Mr. Ince had been a resident of Toronto for some seventy years and was senior member of the well-known wholesale grocery firm of Perkins, Ince & Co.

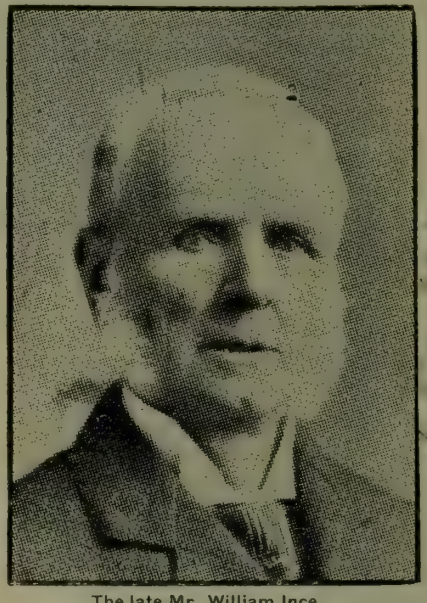
He bore no small share in the growth of this city and by perseverance, integrity, and natural ability raised himself to a high position as one of Toronto's most respected citizens and business men. He was of a most genial and kindly disposition, and his tales of early Toronto were well worth hearing. Mr. Ince was present as a boy at the distribution of weapons at the City Hall when the rebellion broke out, and remembered all the incidents of that stormy time with the greatest distinctness. He was also a spectator of the execution of Lount and Matthews.

Mr. Ince was born in Queen's county, Ireland, in 1826. When he was only four years old his parents emigrated to Canada and first settled at Coteau, but in 1835 they moved to Toronto, where Mr. Ince received his education. In 1838 a commercial career was determined upon, and he entered the business house of Mr. George Moore, which was situated on King street. He early showed a great aptitude and an indefatigable industry, and stood high in his employer's confidence. Here he remained until the death of Mr. Moore, in 1842, necessitated the winding up of the estate, which was done by Mr. Ince though only sixteen years of age. As soon as his work with regard to Mr. Moore's estate was finished he took the management of a wholesale grocery business conducted by Mr. Cameron in the St. Lawrence Market, and remained with him till 1845.

He next entered the firm of Perkins & Company, whose premises were situated at the corner of King and Jordan streets, but who were at the time building the present warehouse which was the first building to be erected on the south side of Front street.

In 1856 Mr. Ince became a partner, and in 1874 Mr. F. Perkins retired, the business being subsequently conducted by Mr. G. Perkins, Mr. Ince, and Mr. J. W. Young, Mr. Perkins' brother-in-law, the firm assuming the title of Perkins, Ince & Company.

The funeral took place on Monday last, the 23rd inst., with a full choral service at Holy Trinity Church, Toronto. Every wholesale grocery house of Front street was represented at the funeral as well as all the leading brokerage houses. There were also many representatives from outside points, prominent amongst whom were Mr. G. E. Bristol, of Lucas, Steele & Bristol, Hamilton, and Mr. A. Turner, of J. Turner & Co., Hamilton. There were also some forty members of the Board of Trade, who came in a body as a mark of respect from that association.



The late Mr. William Ince.

FROST ON SHOW WINDOWS.

DURING Winter weather many shopkeepers experience more or less difficulty in keeping their show windows free from the ice that in low temperature tends to defeat the object of the display.

No doubt all of the devices for keeping glass clear of ice, published from time to time in the journals, have received a fair test, with varying satisfaction. A writer in one of the foreign journals, who has experienced the rigors of high latitudes, insists that none of the ordinary schemes are of much use, and that the only certain remedy for the opaque deposit of solid water is a double layer of glass with a sufficient air-space between.

He states that applications of glycerine, alcohol, and other solutions are of no avail in extreme weather and that, in any case, they must be so frequently renewed that they become extremely troublesome.

In the northern portions of Russia where zero weather is sufficiently common, experience has taught the owners of show windows that the only effective protection is a three-inch air space between two panes of glass. The outer sash is rendered as nearly tight as possible by calking the chinks and pasting strips of paper over the crevices. The glass is then carefully cleaned and dried on a clear, mild day, and a second sash, fitted with the same care to prevent all circulation of air, is inserted about three inches within the first.

The double panes are said to obstruct the view very little. The physical cause of the deposit of moisture and ice upon windows is the difference in temperature between the surface of the glass and the air bearing a relatively high proportion of moisture, which comes in contact with it.

EUCHRE PARTY.

On Thursday, October 12th, the members of the Ottawa Retail Grocers' Association held a progressive euchre party in Booth's Hall on Somerset street. Mr. Fred W. Forde, in the absence of the chairman, presided and made an efficient officer. During the course of the evening's entertainment Mr. Ab. Driscoll, of H. H. Brennan's staff, was presented with a handsome traveling bag prior to his departure for the west. Mr. Driscoll has been a faithful worker in and for the association and his friends took this occasion to show their appreciation of his services.

The result of the euchre party was as follows : First prize, Geo. Atkinson, silver syrup jug ; second prize, D. K. McIntosh, silver bonbon dish ; booby prize, Chas. Provost, bag of marbles. Mr. Provost, who by the way is the popular treasurer of the association, thoroughly enjoyed his prize, and though he is rather old to play marbles for keeps, the practice will relieve him of some of his hard work.

Among the invited guests The Grocer noticed Mr. Geo. Shouldis, president Bakers' Association ; Mr. Mark Sutherland, representing Canada Sugar Refinery, and Mr. J. Fitzgerald, city traveler for the F. J. Castle Co., Limited.

Refreshments were served and done justice to by all.

Mr. Sauber, general manager of the Marine City Sugar Co., Marine City, Mich., states that if they cannot get the sugar beet on the same tariff as other vegetables coming from Canada they will be compelled to establish their factory in Canada. The sugar cannot be made without the beets but the factory cannot afford to pay the present duty. The Michigan farmers in the district will not go to the trouble of cultivating beets for the sugar industry.

Woodstock Cereal Co.

LIMITED

D. R. ROSS, President

Manufacturers of

Rolled Oats Split Peas
Oatmeal Pot Barley

We ship small orders for Canadian points the same day as received.
Special attention given to British and Continental trade.

Write us for samples.

Codes:
A. B. C. and Riverside

WOODSTOCK, ONTARIO, CANADA

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.
Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678 59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $1,500,000.00
Assets, over - - 3,300,000.00
Annual Income - 3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

GUAVA JELLIES
INDIAN CHUTNEYS

Genuine East Indian Goods

Shelled Almonds

Best selected stocks and prices right

WRITE FOR PRICES

W.P.DOWNEY, 26 St. Peter St. MONTREAL

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.,

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

NOTES WORTH NOTING.

WHAT is the matter with American cheese in foreign markets? Exports for the first eight months of 1905 were only 5,613,498 pounds, against 15,179,911 pounds in 1904.

* * *

Out of 180 samples of Canadian butter found in the retail market and intended for home consumption, which were analyzed by the chemists of the Inland Revenue Department, only one contained borax and boracic acid. The maker is unknown.

* * *

The Canadian Customs will be considerably enriched as the result of a large consignment of gin, which arrived at Montreal recently from Rotterdam on the steamship Malinhead. The consignment consisted of 68,000 packages, and the duty will amount to $250,000.

* * *

The London Morning Post uses the Nelson Centenary as an opportunity for drawing attention to the failure of the Admiralty to recognize the value of the North American fisheries as a school for seamanship. Canada has a seafaring population second only in numerical strength and seamanlike qualities to that of the Newfoundland and Nova Scotia fisheries, which are notable recruiting grounds. Good men are also to be found in the Quebec ports.

* * *

Charles M. Kitson, Canadian Commercial Agent for South Africa, writes in respect to the demand for cattle that different localities have different demands for cattle. Cape Town is a likely point for good quality milch cows of any mixed breed, the Holstein variety being a strong favorite with the Dutch community. Port Elizabeth and East London on the other hand have a leaning towards the Ayrshire and Shorthorn breeds. There is a demand at present for well-matched carriage horses of good action and appearance, not necessarily thoroughbred, and pairs with these qualifications would probably fetch from $750 to $1,000.

* * *

With regard to the advertisement published on another page for Messrs. Laporte, Martin & Co., Limited, the document guaranteeing the excellence of their famous Mitchell Scotch Whisky is interesting. This document is the Imperial Government analyst's report, at Glasgow, 1904, viz:

"Analyst's report on Mitchell's Old Scotch Whisky. The exhaustive chemical analysis to which Mitchell's 'Heather Dew' Old Scotch Whisky has been submitted in this laboratory, enables me to form a highly favorable opinion as to the care and technical skill that have been brought to bear in its distillation.

"I consider it to be a perfectly sound and well-matured product, and being free from contamination with fusel oil and other injurious matters, it is well suited for ordinary and regular use. The 'Heather Dew' is a mixture of carefully-selected products, forming a blend of choice and delicate flavor, and I can recommend it for its high quality and purity of composition.

"Granville H. Sharpe,
"F.C.S., Analyst.
"Glasgow, 1904."

* * *

"The Canadian shippers who are complaining of the shortage of equipment on the Canadian railroads," said a G. T.R. official recently, "may not be aware that a similar condition prevails on every road in the United States. The Wall Street Summary of last week states that all the railroads operating eastbound from Chicago and St. Louis report further traffic congestions and car blockades. The situation is daily assuming a more serious aspect, and the problem of moving freight when the cold weather sets in is causing more anxiety among transportation officials than ever before at this season.

"There is not a road which is not short anywhere from 10 to 35 per cent. of the cars and power necessary to fill the orders from shippers, and if such conditions exist now with ideal weather prevailing, it can readily be seen what hardship will come when storms and cold weather must be dealt with.

"Traffic is of a most diversified character, perhaps more so than ever before, when the vast aggregate of business moving is taken into consideration. Steel, iron, merchandise, grain, supplies of all kinds, and coal are being rushed forward in a volume that is amazing. Officials see no relief in sight and have set their office forces to work on plans which are hoped to at least modify the inevitable—the Winter car blockades."

* * *

From present indications the C.P.R. will have carried to Fort William before navigation closes, about December 5, almost twenty million bushels of wheat. The largest amount carried to that point during any former corresponding time was in 1902, when 15,550,000 bushels reached the head of the great lakes. Considering the large increase in the total crop this year, the C.P.R. should be able to greatly increase the movement, because they have almost three thousand more cars and 116 more engines than they had last Fall. A better idea of the present equipment may be formed when it is compared with the equipment of 1902, the record crop year prior to 1905. It exceeds that year by 10,341 cars and 305 engines. The equipment, therefore, has increased more rapidly than the crop.

We sell Good Goods
RETURNED
NOV 4 1905
Cheshire Book 841
Page 64

This motto needs no introduction to our readers. It is well known from coast to coast, as that used by a leading Canadian crockery house.

S. LLOYD M. SCULLY

Lloyd & Scully

Wholesale, Retail and Export Dealers in

Butter, Eggs and Cheese

OWEN SOUND, Canada.

BRANCHES

Meaford, Flesherton and Sault St. Marie, Ont.

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product.** It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Oct. 26, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
2 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 30
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb tins, 4 doz. in box	1 25
¼-lb. tins. 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville Basket Co.
Oakville, Ont.

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Why not get the best items that are printed on the subject.

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CANADIAN PRESS CLIPPING BUREAU
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McLAREN'S
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

MOTT'S DIAMOND CHOCOLATE

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.	
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.	
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.	
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.	
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.	
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.	
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..[illegible]	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.	
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.	
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.	
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.	

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)..	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	¾ 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 2
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
" 1-lb. jar.	0 25
F.D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

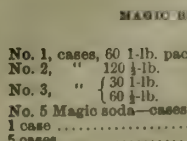
Cement stoppers (pints) per doz.	$ 2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$3.00 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case	$2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)....	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap).....	3 80
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry.....	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs...	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case.....	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 05½
Barrels, 200 lb.....	0 05
Kegs, 100 lb.....	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case....	4 75

ST. LAWRENCE STARCH CO., LIMITED.

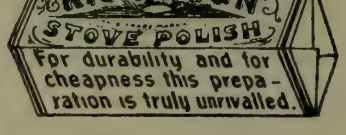
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 05½
" 3-lb. cartons, 36 lb..	0 05½
" 200-lb. bbl.....	0 05
" 100-lb. kegs.....	0 05
Canada Laundry, 40 to 46 lb.....	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00

W. H. DUNN, AGENT.

Enameline No. 0 38 4 bxs., ea. 3 dz.	
Enameline No. 0 65 6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.....	
Blackene, 5-lb. 0 10 cans, per lb..	
Enameline stove dressing, per doz.....	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS
SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.
MANUFACTURED BY
G.F. SUTTON - SONS - & - Co
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

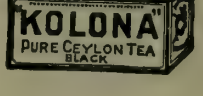
SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

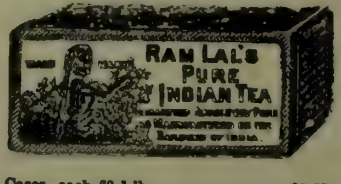
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

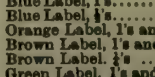


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55



Cases, each 60 1-lb.....	$0 35
" " 60 ½-lb.... }	0 35
" " 30 1-lb.... }	0 35
" " 120 ¼-lb.....	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$0 42½
" II 40-lb. boxes.....	0 37½
" III 80-lb. boxes.....	0 32½
EMD AAA Japan, 40 lb "at.....	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes....	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases .....retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 33
Yellow Label, ⅛s and 1s, 60-lb. cases .....retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	0 59 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case...	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz....	1 06
Victoria " doz. 5c....	1 00
" " 3 doz. 10c...	1 00

A CIDER OPPORTUNITY.

THE consular report published at Washington in a recent issue contains some very interesting information on the subject of cider making in England. There is, undoubtedly, an excellent opening for Canadian cider, if makers are prepared to adapt it to the requirements of the English markets. The cider makers of Great Britain will have to buy a great quantity of cider apples abroad this year, and some makers, to meet the ordinary demands of their trade, will need to supplement their own cider with that of foreign make.

In a report made a few years ago, when there was a shortage in cider owing to a small crop of apples, it was stated that a cider maker, who wished to buy foreign cider, claimed that, while for many years Americans had better processes for refining cider, the English had adopted all that was good in the American processes, and had adapted some of them to the special requirements of Great Britain. The English cider consumer prefers a heavier bodied cider, and one of better keeping qualities. The Birmingham Daily Post, in an article on scientific cider making, telling of some interesting experimental work in that line initiated by the Bath and West of England Agricultural Society, declares it is "remarkable that the making of cider, a beverage which was probably never more popular than at present, had never received more attention from the laboratory."

Rule-of-thumb methods prevail in producing cider, hence it was not surprising that there should have been material differences in quality, color, flavor, etc., and that the blending of fruits has been regulated by individual discretion or taste. The experimental work of the society receives official recognition in the form of a sum of money annually allotted by the Board of Agriculture. From this sprang the National Fruit and Cider Institute, which has just completed its first year of working, and the results of whose investigations with regard to the cider making industry justifies the belief that great benefit will accrue to those who care to accept its recommendations.

Students in cider making are given instruction at the institute, where there is a well-equipped laboratory which contains an American mill and press of special design. Experiments have been made with the six different kinds of apples growing in the six cider-making counties, with the object of definitely establishing for blending purposes the relative composition of the different kinds of apples, such as the amount of juice yielded by the same weights of the different varieties and their chemical compositions, especially in sugar, acid, and tannin, and the nature and rate of fermentation. In twelve months the institute has produced and investigated more than fifty distinct kinds of cider and perry (the cider of pears).

The institute will also study the question of discoloration, believing that the blending of ciders having a tendency to discolor with those of a highly acid character will prove advantageous. The society wishes the institute to study the diseases of fruits and fruit trees and the question of grafting, etc. In grafting there are in England two opposed systems. In the Herefordshire system the stocks are budded or grafted close to the ground, so that in the adult tree the stem is a product of the growth of the bud or graft (i.e., of the desired variety). In the other system (the Somersetshire) the stock is allowed to grow until the stem is about 6 feet in height and has produced a good head. It is then budded or grafted at the head with the desired variety.

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McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Biscuits, Confectionery, Etc
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Foley, Lock & Larson, Winnipeg, Man.
Greig, Robert, Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss, & Co., Montreal.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
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Canned Goods.
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Greig, Robt., Co., Toronto.

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Computing Scale Co., Toronto.
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Concentrated Lye.
Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
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Kaufmann, W. P., Toronto.

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Gowans, Kent & Co., Toronto

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Hudon, Hebert & Cie., Montreal.
Lloyd & Scully, Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McDougall, Lemon, Owen Sound, Ont.
McLean, J. A., Produce Co., Toronto.
Matthews, Geo. C., Peterboro', Ont.
Musson, Wainwright & Co., Hamilton, Bermuda.
O'Keefe & Drew, Chatham.
Paradis, C. A., Quebec.
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Bickle, John W., & Greening, Hamilton.
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Grant, Joseph Ottawa, Ont.
Guest, W. F., Fish Co, Winnipeg, Man.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Newton C. , Grand Manan, N.B
Paradis, C. A., Quebec.
Robertson, Geo., & Son, Kingston, Ont.
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McLeod Milling Co., Stratford, Ont.
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Imperial Extract Co., Toronto.
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Lipton's—Creed, J. S., Halifax, N.S
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Dunn, Wm. H., Montreal and Toronto
Gordon, Grant & Co., Trinidad, B.W.I.

Gorham J. W., & Co., Halifax N.S.
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Rust Trowbridge & Co, Trinidad, B.W.I.
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WALKER BIN FIXTURES are manufactured only by THE WALKER PIVOTED BIN AND STORE FIXTURE COMPANY, OF BERLIN, ONT., who will be pleased to estimate on your requirements.

Write for descriptive literature.

British Columbia Representatives:

W. J. BANNISTER & Co., VICTORIA, B.C.

WALKER BINS

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

MINCE MEAT

A SEASONABLE LINE FOR

GROCERS

But choose quality. No mistake is made when you offer your customers the Mince Meat of this factory.

—A better Mince
—Meat than has
—been.

The T. A. LYTLE CO., Limited

TORONTO, Can.

The sentiment of the intelligent consumer is to eat and drink only what is ***Pure, Good, Healthful*** and ***Nourishing.***

Strong, thick, astringent, nerve-racking Teas are being neglected for the

mild, sweet and ***refreshing*** teas of ***JAPAN.***

If you want what is absolutely and always safe to sell to your best trade, sell

JAPAN TEAS

NOW OWN UP

Don't you really like to handle

PATERSON'S CAMP COFFEE ESSENCE?

Doesn't it sell well, doesn't it allow you a good, fair profit?

ROSE & LAFLAMME,
Agents, Montreal.

Canada's Best

Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME Montreal.

DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

Holbrook's

WORCESTERSHIRE

Sauce

PAYS 40% AND

is the Premier Sauce of the World

Acknowledged

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Sixty Years of Popularity

COX'S GELATINE

should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

W. P. KAUFMANN

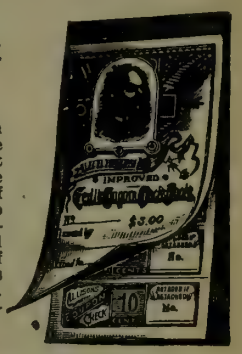
19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

AX ,N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
A, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
UVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Good Teas, hard to get. Of course they are. Do not grow at random, but require special cultivation, care. There's one place admirably suited for them. Ceylon is the place for the Best Teas. Everyone knows that who knows anything about Teas.

CEYLON TEAS

Combine all the qualities of true Tea Excellence, Flavor, Fragrance, Fulness, Body, Stability, Price. No other teas offer such a tea individuality, nor give such satisfaction to the user. No reason to ask the reason. It's as clear as daylight.

Nothing to Equal Ceylon Teas

The Comfort

Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

ONCE MORE WE WOULD TELL YOU

Why the OLD HOMESTEAD BRAND CANNED fruits and vegetables are better than those packed by other factories.

FIRST : We are in the heart of what is without doubt the choicest fruit and vegetable district in all Canada.

SECOND : We have beyond all question the cleanest, most modern and best equipped canning factory in America.

THIRD : Our head processman is an expert in his line and bears the name in the United States of being the best in the business.

FOURTH : Our principals are practical men, who were thoroughly acquainted with the conditions of the canned goods trade in Canada before organizing the OLD HOMESTEAD CANNING COMPANY. They saw an opening for an independent factory that would put up nothing but strictly first-class goods—and that's what they are doing now.

Such in brief are the reasons why

THE OLD HOMESTEAD BRAND
CANNED FRUITS AND VEGETABLES

have all others beaten.

The Old Homestead Canning Co.

Picton, Ontario.

Corn and Tomatoes

The brand that leads is

Canada's Pride

This is not an empty boast but is our honest opinion, founded on the care with which we have selected the best of the crop, the way we handle it, and the superior equipment of our factory. Then, again, we have designed a label that will sell the goods for you.

CANADA'S PRIDE is a brand that will satisfy the daintiest palate. Just taste it and test it.

Your Jobber has the Goods; If Not, Write Us Direct.

NAPANEE CANNING CO., LIMITED, NAPANEE, ONT.

W. A. CARSON, MANAGER.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

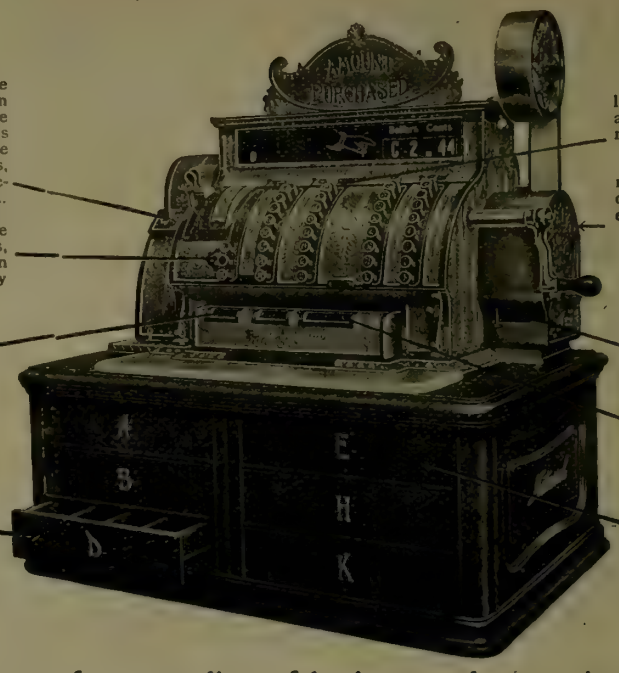
Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

WE MAKE CLERKS ACCURATE



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*

"The Brand of Quality"

Canned Vegetables, Fruits, Etc.,

We are now busily engaged canning
PUMPKINS and APPLES

Our output of Peas, Beans, and Tomatoes (in No. 3 tins) are all sold, but we still have For Sale about ⅓ of our pack of Choice Tomatoes (put up in No. 2 cans) which we are offering at a very low figure.

Insist on getting the "Essex Brand." If your dealer cannot supply you, write to us.

—Agents—

Toronto:
Anderson, Powis & Co.

Hamilton and Winnipeg:
Alfred Powis.

Vancouver:
O. E. Jarvis & Co.

Edmonton:
Bedlington & Fisher

St. John, N.B.:
J. T. Logan.

THE ESSEX CANNING & PRESERVING CO'Y. LIMITED

8 WELLINGTON ST. EAST, TORONTO - CANADA

Factories at Essex, Ont.

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

Alert Watchfulness

What we mean is the watchfulness you should have for each customer, and that we exercise for you all.

Our system guarantees the latter. Do you help us in the details ?

There are thousands of names on our books representing those who have made a success with

WOOD'S COFFEES

"Watchfulness"-is one of our best mottoes.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

We are looking for active up-to-date grocery brokers to represent

Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

American Pure Food Co.
Montreal

Maple Syrup

It will pay you to handle only the ***BEST LINES.*** Insist, therefore, on getting the famous

"Red Shield" Brand

Finest Quality Lowest Prices
Always Gives Satisfaction

We carry a full assortment of best selling lines Maple Sugar Specialties

Warren Bros. & Co.

35-37 Front St. East
Toronto

BUSINESS METHODS AND SUGGESTIONS

A CREDIT REVIEW.

THE extension of credit in a retail establishment is obviously wholly dissimilar from the methods employed in a wholesale house, although the definite objects are practically the same. The class of goods is different, the amount purchased varies, and the class of customers who purchase are not as a rule acquainted with business methods, whereas the customer of a wholesale house is constantly brought in touch with ideas and systems employed by such houses.

Cash vs. Credit.

A large number of retail stores are running business to-day on a strictly cash basis, and, although this is a much safer and more satisfactory way, where a store has the monopoly, and can afford to be independent, still a certain amount of trade will undoubtedly turn to the store which carries the monthly account. It should be the aim of such a store to secure as large a number of credit accounts as possible, provided only first-class accounts are opened.

When an account has been opened with a customer it is only natural to expect to hold the trade of that customer. He will more easily make purchasest at a store which carries his account, whereas if he were obliged to pay prompt cash it would be immaterial to him where his supplies were obtained, provided quality and price were satisfactory, the result being that he would go from store to store to purchase his requirements, as no one store would have any hold upon him.

The percentage of loss on account of bad debts must be kept down and collections watched even more carefully than in a wholesale business.

The Customer.

The customer looks at the price and quality of the goods purchased, he also expects courteous treatment, promptness and accuracy on the part of the clerks employed—a good account may be, and is no doubt very often lost simply through lack of interest displayed on the part of the salesmen, especially in some of our large stores.

Extending credit in a retail business is more of a personal matter than in a wholesale house; the person in charge should be in close touch with every department of a retail business.

The credit man should be tactful, diplomatic and be able to read human nature and recognize the fact that he is not dealing with business men.

A retail merchant who desires to have his bad debts reduced to a minimum should be familiar with the conditions which exist in the community in which he is extending credit, such as strikes, removal of factories employing a large number of men, etc. He should also take into consideration a customer's position, source of income, prospects, etc.

The merchant may often find it a very difficult and delicate task to obtain the necessary information about a customer which he desires, but by a personal conversation, certain facts may be drawn out skillfully and tactfully, so as not to offend a prospective customer. Perhaps the buyer is well known in the community in either a professional or a business way, but if information cannot be obtained in any other way, the commercial agencies will furnish it.

The clerk who sells a buyer about to open an account or who is unaware that such a buyer has an account already, should use a great deal of tact and common sense so as not to offend a customer with inquiries as to his account, as a good account may be turned away at once.

Collection.

A limit should be placed upon the purchases of doubtful customers, so as to have the account brought before the notice of the person in charge just as soon as that limit is reached.

It is not only necessary to use judgment in regard to opening a new account, but the account must be watched carefully afterwards.

Collecting of overdue accounts is a delicate business, as if a customer feels that the retailer is dunning him for an account, he will, although perfectly good for it in most instances, feel inclined to buy elsewhere until he has paid off the account.

Accounts should be rendered exactly in accordance with instruction, i.e., using the title Mr. or Mrs. as the case may be.

Overdue Accounts.

Overdue accounts should be collected promptly for three reasons:

First—The loss through "bad debts" will be reduced to a minimum.

Second—The customer will feel more inclined to buy if his account is paid, but the request for settlement must be made judiciously.

Third— It requires capital to carry overdue accounts, which often means a considerable loss, through bank interest.

THE UTILITY OF SYSTEM.

JUST the difference in the way the two men use their heads makes the difference in the way they conduct their business. Misdirected, systemless work will make any business management ineffective, while careful planning, simple, effective system, will aid even moderate ability to accomplish vast results.

How few business men make a study of the economy of time and energy of employes! They handle their goods over and over again. People are working at cross purposes everywhere, duplicating work, confusing orders. A little planning, a little more shrewd headwork, would save many a house from dry rot and paralysis.

* * *

These systemless men never stop long enough to think deeply into their business to plan comprehensively. They hurry to their offices, open their mail with a rush, look around the establishment a little, without ever acquiring that penetrating eye and sharp observation which characterizes the great merchant who uses his head. They do not penetrate beneath the surface of things, and get down to the core of principle.

* * *

In most of the smaller concerns which have never been able to rise above mediocrity, you will find high priced employes opening mail, sorting letters, sending out circulars, doing work which could just as well be done by low-salaried help. You will find people working at a disadvantage all around the establishment, doing the wrong thing, the uneconomical, unbusinesslike thing, just for the lack of a little thought projected into the system. Everywhere people are using their hands and their feet instead of their heads, trying to substitute muscle for brain.

* * *

All this hurry and flurry, rush and drive about nothing. It is the calm, cool, calculating head that gets things done. A level-headed, keen business man would go through such an establishment in his own line, and in a single day make comments, suggest changes, and give ideas which would revolutionize the whole business, and lift this mediocre concern into excellence.

* * *

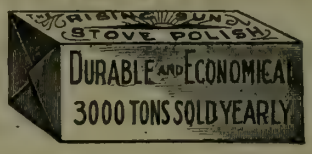
Yet the proprietors of these small houses go through life complaining of their hard luck and the fates which kept them down. They lay their non-success to a bad location or change of business, or too many competitors, when competent men all about them know that it is the lack of the proper use of their heads.

A FRIENDLY CHAT.

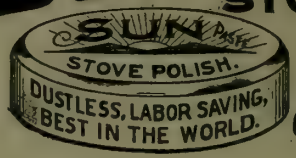
ONE thing every storekeeper ought to do occasionally is to call his clerks together and say to them something like this:

"You and I want to make more money in this store. But in order to do that we must do more business. Now I want suggestions from all of you, about anything you think we can do to increase trade and gain new customers. Or, if you see any waste going on that we might save, I want you to tell me. I want each one of you to keep your eyes open, use your brains, and think of something that will improve this busi-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ness for your sake and my sake. If there is any one of you who does not care to try to improve this business, we don't want him here. I would rather get rid of him and divide his salary among those who do care. Now as soon as a suggestion comes to your mind, let us have it, and we will see if we cannot all of us make more money."

NOTES WORTH NOTING.

The exports of pottery from Japan increased from 1,282,000 yen in first five months of 1904, against 1,804,000 yen in same period this year.

* * *

Joseph Creamer, Glenvale, has left for Acton, Ont., to meet the local board of trade and the farmers of the district, with a view to a contract for erecting a cheese factory. The institutions are few in that quarter.

* * *

A scarcity of potatoes seems likely in British Columbia, and, from reports, the price is likely to be higher this season than ever before in the history of the Province. Although the crops were large enough they have been very badly affected by rot, and a great quantity is quite worthless for food purposes.

* * *

A report from Winnipeg states that the Hon. S. Fisher has decided to have three smaller farms instead of one large farm for Alberta. One will be established in the south, one in the north, and one near the centre. The central one will be chiefly engaged in solving dairy problems, and will in all probability be situated at Innisfail.

* * *

For some time past there has been considerable spearing and other illicit fishing going on at Wilcox Lake, three miles from Aurora, which was stocked with bass by the late Government. The Minister of Public Works has therefore decided to appoint a fishery inspector of that lake, and the selection has fallen on Mr. William Hastings of Aurora to fill the post.

* * *

The estimated total of cow's milk produced in the world is 26,400,000 cwt., distributed as follows: Canada, 1,300,000; United States, 6,100,000; Russia, 3,500,000; Germany, 3,000,000; France, 200,000; England, 200,000; Austria, 1,700,000; Italy, 1,450,000; Holland, 1,200,000; Spain, 500,000; Sweden and Norway, 800,000; Switzerland, 700,000; Denmark, 600,000; Belgium, 600,000; Australia, 550,000; and Portugal 500,000.

* * *

The war between the wholesale grocers of St. John, N.B., still continues, though there is but little excitement over it. Those who cut prices have not advanced, and those who refused to do so still remain obdurate. Peas and corn are being sold by a few firms at an actual loss of from six to eighteen cents per dozen tins. The majority of the grocers, however, are not cutting, and as a consequence are not selling very large orders in New Brunswick. The trade with Nova Scotia continues as usual. The present state of affairs is not benefiting any of the wholesalers, and it is hoped that a settlement will shortly be reached.

* * *

Henry F. W. Behnson, of Spring Ridge, has forwarded for the inspection of the Agricultural Department specimens of what he claims to be a new variety of pear. The fruit is gathered from a fourteen-year-old tree raised from seed by Mr. Behnson, and appears to be of the species known in England as the William pear, but more elongated in shape like the Jargonelle. It is of a luscious banana flavor, in consequence of which he suggests that it should be named "Banana Queen." J. R. Anderson, Deputy Minister for Agriculture, has forwarded a specimen to Professor Van Demans, who acted as judge of the fruit exhibit at New Westminster, and has asked for his opinion on it.

* * *

It is not to be denied, says the American Consul at Eibenstock, that German foreign commerce owes a great deal to the very liberal credit system which has been in use during the past twenty years. In many cases this credit system has been the ruin of English houses in the countries of South and Central America and Asia. American merchants and manufacturers also find the three to four months' credit system the most formidable weapon of their German rivals in every part of the world. In certain lines of goods credits are often granted for a longer period of time. An attractive credit is often a more powerful aid in securing trade than the finest and cheapest line of goods for which cash is demanded. Yet in the textile industry of Chemnitz, Eibenstock, and Annaberg—cities that manufacture large quantities of hosiery, gloves, and dress trimmings for the foreign market—there are indications that the long credits which are conceded to the trade of some countries, especially in the Orient, are not returning good results.

HAMILON RETAIL GROCERS.

THE Hamilton Retail Grocers' Association held its regular meeting in the Board of Trade rooms, with W. Smye, second vice-president, in the chair.

Mayor Biggar was present by invitation, and addressed the meeting on the sanitarium proposition. He laid the case before the members in a clear way, and most of those present spoke in support of it.

C. H. Peebles gave notice that at the next meeting he would vote that a grant of $200 be made to this cause.

The members also spoke in approval of the public testimonial to Bandmaster Robinson, and it was unanimously decided to devote $25 to that purpose, on motion of Adam Ballentine, seconded by John O. Carpenter.

W. Smye was then invited to leave the chair, and Mr. Kirkpatrick took it. Adam Ballentine then, on behalf of the association, presented Mr. Smye with a beautiful Morris chair in recognition of his valuable services as chairman of the picnic committee. Mr. Smye made a suitable reply.

Under the heading of regular business some time was given to a discussion of collection of accounts. The grocers propose to ask the butchers and bakers of the city to co-operate with them in getting after people who can pay, and will not. One proposition is to unite the three branches and appoint a secretary whose duty it shall be to see that the accounts are paid.

THE BEAN SITUATION.

Reports from the Kent and Elgin bean district are to the effect that while the crop is not a large one the quality of the bean is very good. In fact one dealer declares that many samples are better than hand picked of last year.

The feeling is stronger than earlier, the American market showing a firmer tendency and $1.35 per bushel is being paid the farmers.

CURRANTS

In Store, Three Cars New Currants. **QUALITY EXTRA.**

Ask Travellers to show samples, or write us direct.

EMPIRE IDEAL SAPPHO MARATHON

LUCAS, STEELE & BRISTOL, - Hamilton

New Evaporated Apples

Now in store, new season's Evaporated Apples.

Evaporated from hard winter varieties only, by the best packers. In 50-lb., 25-lb. and 12½-lb. cases.

These goods are the finest procurable, suitable for laying in for winter supplies, will not turn dark and soft, the same as stock evaporated from early varieties, which have no keeping qualities and are of no use for laying in for any time.

Our Prices Are Right.

Our travellers have full particulars. If they do not call on you drop us a card for sample and price.

James Turner & Co.

Wholesale Grocers, - Hamilton, Ont.

Ask for "Le Rayon D'OR"

VIRGIN SUBLIME OLIVE OIL

From our own productions in

BARI, LUCCA AND NICE

Purity guaranteed

Order through your jobber. If he cannot supply you it will be sent to you direct.

Address:—J. RUSSELL-MURRAY, 6 ST SACRAMENT ST., MONTREAL. exclusive representative in Canada for the World's Famous brand, "*Le Rayon D'or*" *Virgin Sublime Olive Oil.*

MENGERT, CAGNOLI & CIE., FORMERLY SUAUT & CO. PRODUCERS AND PACKERS

NICE, France.

Sultana Raisins

New Goods "Fine," "Choice" Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

THE BEST JAR CHEESE TO SELL

THE BEST PACKAGE CHEESE TO SELL

THE BEST WAY TO HANDLE ROQUEFORT

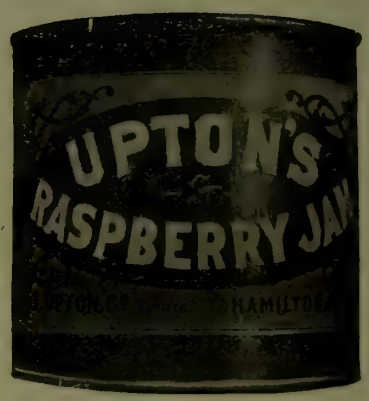
NEW COMPANIES.

PROVINCIAL charter has been granted the D. B. Martin, Limited, to construct, equip and operate abattoir and cold storage plants and to deal in live stock, dressed meats, agricultural products and the manufactured products thereof; the share capital of the company to be $200,000 divided into two thousand shares of one dollar each, the head office of the company to be at Toronto, and the provisional directors to be Robert McKay, Gideon Grant, Andrew Dods, Albert Ernest Lyon, Winnifrid Fanny McIntosh and Agnes Elliott.

The capital of the British Canadian Crockery Co., Limited, has been decreased from forty thousand dollars to ten thousand dollars (a) by cancelling one hundred and ninety-five shares of the unissued capital stock of the company, (b) by acquiring from such a shareholder or shareholders as shall be willing to sell the same and by cancelling five shares of the capital stock of the company on which seventy-five per cent of the par value has been paid, and by paying therefor the sum of $375 and (c) by reducing the nominal amount of the remainng shares of the company's capital from £100 to $50 per share and by repaying to each shareholder of the company all sums paid by or credited to him in respect of the shares held by him over the sum of fifty dollars.

Provincial charter has been granted to the Lee Grocery Co., Limited, Toronto, the share capital of the company to be $30,000 divided into three hundred shares of one hundred dollars each, the head office of the company to be at Toronto and the provisional directors of the company to be Frederick Lee, Thomas Walker, Walter Herbert George.

Provincial charter has been granted to the Waltham Cabinet Co., Limited, Toronto, to deal in shop fittings and fixtures, etc., the share capital of the company to be $40,000 divided into four hundred shares of $100 each, the head office of the company to be at Toronto, and the provisional directors of the company to be John Morrison, Frank Shapter, and Roan Hamilton Clark.



UPTON'S

HOME-MADE

Jams, Jellies

and

Orange Marmalade

have the true fruit flavor. They are sold by the leading grocers all over Canada.

IN STOCK

Choice and Extra Bright

SULTANA RAISINS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

VISITOR FROM SWITZERLAND.

MR. HENDRY O. SCHATZMANN, export manager of Tobler & Co., the Swiss chocolate manufacturers, was in Toronto this week and called on the trade in company with Mr. McLure and Mr. Langley, the company's agents for America.

Mr. Schatzmann came over on the Amerika on her maiden trip and is enthusiastic over the luxurious appointments of this floating palace. There were 3,600 passengers aboard with a crew of some 400, and although the sea was rough its turbulence was little felt on shipboard.

The milk chocolate business, says Mr. Schatzmann, has had a wonderful development in Switzerland and has forged rapidly ahead of France in the last five years.

The Tobler Company have recently acquired the plant of M. Talmoue, Torino, Italy, at a cost of a million and a half francs, and an additional sum of 200,000 francs for trade marks.

Mr. Schatzmann accompanied by Mr. McLure will visit Chicago, San Francisco, New Orleans, Washington and Philadelphia before leaving for Europe again on December 5th.

A number of years ago Mr. Schatzmann spent some eighteen months in Montreal and finds on his return to Canada gratifying evidences of growth and prosperity.

HINTS TO BUYERS.

Leonard Bros., Montreal, have arriving this week new haddies and kippered herrings in 15 lb. boxes; fine, fresh cured stock.

Mr. W. H. Dunn, eastern representative for Tillson, of Tillsonburg, reports good sales of rolled oats, notwithstanding the recent advance.

All grades of shell oysters are a feature with Leonard Bros., Montreal, from fancy Malpecques at $8, to ordinary grades of bulk at $3. Nothing more seasonable can be offered.

The Canadian Fairbanks Co., Limited, is about to place on the market a new scale, which has been specially gotten up to suit the grocery use, and has features which particularly adapt it for that trade. It will be known as the "Common Sense Grocer's Scale."

White & Co., Limited, received the first two cars lemons to reach Toronto this season. Stock is very fine for first shipments.

Florida oranges are arriving more freely and with quality much improved.

White & Co., Limited, are handling a very fine line, the "Coon Brand," which is taking well with the trade.

A. F. MacLaren Imperial Cheese Co., Limited, have just received their Fall shipment of Eagle Brand Roquefort Cheese. Like Canadian cheese, the best Roquefort is produced in September, and as this firm controls the sale of Eagle Brand Roquefort for Canada and United States, those who desire something specially fine in this line should communicate with them.

Shipments of Swiss, Gorgonzola, Roquefort, Edam, Pineapple, Camembert, English Stiltons, and various other fancy cheeses are arriving for A. F. MacLaren Imperial Cheese Co., Limited, who are the largest importers of fancy cheese in this country. Quality did it.

STARTS WITH THE BUTTON.

The A. D. Fisher Co., Limited, 34 Richmond street east, Toronto, build neat designs in Electric Power Coffee Mills (motor and mill combined) that start with the button. They are run direct from the lighting line in your store, and as easily attached as putting on a lamp; are made for counter and floor with pedestal, can be placed in window or anywhere in your store. Grinding capacity to meet any demands of the grocery trade. They report they are meeting with great demand, which indicates that the grocers of Canada are keen in securing a machine to facilitate their business.

Tartan BRAND

Consult our Travellers before buying, or phone our long distance phone No. 596 for information.

OUR STOCK IS COMPLETE, ALL GOODS REQUIRED FOR

CHRISTMAS TRADE

FIGS—all kinds
MALAGA RAISINS—all kinds
SELECT VALENCIAS
SULTANA RAISINS
CURRANTS
PRUNES
APRICOTS
PEACHES, PEARS, PEELS

Also we are agents for WAGSTAFF'S MINCE MEAT, the most delicious ever manufactured in Canada.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

A WISE DISCRIMINATION

in anything is good, but in ***Tea Values*** it amounts to ***infinite*** wisdom. Have you become ***tea-wise,*** Mr. Dealer?—know the ***value*** of putting your shoulder to the sales of

Blue Ribbon Ceylon Tea

to make them ***bigger*** and ***bigger?*** If not, ***why*** not? ***Blue Ribbon Ceylon Tea*** enjoys an ***enviable*** reputation ***to-day*** for the ***highest points*** in the ***Scale*** of ***Tea Worth***. The ***40c.*** line—***Red Label***—sells ***readily*** and ***steadily***. If you don't sell it, ***get*** it. If you ***do sell it, get*** it ***again.***

OLIVE CULTURE ON THE PACIFIC.

COSTLY experiments in the adaption of soil and patient labor in cultivation have placed olive growing among the first industries in Southern California.

Feeble attempts have been made to grow olives in Arizona, Florida, and some parts of Southern Texas, but practically the only olives grown in the United States are in Southern California.

* * *

The earliest American olive growers were the Franciscan missionaries, who came from Spain during the last quarter of the eighteenth century. The Spanish padres brought olive seeds from Castile, and planted the first American olive trees at San Gabriel and San Juan Capistrano, in Los Angeles county. That was about 1768. The fruit from these trees is known as the Mission olive, because the trees grew about the Franciscan missions.

* * *

Until 1881 no olives were grown in California but the Mission variety, and the growing of them was desultory and confined to Spanish families in the rural regions. Southern California began to fill up rapidly with eastern settlers at about that time, and the possibilities there were in growing olives as an industry to supply the American market was seen.

* * *

Then, just here, began a long list of experiments among enterprising growers to find what varieties of olives are best adapted to the soils and climate of Southern California. These experiments cost thousands of dollars and years of toil and watchfulness. For instance, Rev. C. F. Loop, of Pomona Valley, went to Italy, Spain and the Riviera, and spent months in studying the old olive history there in all its phases. He imported several varieties of olive trees, and gave seven years and drew heavily on his financial resources to test the several varieties fully in several soils, under various climatic conditions. Edward W. Fries spent over $20,000 and ten years in finding a variety of olive trees best adapted to oil production in Southern California. Elwood Cooper planted and re-planted a large acreage to imported olive trees in his effort to ascertain the most satisfactory variety of the seacoast lands of sunny Santa Barbara county. About eight years ago California olives began to be seen in the markets, and to-day they are shipped east in hogshead quantities. The early experimenters are at last reaping their reward in substantial profits for all their outlay and work.

* * *

The Mission olive is still the most popular variety grown in California because of its steady bearing qualities, but the Nevadillo and Rubra, which are imported from Lombardy, are fast coming into favor with the buyers in the east. As in growing oranges, lemons and prunes in this State, there are certain localities where olives thrive extraordinarily well and where the planters have greater faith in that branch of horticulture than in any other. Pomona Valley is the acknowledged home of the olive industry in Southern California, and the fact that from 300,000 to 350,000 trees for planting olive orchards have been grown there and shipped away annually makes it the most important olive nursery depot on this continent.

* * *

There are in California nine mills for the production of oil from the olive. The largest is the James mill, at San Fernando. It was built two years ago on plans from Italy, and much of the machinery and apparatus came from Leghorn, Italy, and Barcelona, Spain. The Cooper olive mill at Santa Barbara and the Kimball mill at National City, near the Mexican border line in San Diego county, have each cost many thousands of dollars, and have been sources of large profit. So large has been the call for California olive oil since 1896 that the whole product has frequently been sold in less than ninety days after its extraction from the berries. It was formerly contended for years that the olive oil, adulterated with cottonseed and peanut oils and other ingredients, was so popular and cheap in the United States that the average person did not know the difference, and, therefore, did not care for the pure oil of the olive.

* * *

In California the method of growing olive trees from small cuttings has for ten years been made a great success. Olive trees for orchard planting purposes used to cost $7 to $8 each. They

Send US your orders for

NEW CALIFORNIA

25 and 50-lb. boxes

APRICOTS
PEACHES
PRUNES

We have the goods and at right prices.

The EBY, BLAIN CO., Limited
WHOLESALE GROCERS, - - TORONTO

can now be had by the thousand for 10 and 15 cents each. A poor Pomona nurseryman found by experimenting that olive trees could be propagated from cuttings by starting them in the Winter months in boxes of sand in hot greenhouses. That discovery has been worth millions of dollars to California and the southwest, but the discoverer is still working in a Pomona nursery for $1.50 a day.

The new method of propagating requires the most constant attention and much experience, but the plants are grown on such an enormous scale that the cost of each is very low. When the cuttings are rooted they are transferred in the warmer months of Spring to the out of doors nursery, where they become trees of three and four feet in height in twelve or eighteen months.

* * *

The practical grower plants the trees in his olive orchard forty feet apart, so that there will be ample room for the roots to spread over a large area and to get all the sustenance possible from the soil. Hidalgo Tablada, of Spain, the most famous authority on olive culture outside of California, says that fifty feet is a safe span, as the roots of each tree spread once and a half the diameter of its crown. This separation, too, insures light and heat in abundance, some growers even pruning out the centre of the tree in "goblet" shape to further bestow these auxiliaries.

* * *

The olive has an almost human gift of adaptation to environment. It flourishes in a temperature that falls to 14 degrees above zero, and in the inland valleys of California, where the thermometer reaches 120 degrees, it grows, irrigated only by natural rainfall. It finds in California foothills just such homelike surroundings as its 4,000 feet level in Algeria, and its Italian elevation of 3,200 feet. It will prosper in any friable rich soil in lime and potash, as are all the virgin lands of the coast. It also does well where its roots can penetrate easily a rocky, clay, sand, granite or volcanic formation, seeming to prefer an arid mountain soil, but not disdaining life in the black adobe near the coast.

* * *

There are in Spain, Italy and California some 290 varieties of olives, the oil of each being as distinct in flavor as the wines of different grapes, and the colors of the oils ranging from amber to deep gold. The pickling olive is no more to be confused with the oil olive than the raisin grape with the wine grape.

* * *

The picking and harvesting of olives in California is largely done by boys and girls, who drive their prepared wagons under the branches of spread canvas on the ground to catch the fruit. The tree is generally shaken, or the fruit may be dropped by hand or dislodged by padded rakes, the gatherer being duly impressed by the ancient precept, "Do not cut or strike Minerva's sacred tree.

* * *

To secure the olive oil the olives have first to be reduced to a paste-like substance, the mass being packed by hand into round, flat manila mats, imported from Italy and Spain, and known as bruscoles, so that each mat holds about half a bushel of olive pulp. The mats are piled one upon another to the height of a yard and placed in a powerful hydraulic press. The pressure upon them is gradual, continuing for several hours, until the pulp has been squeezed dry. The oil runs with the "water of vegetation" into tin tanks below.

* * *

The next process is filtering and separating the oil and water, and then comes a series of clarifications of the oil to suit the demands of commerce and to please the appetite of consumers. The process of clarifying olive oil requires about a week in a constant temperature of 55 degrees. Extreme care must be exercised in order to keep any odor or taint of atmosphere from the apartment where the clarification is in progress, for olive oil is unusually susceptible to attracting and holding odors and dust.

* * *

The edible oils and some of the others, perhaps, are filtered through prepared cotton or charcoal lying between sand and chalk, the sand holding the gross impurities and the charcoal the subtler, while the chalk absorbs part of the "water of vegetation." The final product is preserved in earthen jars or in cool reservoirs.

J. G. Kertcher, grocer, Ottawa, Ont., the stock of this trader has been sold at 60 cents on the dollar.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

Apples are scarce and high in price. This will make demand for Mince Meat better. We are charging no more for it than we did last year, and for good Mince Meat our price is low. When we say "good" Mince Meat we mean what we say—it is good. You cannot buy any better fruit, meats or spices than we use in making it. Try it. Send for our prices and you will want more.

F. W. FEARMAN CO., LIMITED
HAMILTON

It does not pay

to stock more than 1 kind of **YEAST**

ROYAL YEAST

is the standard Yeast of Canada

You know it and your customers know it

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 2, 1905.

CHEESE is much stronger since our last report. Country markets have advanced, and the demand for export has been generally good at higher prices. The late feature of the cheese market is the advance by the large retail shops in England from six pence to seven pence per pound. That means that the small retailers in the U.K. are now able to get eight pence per pound for their cheese, and, instead of affecting the market adversely, it has actually brought on a new demand from British markets, simply bearing out our former remarks that it matters very little to the consumer whether he pays six pence or seven pence or even eight pence per pound for cheese when he wants it.

However, the very fact that the large retailers of Great Britain have advanced their price to seven pence per pound, and instead of depressing the wholesale market by this advance actually causing a stronger market in the U.K. and in Canada, fully bears out our former remarks that prices must surely advance on account of insufficient supplies.

Some sections of Canada report a full make still going on, and promise a continuance of it on account of the prevailing high prices, but in most sections the cheese factories are about closing for the season, and what little milk there is is generally going into butter. The weather is getting cold and the pastures are no longer good for feeding purposes. Cattle have to be housed and fed, and the milk is wanted for daily use, while the small surplus will mostly be used for the making of butter. The season of production of cheese is very nearly ended, and the quality of cheese made from now on will not be good enough to suit the particular fancy trade.

As pointed out previously in these articles, stocks are not burdensome either on this or the other side of the Atlantic. They are less than a year ago, when the supplies proved to be inadequate for the natural consumption during the Winter months. Prices are higher this year, and this may decrease the consumption, but, really, a decreased consumption is needed if the present available supplies are to last until the new season opens next year.

The United States, from reliable information at hand, have this year no cheese to spare for export. Prices there are a long way above the parity of prices in Canada, and a strong demand for their home consumption.

Supplies from other countries, notable from New Zealand, do not promise to be excessive, and, taking the situation altogether, it seems at the moment at least very healthy and pointing towards higher prices in the future.

Butter is in a very peculiar position. The demand for export is falling off, as British markets will now get their principal supplies from Australia, but our exports of both creamery and dairy butter this season have been so large that our supplies on hand are barely enough to carry us through the Winter months for our own home consumption. There is practically no cheap butter here for bakers' or cooking purposes, and having no margarine here to fall back upon, we have almost a butter famine staring us in the face. Late country markets are certainly very firm, and prices show an advancing tendency, and it looks like much higher prices prevailing in our markets in the future.

To sum up, this has been a year of high prices for both cheese and butter, and the statistical situation is strong enough on both to prevent any decline and probably cause a further advance in prices on both cheese and butter during the Winter months.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

THE market for Canadian butter is still somewhat dull, although there are signs of some slight recent improvement, bringing prices for choicest unsalted butter up to 110 and 112 shillings. Choicest brands of salted stand at 108 to 110 shillings per cwt. Australian butters, however, are still detracting attention from Canadian, and in view of the fact that from now onward Australian butters are expected to arrive in large quantities, importers here are wondering what stocks are held in Canada for export. Failing accurate information, it is impossible for importers on this side to move as freely as they might wish. Although, when everything is taken into consideration, it does not seem likely that Canada will be in a position to cater to the demand of this market so fully during the next few months as heretofore still there are those in London who suspect that large stocks of butter are being held in Montreal with the hope of forcing sales over here later on. Those who express this opinion, although they are in the minority, are fully determined to decline any response to further advances in the price of Canadian. Many of them have, during the past few weeks, sold their Canadian butter at a very small profit indeed, some at an actual loss, and now that supplies from Australasia are coming in more freely, they are glad to turn to something which is attracting more attention and meeting with better sales. Australian butter, owing to the fact that it is newly arrived and of very fine quality, is doing well, and the market in that direction is active. It is true that stocks on the spot are short, which accounts, perhaps, for the slight improvement in Canadian business, to which I refer above, but there is a considerable amount on the water.

Although there are those who suspect that heavy stocks of butter are being stored in Montreal, the general opinion seems to be that such stocks as there are will only be sufficient to meet the home demand during the Winter months, when production is limited. It is understood here that dairy butter is scarce in Canada, which will doubtless affect the price of creameries. Another fact, which seems to imply that Canadian exports will not be heavy during the Winter months, is that although production has not been excessive, 38,000 cwts. more of Canadian butter have been shipped since the end of June, 1905, than in same period 1904.

Cheese.

The position of the cheese market is satisfactory, with fair business done at 55 and 56 shillings. The most remarkable event of the week, however, has been an advance in price of cheese on the part of nearly all the big retail concerns. From their point of view this is highly necessary, for, when it is remembered that prices are about 10 shillings per cwt. higher than at this time last year, it will easily be understood that they have not been making much profit. Under the circumstances it is not surprising to find that they have been buying in very small quantities — just sufficient, in fact, to fill temporary requirements. Although these retailers do not, of course, say so, there can be little doubt that they have been pushing other lines of provisions, in which there is more profit to them. Stocks of cheese, held by importers, have not been large, and it is felt that the advance in price reported this week by retailers will have a very beneficial effect. It is worth noting that, according to Board of Trade returns, there were 42,000 odd cwts. less cheese sent over from Canada during September, 1905, than in the same month, 1904, and during the first two weeks of October, 1905, 17,958 cwts. less than in 1904. This decrease is not to be regretted, for it is keeping the market in a healthy tone.

Bacon.

As to the bacon market here, there is very little alteration to report. Supply and demand, as noticed last week, are fairly equalized. This is quite the wrong time of the year for any advance in the bacon market, for such a move could have but one result, viz., to advance the price of hogs. As no reliance can be placed on trade, such an advance, as far as curers are concerned, would be productive of evil consequences, since the demand at this time of the year can easily be transferred to other foods. Frozen beef and mutton, for instance, are particularly cheap at the moment, and plentiful also.

According to advices received, Canadian bacon is now very nearly touching the best qualities of Irish and Danish, realizing, as it does, 59 and 60 shillings for best weights. This is very satisfactory, and it might be mentioned just here that bales of non-boraxed, which makes such delightful eating, are particularly popular.

SYRUP OF MALT

is a cough cure

EXTRACT OF MALT

is a tonic

Both the are in daily demand at a Grocery store.

Have you them?

Have you had sample?

GEO. SLEEMAN, Guelph, Ont.

BUTTER

When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

THE local demand for provisions continues to show great activity and prices, in consequence, are ruling very firm. Supplies which are coming to hand are speedily wiped up to fill existing orders; stocks are therefore making no headway, as arrivals are barely sufficient to meet the current demand.

Beef has eased off somewhat, quotations showing a reduction equal to about one cent per pound on all grades.

Street hogs have shown a downward tendency being now quoted at $7.75 to $8.25.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 12
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13½
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 50
Shoulder mess pork, per bbl	4 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10½
" pails "	....	0 11
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	4 00	5 00
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	7 75	8 25

Butter—Arrivals are coming in in better quantities and demand is being easily met. Creamery butters all show a decline of about one cent. per pound. Dairy butters have not reached the market in any great quantities.

We quote:

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 22½	0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—New laid eggs are only arriving in very small quantities scarcely sufficient to be noticeable. Storage eggs are now being quoted at 20 cents, fresh or pickled.

New laid eggs, per doz	....	0 21
Fresh " "	....	0 20
Pickled " "	....	0 20

Cheese—The local cheese market has shown considerable strength since our last issue. The weakening tendency which was noted in our last report has suddenly taken a reverse turn and offerings on the various cheese boards have advanced several points. The export trade shows no marked improvement and the situation is practically covered by the report in our last issue.

	Per lb.
Cheese, large	0 11½
" twins	0 12

Cheese Board Report.

(For week ending Oct. 20.)

Board.	Boxes.		Price.
South Finch	750*		0 11½
Listowel	....		0 11½
Kemptville	45		0 11½
Montreal	17,944	0 11	0 11½
Belleville	2,725	0 11 7-16	0 11½
Kingston	40		0 11½
Brockville	4,612*		0 11½
Cornwall	876*	0 11½	0 11 7-16
Iroquois	869		0 11½
Perth	1,000*		0 11½
Ottawa	1 000*	0 11½	0 11½
Alexandria	1 066*		0 11½
Winchester	400		0 11 3-16
Huntingdon, Que	213*	0 10½	0 11½
Cowansville, Que	565	0 10½	0 11 9-16
Watertown	4,137*	0 12½	0 13

*White and colored.

MONTREAL.

Provisions—Market for fresh killed dressed hogs holds steady. Supplies of live hogs are plentiful and prices easy. Prices, $8.75 to $9.00 for finest.

Bacon sells freely at 10 1-2c. for long clear and 14c. to 15c. for finest smoked.

Hams are also in good demand. We quote:

Lard, pure tierces	....	0 10½
" 56-lb. tubs	....	0 11
" 20-lb. pails, wood (10½)	....	0 11½
" cases, 10-lb. tins, 60 lbs. in case		0 11½
" " 5-lb. "	....	0 11½
" " 3-lb. "	....	0 11½
Lard, Boar's Head brand, tierces, per lb	....	0 06½
" " ½-tierces, per lb	....	0 07½
" " 50-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 47½
20-lb. tin pails, each	....	1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb	....	0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Poultry—The fine mild weather prevailing during the past week very materially restricted the sales of turkeys and poultry generally. There was not so much stock shipped in from country points as is usually the case and the earlier period of Thansgiving seems to be detrimental to heavy trade in poultry. Farmers are still allowing their stock to use the fields instead of using the barnyard feeding. The latter produces the best stock and as this year not much fattening had been possible few good desirable turkeys found their way to market.

Chickens are in good supply and selling at 11c. to 11 1-2c.

Fowls, 9c. to 10c.

Geese, slow sellers at 10c. to 11c.

Ducks in good demand at 11c. to 13c.

Butter—There has been a good local demand and prices are being well maintained. The feeling that creamery butter is none too plentiful has caused more general buying by dealers anxious to get in the last of the grass butter. Outside points report good demand and steady prices. We quote:

Fancy Townships	0 22½	0 22½
Finest creamery	0 22½	0 22½
Fine	0 21	0 21½
Medium	0 20	0 21½
Fresh dairy tubs	0 18½	0 19

Cheese—A stronger feeling obtains in cheese and foreign inquiries are coming in better. Liverpool advanced the early part of last week 6d to 1s., at 55s. 6d to 57s. Local dealers are firm in their prices and not disposed to credit the reports of excessive stocks held abroad. We quote:

Finest Quebecs	0 11½	0 11½
Townships	0 11½	0 11½
Ontarios	0 11½	0 11½

Eggs—The local demand is steady. Receipts are about equal to the demand and this is holding up prices. Market is steady. Good export demand. We quote:

Straight receipts	0 18½	0 19
Selected stocks	0 22½	0 23

ST. JOHN, N.B.

Provisions—In pork, rather high prices rule. Some little domestic mess offered and there is a fair demand.

In beef there is little sale and prices are unchanged. Canadian beef does not seem to get any strong hold on this market.

Increased quantities of American pure lard continue to be imported. Canadian commands rather the higher price. Refined lard still low.

Smoked meats high.

Veal, little offered.

Lamb is scarce and high; mutton rather firmer. We quote:

Mess pork, per bbl	$20 00 $21 50
Clear pork, "	18 00 21 00
Plate beef, "	13 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 06 0 07
Lamb	0 09 0 10
Pork, per lb	0 07½ 0 08
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 11½ 0 11½
" " pails, "	0 11½ 0 12½
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Stocks are light and best grades are higher. There is steady sale. We quote:

Creamery butter	0 25 0 27
Best dairy butter	0 20 0 22
Good dairy tubs	0 17 0 19
Fair "	0 16 0 18

Eggs—Prince Edward Island prices rather higher. Prices there are above the Montreal market. Local change light. We quote:

Eggs, hennery	0 24 0 26
" case stock	0 19 0 21

Cheese—Market not active. Twins have the demand but price is too high as it effects consumption. We quote:

Cheese, per lb. 0 12½ 0 13½

VANCOUVER, B.C.

The feature of the local markets this week was of course the interest aroused in the poultry supply. A car of turkeys arrived from the east by express, but it did not count for much in face of the demand. Some small supplies of local birds were secured, but not sufficient to cut any figure. Of other varieties, ducks and chickens had about an equal interest with game birds in supplying the Thanksgiving tables. The turkeys did not cover half the market. Prices retail were quoted at 30c. per lb., but buyers could not get birds at that.

Choice dressed fowls brought 20c. per lb.

Mallard ducks were 75c. to 90c. per brace.

Local butter remains unchanged in price, 25c. and 26c., for creamery and 20c. to 22c. for dairy. East of the mountains stock a shade lower.

WINNIPEG.

Creamery Butter—As noted last week there is a brisk demand and as stocks

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

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are light, further advances are not unlikely. We quote:

Finest fresh creamery, in 56-lb. boxes	0 24
" " in 28-lb. boxes	0 24
" " in 14-lb. boxes	0 24
" " in 1-lb. bricks	0 25

Dairy Butter—Produce houses are paying 17c. per lb. for No. 1 dairy butter delivered in Winnipeg. The market is firm with a tendency towards an advance.

Cheese— Prices are steady at last week's figures. We quote:

Finest Ontario, large	0 10
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—As noted last week there has been a reduction to a tierce basis of 10c. per lb. We quote:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 8-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats—We quote again as last week:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Eggs—Produce houses are paying 20c. to 21c. per dozen for eggs delivered in Winnipeg.

OTTAWA COMMERCIAL TRAVELERS' CLUB.

OTTAWA has always been a great Mecca for commercial travelers at the week-end. Many salesmen who work the Ottawa Valley, the Lake Superior district, and Eastern Ontario, make their home in the capital, and many others covering the same territory make it a point to take advantage of Ottawa's fine hotel accommodation over Sunday. Altogether, it is said that some three hundred "drummers" make their headquarters there.

For some years it has been felt that some means would have to be provided to permit the "Knights of the Grip" to get together, spend their off time pleasantly and profitably, and enjoy each other's association.

It was to fill the bill in that connection that the Ottawa Commercial Travelers' Club was conceived, and finally organized last week. Indications would point to a most successful existence for the new club, as the membership already reaches two hundred, and is rapidly growing.

The promoters of this enterprise have had in view not only their own well-being, but also the interests of the firms which they represent. One of the features of the club is a clause in the constitution which provides that the interests of the members should be guarded against legislation sought by individuals, or enacted by Governments, which might encroach upon their rights.

The long-felt-want of some common meeting place is filled by the establishment of rooms for recreation and reading. It is also proposed to hold entertainments of various kinds, from time to time. The first of the series will be held at the Russell Theatre, in January, 1906.

The club is very cosily located in rooms over the Bank of Nova Scotia, and it is proposed to make the accommodation more spacious after the first of the year, by taking in the remainder of the flat. The quarters will be fixed up attractively and the boys will have no occasion to "wander from their ain fireside."

At the head of the club are young men

Mr. J. H. Meikle

of push and enterprise, while the rank and file of the membership are imbued with the same spirit. This paper congratulates the Ottawa travelers on their energy, and wishes their venture every success.

The officers of the Ottawa Commercial Travelers' Club are as follows:

Honorary President — Major H. A. Bate, of H. N. Bate & Sons, wholesale grocers.

President—J. H. Meikle, representing Caverhill, Learmont & Co., wholesale hardware, Montreal.

First Vice-President—Albert Allard, of Prevost & Allard, wholesale grocers, Ottawa.

Second Vice-President — John Blyth, representing J. M. Garland, wholesale dry goods, Ottawa.

Treasurer—Sam Myers, representing the American Tobacco Co., Montreal.

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Committee—S. E. de la Ronde, Jr., of the F. J. Castle Co.; A. Eugene Landrian, wholesale tobaccos; Peter Gauthier, of James Robertson, wholesale boots and shoes, Montreal: Jno. F. Hawley, of the F. J. Castle Co.; W. C. McCarty, solicitor.

ABOUT FRENCH AND ITALIAN OLIVE OIL.

WE draw our readers' attention to the new advertisement in our issue of to-day, of the firm of Suaut & Cie., olive growers and manufacturers of pure olive oils, in Nice, Barri and Lucca. This very old established house is now owned by Messrs. Mengert, Gagnoli & Cie., of Nice, from which city they control their immense trade throughout the Mediterranean, as well as their olive groves in Italy.

Suaut & Cie. are of European reputation, and practically control the German oil trade, and some idea may be formed of the extent of their business when they show upon their trade circulars that they are represented by agencies in one hundred and fifty of the principal cities of Europe. Mr. J. P. Sgueglia, manager of the English department, visited several of the large cities of the United States and Canada during June and July, the result being the establishment of an agency in Montreal under the control of Mr. J. Russell-Murray, to represent the company for the entire Dominion.

The consumption of oil, especially in the Province of Quebec, is of importance, very considerable quantities being imported for culinary use, and buyers at all times realize the value of obtaining an absolutely pure olive oil, unadulterated by cotton seed, sesame, or other cheap oils, and hence the favorable reception that Suaut & Cie.'s products have received in the judgment of those able to value the intrinsic merits of the oils.

Suaut & Cie. absolutely guarantee their products, and the grading is done largely while the oil is being received from the press, the highest grade, or virgin oils, being those that are first received. All the most delicate and surface cells are ruptured, thus producing particularly fine, limpid, and pure oil.

In regard to packing and preparing for the market, the firm contains within itself all the necessary equipment for the preparation of packages and their packing. Barrels, tins, printing and all operations connected with the production of a first-class package, are all conducted within the firm's premises, so that nothing is left undone to meet the wishes of their clients.

Under such auspices it is not a surprising fact that their business interests have grown enormously during the last twelve or fifteen years, and a discriminate purchasing community, such as exists in Canada, will quickly realize the high-class value of Suaut & Cie's productions.

Wholesale buyers should take note of this oil, new to Canada, and we are sure that any inquiries made to the Canadian agent, Mr. J. Russell-Murray, will have very prompt attention.

LIFE'S COMPASS.

Four things a man must learn to do
If he would make his record true:
To think without confusion clearly;
To love his fellow-men sincerely;
To act from honest motives purely;
To trust in God and Heaven securely.

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Montreal.

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NEW ADVERTISEMENTS.

Fisher, A. D. & Co., Toronto.
Mengert, Cagnoli & Cie, Nice, France.

THE TRADING STAMP EVIL.

THE new law relating to the giving and receiving of trading stamps has come into force with the present month, and is of vital interest to every retail merchant throughout the Dominion.

The issuing of these stamps had become a menace to the multitude of small traders in certain towns, and it is with an immense degree of satisfaction that the death of the system will be heralded.

The law is a very strong one, and brings all offenders easily under the Criminal Code, as well as greatly enlarging the classification of schemes coming under the head of "Trading Stamps," and it is incumbent upon every retailer to watch with vigilance any attempt to evade the law in his locality.

Already there are signs that the corporations which were recently prominent in this line of business are endeavoring to devise means to evade the provisions of the new law, and there is no doubt that these institutions will "die hard," but it was clearly expressed at the passing of the Act that if any part of it needed strengthening or amending it would receive consideration at the next session of Parliament.

We cannot press too strongly on all sections of retailers to awake to the opportunity and do all in their power to purify retail business methods, and look askance on any attempt to revive this old evil under any new garb.

PACKING ACCOMMODATION.

A MONTREAL jobber recently showed a representative of this paper a series of interesting correspondence with one of their customers relating to the non-arrival of a small purchase. The customer wished the goods sent to a neighboring house to be enclosed with a package from that firm for shipment. The trouble arose through the fact that the latter house would give no receipt for the parcel and the former one did not feel justified in leaving unreceipted a valuable purchase. Annoyances of this kind arising from enclosures are of almost daily occurrence and jobbers have wrestled to adjust the problem satisfactorily. The practice of sending goods to be packed to other houses is of untold benefit to retailers in effecting numerous savings. The manufacturing and jobbing trade hardly regard this practice as an evil and are constantly imposed upon by unreasonable demands. The desire to accommodate their customers has led to concessions of a ridiculous nature. The extra expense entailed is considerable. Larger cases, increased cartage, more help, time and labor are necessarily entailed. In these days of changing style and quick demand retailers often defeat their own object by insisting upon this practice, as delays and misunderstandings are altogether too frequent.

A rigid inquiry throughout the trade fails to reveal any house that refuses to give this accommodation to its customers. However, the methods employed in tracing these inclosures vary greatly and some concerted action is essential to lessen the difficulty. In general the impression prevails that since the goods are not from its own house there need be no attention paid to their proper handling. In many cases there is also no system in checking these goods.

The chief obstacle in the way of effectively performing this service is the refusal to give a receipt by more than one reliable house. This policy is extremely short-sighted, as a receipt practically relieves the firm receiving the goods from all further responsibility if the wording is clear. If trouble arises through non-arrival of the goods to the customer the firm has only to look up its receipt and trace the shipment to prove that it is not responsible.

Ignoring the inconveniences caused by this practice in the matter of delayed shipments, etc., the advisability of a receipt deserves earnest attention. The chief objection to giving a receipt lies in the fact that the firm has no knowledge of the contents or value. There are various way of getting round this difficulty, and the receipt used by Greenshields Limited, evolved by Mr. Geo. L. Cains, is explicit in every detail. This receipt is also in use by several other houses in various forms. The double form allows space to give the names of the firms from whom the goods were received and to whom addressed, as well as a rough description of the goods. Following this comes the important part, which reads as follows: "Contents and value unknown. It is distinctly understood that we are not to be held responsible for the safety of the above in any way beyond enclosure with our shipment." McIntyre, Son & Co., Limited. use the following: "As the above parcel is forwarded by us merely for the convenience of customers, it is understood we are not responsible for its contents or safe delivery." Another jobbing house which does not sign for parcels has a triple method of checking in and out and all records can be immediately found. Where care in the receiving and packing rooms is practiced, and an inventory of all packages on hand is made at short stated intervals, there is little likelihood of any confusion arising. In fact one house states that since 1903 they have never lost a parcel.

The favorite method in large houses is to give a receipt from a duplicate book when the goods are received. This is then entered and the goods are transfered to the packing room, where a receipt is given to the receiving room. The packing room enters the acknowledgement of their arrival in an enclosure book, stating who from, who for, and the date received. Further, the list of all parcels inclosed is entered upon the bottom of the invoice.

Jobbers and manufacturers seemingly regard this accommodation to their customers as an obligation for them to buy the bulk of their purchases from the house furnishing such accommodation. The fact remains, such favors cost a great deal of money and cause vexatious delays and needless unpleasantness. It is not conceded that the practice can be eradicated, but retailers are

serving their own interests when they do not make an imposition of such a favor. A regular practice of this kind should be condemned by all concerned. An occasional accommodation is all right, but there is a limit to all good things.

THE PHILOSOPHY OF DISCOUNTS.

IN his eagerness to buy at the best possible rates the dealer should never lose sight of the quality of the goods or their reputation with the public when the question of discounts is considered. How often the traveling man is told: "I can't very well handle your line. You see you allow only a discount of 25 per cent., while Messrs So-and-So have offered me 40 per cent." Often the dealer says this in a decisive, matter-of-fact way as if quality or salability were no considerations whatever. Quite likely the article on which the lower discount is offered is a standard article of proved merit, well advertised and known to the public. In such a case the wise merchant will, first of all, compare the time and cost of selling, say, $200 worth of goods with an established reputation, and that are asked for by the public, with the time and cost of disposing of the same amount of another practically unknown, and that you have to persuade customers to buy against their own inclination. Not infrequently an unusually big discount is a suspicious symptom of dangerously poor quality, and be it remembered in this connection that a dealer's good name is his most valuable asset.

In handling reliable goods that are thoroughly advertised the dealer has an advantage that means much to him in dollars and cents. If the dealer has to make the reputation for the goods he handles and create a demand where none existed, and this, too, in competition with goods of established reputation and in constant demand, twice the discount offered by the manufacturer of the standard product would be too small.

When the progressive dealer rents a store he doesn't go into the side streets or away from the retail centre where he might get an elegant store at a very low figure, but he secures the best location possible, right on the principal street, and pays a good rent for it, knowing that the location will secure a volume of business that will justify the rental.

Just so in handling goods that are known to be standard, that have secured a reputation, that are advertised so extensively and judiciously that they are known almost to the exclusion of competitors' goods—the volume of sales of such merchandise will more than justify the small discount received.

The difference in discount represents but part of the cost to the manufacturer of making his wares the best known in the world, of advertising them in trade and other newspapers and creating a demand for them, of placing them in a position where they're called for and very little effort is required to sell them. He has taken the land in its virgin state, cut down the timber of prejudice, cleared the stumps of opposition and prepared it for the highest cultivation. Incidentally this costs the manufacturer lots of money, but it makes, at the lowest discount, the most profitable line of goods the retailer can handle.

There's more money in selling $100 worth of goods a month at 25 per cent. profit than there is in selling $100 worth of goods in two months at 40 per cent. profit. Furthermore, there may be reputation for you in one, and possible disaster in the other. It is the dealer's privilege to insist on the most favorable terms, but he must not allow an exaggersted discount to blind him to what is best for his good name and business.

FREIGHT AND INCIDENTAL CHARGES

FROM time to time difficulties arise between the retail storekeeper and his jobber as to the exact meaning of those mystic letters, f.o.b. The ordinary conception is that when goods are quoted f.o.b. Montreal or Toronto, the jobber or manufacturer agrees to deliver the goods to the railway people, when his responsibility ceases. But practically none of these firms have wagons under their own management which deliver freight at the receiving sheds of the railway companies. Instead, the drays of the transportation companies call at the respective warehouses to accept freight, and the responsibility of the railway company begins as soon as the goods are placed on the dray. Thus it often happens that consignees are asked to pay cartage, in addition to their freight charges, and even when not definitely stated it is generally included in the bill for freight.

Another peculiar incidental charge is sometimes made on shipments which are sold from export without having been received into stock. It is known as "back charge," or, as it is sometimes called, "advance." When traced to its head, this "advance" charge is generally found to be for some such incident as wharfage.

But, as one of our readers asks, why should the retailer be compelled to pay this "cartage" and "advance" when he buys his goods on the understanding that they will be delivered "free on board" the train or boat, at the consignor's station? He himself in selling his goods cannot exact charges for packing and delivery, and he naturally thinks that, by the time he has paid the jobber a reasonable indemnity for "packing," and the railway company for "freight," he should be exempt from such further incidentals as "cartage" and "advance."

But this is a matter which will have to be settled by an understanding between the two interests involved, and the individual retailer would have a small chance.

A CONFRERE'S TESTIMONY.

IN reply to a request for an expression of appreciation of the late William Ince, a wholesale grocer who is connected with one of the leading firms in Canada said:

"Yes, death has taken from us our aged and much respected friend, a man who justly won our very highest regard. Although we all knew of his serious illness the end came so suddenly that we were shocked by the sad announcement. He had for many years been the head of the grocery trade in Canada and was beloved and esteemed alike for his kindness of heart and the wisdom of his counsel. When disturbing troubles arose we looked up to him as our last appeal, confident that his advice would restore harmony, and often in days long gone by when mutual forbearance was much needed his personal influence kept the members of the trade together and led them on to higher ideals of business honor.

"The influence of his own sterling business life made a deep impression on all who knew him and will remain an inspiration to them in the years yet to come. It is hard to explain the secret of this power, but no doubt it was to some extent accounted for by his modest but dignified bearing and the fairness of his own business conduct. His judgment was sound, his purpose pure, his actions honorable and his friendship sincere. He was beloved for his amiable and genuine qualities. Is it, then, any wonder that under his guidance we have been able to solve many vexatious problems that have vexed the trade and created a degree of confidence and a friendly feeling which unhappily we did not possess before? To William Ince is chiefly due the reasonably good understanding which today exists in the grocery trade. His memory will long be fondly cherished by all who knew him.

"You may break, you may shatter the vase, if you will
But the scent of the roses will cling round it still."

MANITOBA SUGAR PRICES.

At moment of going to press we are advised of a drop of ten cents per 100 lbs. on sugar prices for Manitoba, on Winnipeg basis plus freight.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

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Arnaud section—Arnaud, Otterburne, St. Pierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Alameda section— Alameda, Oxbow, and Glenewen. R. C. Gibson, Alameda, secretary.

Birtle section — Birtle, Foxwarren, Rossburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

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Melita section—Melita, Elva and Pierson. W. Hamelin, of Hamelin Bros. & Co., Melita, secretary.

Minnedosa section— Minnedosa, Basswood and Rapid Ciey. Secretary, Jas. Campbell, Minnedosa.

Morden section — Secretary, Harry Meikle.

Neepawa section—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood, and Brookdale. J. A. Clare, Neepawa, secretary.

Shoal Lake section—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Co.

Souris—Secretary, W. G. McLaren.

Napinka section—Napinka and Medora Secretary, Mr. Kaiser of Coote & Kaiser.

Virden section—Virden, Lenore, Reston, Sinclair, Redvers, Antler, Hargrave, Routledge and Pipestone. E. J. Scales, Virden .

Winkler—Secretary, Alex. Wilton.

From Wilfrid Ledoux, Arnaud, Man., The Canadian Grocer has received the following timely, pertinent letter which speaks for itself :

Arnaud, Man., Oct. 28th, 1905.

To The Canadian Grocer,
Winnipeg.

At this time of the year when there is so much talk in the retail trade about the Western Retail Merchants' Association and its progress, I think that a letter from members of the executive showing the working of the association in their own respective districts would prove of interest to every member and also to every merchant in Western Canada.

I will try to describe the good work of the organization in this part of the country.

Before we joined the association we had in this part of the country the very same trouble that seems to exist in many other parts of Western Canada. We were selling tobacco, sugar, salt and a great many other staple goods at cost and sold them on credit for from 6 to 12 months in a year, and therefore lost money on that part of our business. Why ? Because our neighbor storekeeper across the street did it and we of course had to do the same.

We have now practically every merchant south of Winnipeg in the association with a committee and a local secretary in each town, and I am glad to be able to state that things have changed for the better since we have been brought together to discuss our own interests and now we can see our prospects for the future in a different light.

We have met our competitors and, after all, they do not seem to be as bad a lot of fellows as we pictured them to be, and by talking the matter over we were astonished to find that their troubles were identically the same as ours.

The committee of each town now meets once or twice a month as they wish to talk over business matters and arrange prices on staple goods, produce, etc., with the result that these goods are now being sold at a profit. More than that, we are now controlling the credit, which is the greatest evil of a retail business.

I am glad to report that many members have gone one better than the association and are leading the way by adopting the strictly cash system in the future. I have started since the first of October and in my case I am more than pleased with the result already obtained.

I feel sure that every member will be loyal to the rules of the association ; that they will close their books by November 1st and not re-open them again, but in case you wish to give credit next May, why not make the terms 30 or 60 days and close all accounts every 30 or 60 days with a note bearing interest at 10 per cent. until paid, and in that way protect your profits ? The implement dealer gets a note bearing interest from the time he sells his goods, the banks are drawing interest from the time they make the loan, then why not get interest on all goods sold and not paid for in cash at the time of purchase ?

The association is progressing under most favorable advantages as we are very fortunate in having The Canadian Grocer our official organ, and we are indebted to The Commercial for taking an active part in the organization work. The weekly reports of association news are of great interest to every western merchant.

A few days ago I had the pleasure of meeting Mr. Coulson in Winnipeg and had a conversation with him, and I was pleased to find that he is getting along so nicely and that so much work had already been accomplished since last April. The whole of the territory covered by Mr. Coulson has been organized permanently. We must congratulate ourselves in having secured the services of so capable an organizer.

Thanking you heartily. Mr. Editor, for the space allowed me in your valuable paper, I remain, dear sir,

W. LEDOUX.

* * *

Mr. Ledoux promises The Grocer in the course of a couple of months an account of his experience with the strictly cash system which he inaugurated in his store on October 1st. This was one month earlier than the date set by the association, but Mr. Ledoux has determined to forsake entirely the credit system and all its works of iniquity. He does not propose to restore the credit system after April 1st.

* * *

Mr. Ledoux throws out the suggestion that after April 1st, when the credit system will in a measure be restored, dealers should insist on closing accounts every 30 or 60 days. It may not be possible to collect the money every month, and in that case Mr. Ledoux suggests that dealers should insist on getting a note for the amount bearing interest. Is this suggestion practicable? The Canadian Grocer would be glad to have an expression of opinion on this question by western readers.

* * *

Secretary Coulson is in Alberta this week, having been absent from Winnipeg about three or four weeks. In company with J. E. McRobie, the organizer of the Hardware Association, he visited recently the trade on the Kirkella branch line of the C.P.R. with very gratifying results. The whole of that section is now in line with the association. When last heard from by The Grocer Mr. Coulson was in Calgary.

* * *

When this appears in print the association "red letter day," November 1, will have passed into history. From all parts of Manitoba and from many sections in Alberta and Saskatchewan where the organization has spread, assurances come to The Canadian Grocer that a downright determined effort is to be made to enforce the cash system during the coming five months

SATISFACTION TO YOUR CUSTOMERS

Spells **PROFITS FOR YOU**

"SALADA" CEYLON TEA

pleases the most particular.

Sells Readily.

BIG SALES ——— mean ——— **BIG PROFITS**

WHY NOT FOR YOU?

A trial order will convince you.

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TO MANUFACTURERS' AGENTS:

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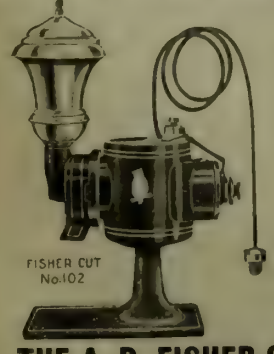

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Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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Every trial has proved that when we said LILY WHITE GLOSS STARCH was the best starch made we told facts.

LILY WHITE GLOSS STARCH

is in demand, and dealers need not hesitate but put it in stock at once.

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, - CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, November 3, 1905.

LOCAL trade continues to maintain a steady basis. Reports denote that many wholesalers are still doing a full complement of business, but generally speaking the demand is not as active as it was a few weeks ago.

Canned goods continue to maintain an important place with no new feature to report, although there are indications of strength in tomatoes which might possibly influence prices in the near future.

Sugar has shown a still further decline of 10c. per one hundred pounds with a decline of 15c. on Berlin sugar, which brings it to the same parity as Acadia granulated. There is still considerable weakness in the sugar market, the recent continued drops on the market having shown no disposition to strengthen the conditions.

Syrups and molasses are not showing any increased activity. There is a slight revival of interest in syrups owing to the setting in of the cold season.

Coffee is showing greatly improved market, the increase in demand being of a marked character.

Tea has not revealed any new feature. Previous prices still rule with a distinctly hardening and upward tendency.

Rice and tapioca continue with prices ruling firm at previous quotations.

Foreign dried fruits are not showing much new business, although a good deal of interest is manifest of the nature of filling previous orders with new arrivals coming to hand.

Honey is showing active demand with previous quotations remaining firm with a still upward tendency.

Whilst trade in beans has not been very active there is a considerably stronger feling than was manifest earlier in the season.

Fresh fish is showing good demand wih previous prices well maintained.

Dried and cured fish is showing greater interest with prices hardening to the extent of one to two points.

The hide market has reached an interesting stage which is generally considered to denote a stronger position. Prices have declined one to two points and arrivals are coming in in greater abundance. It is expected that the present range of values will give a much more healthy tone to the situation.

The local market for grain has only been moderately active as regards sales. Great dimculty is still experienced in transport and prices have stiffened several points since our last issue.

The flour market has developed considerable strength and good trade is reported. Quotations are showing an advance of some 15c. all round.

Breakfast cereals are maintaining good interest with demand steady. Quotations have made a decided advance and our prices are revised accordingly.

Canned Goods—Business in canned goods has shown no new feature of interest since our last report. Trade has been pretty brisk in all these lines and there are indications of an advance in canned tomatoes. It is not expected that canners will be able to deliver the full complement of orders. It will probably be in the neighborhood of 90 per cent.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal	....	2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal.	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bertlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	9.½
Sardines, French ¼'s	0 14
" ½s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼s	0 25 0 27
" P. & C., ½s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s. "	17 50
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—We have to report an inactive local sugar market. The leading feature of importance during the week under review being the decline of ten cents per hundred pounds on all sugars, with Berlin showing a fall of 15c., thus reducing it to the same basis as Acadia granulated. This drop has been in sympathy with the general situation which is one of weakening all over the world. At a recent date, however, the New York market has shown somewhat of a hardening, although quotations are on a lower basis than at the time of our last report. The European market is quoting raws at 8s. 1 1-2d, as against 8s. 3d at the time of our last report, thus showing 3s. 16d above New York parity.

Domestic trade continues to be only on a small basis, orders practically being merely for immediate consumption. There are no spot stocks and there appears to be no inclination on the part of the buyers to attempt to lay in any on present basis. The situation is still one of weakness and uncertainty.

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 33
Berlin granulated	4 33
Phoenix	4 48
Bright coffee	4 33
Bright yellow	3 48
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—In molasses the local trade continues to be of little interest being mainly for confectionery purposes. In syrups there has been a steadily advancing demand. In maple syrups this is especially the case and previous quotations are ruling firm. We quote:

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" ½ bbls	0 30 0 35
" open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—The trade in coffee has been generally good. Prominent dealers report a substantial increase in sales and a growing favor for better grades of coffee. Buyers are showing great discrimination for fine, mild flavors. Previous quotations remain unchanged.

	Per lb.
Green Rico, No. 7	0 10 0 10½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
Green Guatemala	0 22 0 25
" Jamaica	0 12 0 18
" Maracaibo	0 16 0 23

Tea—The local tea market has not shown an excess of activity since our last report, although a fair amount of trade is manifest with prices firming towards an upward tendency for all good samples. The London market reports a strengthening aspect all round. In Indians advices denote that the crop will be under that of last season and offerings are only coming forward in moderate quantities, with the result, biddings have shown a decided improvement in tone during the past few weeks, which still continues to be the case. In Ceylons there was keen competition for all offerings, medium and better grades showing a tendency towards dearer prices. Samples show still further improvement in flavor and quality.

Foreign Dried Fruits—There is a measure of activity manifested in these lines, mainly of interest in connection with arrivals coming to hand in fulfillment of early orders. Little new trade is reported and prices generally are remaining firm.

Walnuts are showing considerable strength on quotations and present business is being done on a higher basis. Previous quotations remain unchanged.

	Per lb.		Per lb.
Prunes—			
90-100s	0 05 0 05½	60-70s	0 06½ 0 06½
80-90s	0 05½ 0 05½	50-60s	0 07 0 07½
70-80s	0 06 0 06½	40-50s	0 08 0 08½
		30-40s	0 09 0 10
Candied Peels—			
Lemon	0 09 0 10	Citron	0 15½ 0 17
Orange	0 09½ 0 11		
Figs—			
Elemes, per lb			0 10 0 17
Apricots—			
Californian evaporated			0 13 0 15
Peaches—			
Californian evaporated			0 15
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 35 up	Vostizzas	0 08 0 08½
Patras	0 06 0 06½		
Raisins—			
Sultana			0 05 0 07
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Sultana selected Valentias			0 05½ 0 07½
Seeded, 1 lb pckts			0 10 0 12½
California, loose muscatels—			
3-crown			0 05
4-crown			0 08½
Dates—			
Hallowees	0 4½ 0 05	Fards new choicest	0 09 0 10½
Saira	0 04 0 04½	" new choice	0 09½
Domestic evaporated apples			0 07 0 08
(The following quotations on peanuts are for sack lots, green.)			
Selected Spanish			0 08½
A 1's, banners and suns			0 08½
Japanese Jumbo's			0 08½
Virginia "			0 10

Foreign Nuts—We quote:

For sack lots roasted add 2c. to above quotations. For small, 2c	
Almonds, Tarragona, per lb	0 12 0 12½
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 13½ 0 14
" Bordeaux, "	0 09 0 10
" shelled	0 20 0 25
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 13½ 0 14½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08
Peanuts, roasted, per lb	0 10 0 11
" green "	0 08 0 09

Rice and Tapioca—The demand continues active for these cereals and the situation is one of strength all through. Tapioca continues to be asked for, but spot stocks are practically depleted, with the result of still further strengthening the situation of rice.

Rice and Tapioca—	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07
Sago	0 03½ 0 04
Carolina rice	0 08 0 08½
Louisiana rice	0 05 0 07
Tapioca, staple	0 04½
" double goat	0 05½

Spices—Spice has shown no further interest and previous quotations are ruling firm: We quote:

Spices—	Per lb.
Peppers, blk	0 16 0 19
" white	0 23 0 27
Ginger	0 18 0 25
Cassia	0 21 0 25
Nutmeg	0 45 0 75
Cloves, whole	0 25 0 35
Cream of tartar	0 25
Allspice	0 20
Mace	0 80 0 90

Honey—Trade continues of good activity. Demand is gradually increasing and prices are showing still further strengthening, but no notable change is reported. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08 0 08½
" sections, No 1, per doz	2 00
" " No. 2. "	1 75
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—Reports to hand denote the crop as somewhat smaller than was previously anticipated. The consequence is that the low price at which the market was said to have opened has considerably strengthened still, partly owing to the American market being reported considerably harder. We quote:

Beans, handpicked, per bush	1 70
" prime, No. 1	1 60
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Fresh Fish—The market has been extraordinarily good during the current week. All lines have been in active demand and are expected to continue to be. We quote:

Frozen halibut, per lb	0 10
Fresh haddock "	0 07
" trout "	0 09
" cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
" B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07½ 0 08
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80
Finnan haddies	0 0 ½ 0 08
Ciscoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 25

Dried and Cured Fish—The market has shown slight improvement since our last reports and prices have generally shown a strengthening equal to about one point. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 07
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Grain—The local grain market has shown only moderate activity since our last going to press and we have to report a general advance in price of several

points. Oats have made a distinct improvement in price for all grades showing good quality, but the general condition of arrivals is disappointing. Rye has made considerable advance during the week and is now quoted at 78c. to 79c..

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88	0 88½
" " hard, No. 1, new		
" " " No. 2	0 86	0 86½
Red and white, per bushel, old		0 80½
" " " new	0 84½	0 85
Barley "	0 48	0 50
Oats, new, "	0 37	0 37½
Peas " new	0 73	0 74
Buckwheat " nominal	0 58	0 59
Rye, per bushel, " new	0 78	0 79

Flour—The local market in flour has shown considerable strength since our last report and prices have advanced 15c. during the week under review. There has been considerable domestic trade movement and export trade has been very active with inquiries and some very good sales have been effected. Prices are revised accordingly. We quote:

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents " "	3 65	3 90
Straight roller " "	3 50	3 75

Breakfast Cereals—There has been a good steady trade in all breakfast cereals and in sympathy with the advance on the grain market prices have advanced 30c. all round. We have therefore revised prices accordingly. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 55
Rolled wheat in boxes, 100 lbs.	2 70
" " 50 lbs.	1 40
Rolled oats, standard, carlots, per bbl., in bags	4 80
" " " " in wood	5 05
" " " " for broken lots	5 10
Rolled wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The local market is gradually settling down to a better basis as foreshadowed in our last report. We are enabled to revise our quotations from one to two points on all hides. This revision is considered to give a better position to the local market as it is now possible to do business on a more equal footing. The American markets have shown considerable strength since our last report and quotations have advanced on the Chicago market from one to two points, a feature which is no small factor, bettering the Canadian market generally as the decline on this market supported by the advance on the U. S. markets removes the possibility of the importation of hides to this side. The feeling generally is that the domestic market will assume a much more healthy character, and with the incoming of the Fall stocks the dealers will be able to fully satisfy all demands at remunerative prices. We quote:

Hides, inspected, No. 1 per lb.		0 11½
" " " 2 "		0 10½
Country hides, flat, per lb.	0 10	0 10½
Calf skins, No. 1, selected		0 13
" " No. 2		0 11
Lamb skins, best city slaughter		1 05
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, per lb.	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 25

J. W. Tidd, general store, Long Beach, N.S., has assigned to J. Daley for the benefit of his creditors.

Quebec Markets.

GROCERIES.

Montreal, Nov. 2, 1905.

THE grocery jobbing trade this week reports business satisfactory. Many of the firms who have made it a special matter to cultivate the trade of the eastern coast and Lower Provinces are especially busy in getting their Fall orders out in the schooners and steamers plying the river and Gulf. The close of navigation is only a few weeks off, and merchants in the east are insisting upon the shipment of their supplies at the water route rates. Supplies for the lumber and mining camps are also being rushed out. Travelers, generally, report only fair trade. Money is not coming in as well as might be expected in face of the good harvest and the prosperous condition of the country generally.

In teas the firmness in all lines is being appreciated by dealers, and fair trade is going. The recent advance in green Ceylons is confirmed and maintained. Ceylon blacks, also, are firmer, while China greens are scarce and high. The trade in Japans is not heavy, and buyers' bids are not finding ready acceptance in Yokohama and Japan tea marts.

Sugar took another drop of 10c., the decline taking place on Monday. The beet market is weak and lower than previous record. The drop of 10c. has not, however, caused any active buying by jobbers or retailers, and with a weak market the tendency is always for holding off.

Canned goods are only moderately interesting, the principal feature being the deliveries of futures on part of the trade. As the Canadian Canners, Limited, are making 92½ per cent. deliveries satisfaction is being expressed by their customers. Corn is being delivered on a 100 per cent. basis. This, however, was looked for.

Molasses is showing up better, the colder weather contributing to this. Corn syrups in fair demand.

Coffees and spices practically unchanged since last report.

In foreign dried fruits business is getting somnolent as far as the brokerage end is concerned. New dates are expected to reach New York Saturday or Monday. An interesting feature is the ocean race between the Umbilo and the Turkestan, both of them carrying cargoes of dates, and both due about same time.

The fish trade shows a decided improvement this week, and from now on good trade is expected. Leonard Bros. report a good demand for all kinds of fresh and smoked fish. Oysters also are good sellers, and the luscious Canadian Malpeeque is a prime favorite and free seller.

Evaporated apples are high, and no heavy bids are accepted by western evaporators. The large manipulators in the Bay of Quinte district are content to sit and look for higher prices.

The same condition appears to prevail in the bean trade, and despite all reports to contrary they are hard to get. Some carloads of prime were sold at $1.55 this week, and readily at that, indicating the acceptance on part of the local dealers of the truth of the report of short crops in the west.

Rolled oats have advanced and good business is passing.

Flour is in good demand both locally and for export.

Provisions are steady and no change in conditions reported last week. Hams and bacon obtain ready sale.

Poultry is receiving more attention, and will improve with settled and colder weather.

Butter is firm with good local demand, particularly for creamery.

Cheese has recovered slightly from weak position of last week.

Eggs are showing fair trade at good prices.

Maple products and honey picking up, and better business looked forward to.

Canned Goods—The canned goods trade is on the quiet side, and no heavy orders are being booked. Jobbers are principally busy filling their future orders. The trade generally are pleased with the deliveries that are being made by the canners, the Canadian Canners, Limited, delivering 92½ per cent. tomatoes and 100 per cent. of corn. In face of the conditions in the ripening of the fruit the canners were up against, they are to be congratulated on making such a high percentage of deliveries for tomatoes. It is believed in some quarters, by parties in close touch with the situation, that tomatoes will undoubtedly be short, as the low price this year, in comparison with last year, will certainly create a stronger demand from the consumer. Canned salmon is obtaining good demand. A good deal of attention has been latterly paid to Canadian and Norwegian sardines, and some heavy sales have passed through jobbers' books. We quote:

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinkel (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00

Peaches		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 ±7½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 2-
Pie, not peeled 3	3 8!	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
2's, black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—There was a further decline of 10c. per hundred made by refiners on Monday of this week, making the basis of granulated $4.40 and yellow $3.90. The remarkable position of the European beet and raw markets is the talk of the trade, and never in the history of the sugar trade has beets touched such a low figure. Some jobbers anticipate a still further decline, and it is hard to say just what will happen. There is no evidence, however, that the trade is prepared to buy at these prices, and sugar matters are practically drifting along. Country buyers are also holding off and buying only from hand to mouth. We quote:

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	4 95
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	3 90
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 25
" yellow	4 20
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

Syrups and Molasses—Molasses is in slow sale, although the distributing movement is reported better in the wholesale trade, and should improve from now on with the approach of colder weather. Stocks in both the importers' and jobbers' hands are light, but in view of the continued depression in sugar, buyers seem to think that molasses will suffer in sympathy, although there is nothing in the position, as far as actual stocks are concerned, to justify buyers in their hopes. Another season there will be practically no Porto Rico molasses of high-grade available, owing to the installing of several centrals in the large sugar centres in Porto Rico, which will mean that Eastern Provinces, who are large users of Porto Rico molasses, will be forced to turn their attention to the West India molasses. The demand for corn syrups is steady, with prices unchanged. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 2, 12.30 p.m.

BUTTER—Market steady and firm; stocks light; grass butter getting short; good to fine, 21½c. to 22c.; choicest, 22½c. to 22½c. and fancy, 22½c to 22¾c.

CHEESE—No change; cable orders few; local holders firm; Quebecs, 11½c to 11¾c.; Townships, 11¾c. to11¼c.; Ontarios, 11¼c. to 11⅜c.

EGGS—Market stronger; fresh eggs scarce; buyers in from country routes; Montreal pickled, 20c. to 21c; Western limed, 19c. to 20c.; fresh, 23c. to 24c. for selects; 20c. to 21c., straight gathered.

PROVISIONS—Steady market; live hogs weaker; selected, $6.00 to $6.25 and $5.50 to $5.75 for inferior; dressed hogs, $9.00 to $9.25; bacon and hams in good demand.

Coffee—The coffee trade is on the quiet side, with prices steady. Very little activity is anticipated, and roasters and grinders look to a steady trade. Messrs. Watt, Scott & Goodacre, in their report of the 1st inst., advise: New York option market dull at 100 points below high record for crop year, and ten points below even date last year. The planter is receiving for his coffee in Santos more than 25 per cent. less than he was receiving at the same time last year. The world's visible supply is 100,750,000 bags less than a year ago. The largest receipts in Brazil for coffee year are now coming to hand, and after the turn of the month smaller stocks will be seen in Brazil, and steadily decreasing stocks in the consuming markets. Our Brazilian friends inform us that they have for some time been able to sell to better advantage in Europe than in the United States market. Recent orders cabled to Aden have been turned down, owing to the total exhaustion of last season's mocha. New crop, however, is immediately expected. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10½
Santos	0 10½ 0 11½
Maracaibo	0 11 0 13½

Teas—There are no changes of a startling character to note in the tea trade. Business is reported fairly good under a firm market for all grades. During the past week Ceylon greens advanced a ½d, while blacks showed about ¼d advance. China greens are distinctly firmer, with a low crop report. Native holders it is reported, are keeping back supplies, with what object is not divulged, but readily conjectured. There has been quite a lot of inquiry for Japans, and numerous bids sent across have been turned down. The situation in Japan is, apparently, very strong, due to the extreme shortage in the crop. There has been somewhat better inquiry for China blacks. As regards Ceylon greens, though the crop is short the quality of shipments coming forward is better than ever, and well worth the advance prices that are being asked for the teas, taken on their intrinsic value as tea. We quote:

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Foreign Dried Fruits—The market is tending towards a quiet condition. Import orders of raisins and currants are coming in freely Hallowee dates—Early shipments account of Wm. Hills, of Hallowees and Sairs, to various distributing centres in Canada, have been well taken up. A similar demand has been experienced in the west, with the result that prices have been advanced ½c. for delivery ex the early steamers. Currants—The market in Greece has been fluctuating, but within such narrow margins as variations in exchange account for. Valencia raisins—At the very low prices recently established there will be a very large sale. Importations have not been abnormal. Sultana raisins—The advance which occured in Smyrna, already reported in this column, has been well maintained. Shelled almonds—The position in Malaga is of interest, owing to the daily advance in nuts from medium to large sizes, and a corresponding decrease for medium to smalls. Messrs. Watt, Scott & Goodacre report that Bevan's standard goods "Bulls" and "Donkeys" are now separated by 10s. per cwt., whereas in an ordinary season the difference is only 2s. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" ½-boxes	0 80

Roya Buckingham Clusters," ½-boxes	1 10
" " " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08
Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultanas Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca— There are no changes to note in the conditions of the market in rice and tapioca. Prices are somewhat firmer, and supplies of tapioca coming in in fair sized quantities. The demand from the retail trade, however, is only normal. We quote :

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—Trade quiet and featureless. Dealers report New York market more active, with good demand for peppers, cloves and cassias. The reduction in receipts of cloves at Zanzibar has had the effect of advances in London and Europe. We quote :

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—Honey sales are not numerous and dealers report business exceedingly quiet with prices easy and supplies good. Some few lots of buckwheat honey were sold at 5 3-8 and 5 1-2c., though in general 6 to 6 1-4c. seems to be the ruling price. White clover is firm and comb honey strong at 12c. to 13c., as to quantity. We quote :

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 08
" comb, new	0 13 0 15
Buckwheat	0 06 0 06½

Maple Products—The business turning in maple syrup is small; weather still too mild. Maple sugar on the contrary is more inquired for, and some good lots were sold to manufacturers. Some fancy maple sugar brought 9c., but this was an outside sale, the ruling prices among dealers being from 6¾ to 7½c. We quote :

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08½ 0 09

Beans—A very strong feeling obtains in the bean market. The report that supplies would be more plentiful as soon as farmers had finished threshing does not seem to have been generally credited, as bids for carload lots by local dealers have been turned down without much ceremony. An independent and optimistic spirit seems to be possessed by holders, who all claim to look for higher prices. One large handler here bought several carloads at $1.60, and is convinced that stocks are light and the market bound to advance. We quote :

Choice prime beans	1 60 1 65
Lower grades	1 50 1 55

Fish—The demand for fish of all kinds continues brisk, as the usual Fall demand is on now. All kinds of salted and prepared fish are moving freely. In smoked fish haddies are meeting with better sale, the weather being more favorable. Kippers are also coming in more freely and obtain good sale. New smoked herring are quoted at 12c., while last season's are still being sold at 10c. Haddock and cod are more plentiful, with prices firm. Lake fish are scarce, both white fish and trout now being out of season. Pickerel or dore practically finished, and dealers will be forced to rely on frozen stock for their supplies in future. Bulk oysters are in fair demand for standards, but only a limited call for selects. The demand is, however, increasing, as is natural at this season of the year. A particularly good demand is expected this week by dealers, on account of Hallowe'en. Shell oysters continue scarce, as it is particularly difficult to obtain high grades, and prices for these are firm. For ordinary grades, of which supplies are coming in more freely, prices are reasonable. We quote:

Oysters, choice Malpeques	8 00 9 00
" shell, ordinary	3 00 5 00
" hand picked	6 00 7 00
Fresh bulk oysters, standards	1 40
" " selects, per imp. gal	1 60
Finnan, haddies, 15-lb. boxes, per lb	0 07
Kippered herring, per box	1 00
St. John bloaters (90 in box)	1 25
Smoked herring, in small boxes, per box	0 10
Fresh haddock, per lb	0 04½
Market cod, fresh, per lb	0 04
Steak cod, fresh (heads off), per lb	0 06
Lake trout, fresh, per lb	0 08
Pike, fresh, per lb	0 06½
Sea trout, fresh, per lb	0 10
Dore, fresh, choice, per lb	0 08½
Smelts, fresh, per lb	0 10
B.C. salmon, fresh, per lb	0 13
Gaspe Salmon, per lb., frozen	0 15
Halibut, fresh	0 12
Halibut, frozen, per lb	0 10
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 20-lb. boxes, per lb	0 06
Boneless fish, 2-lb. bricks, "Gem of the Sea" brand, 20-lb. boxes, per lb	0 05½
Skidless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles, per bundle	6 00
Green cod, new, in bbl., per lb	0 03
New Labrador salt herring, per bbl	5 50
" " " per half bbl	2 75 3 25
New B.C. salt salmon, per bbl	12 50
" " " per half bbl	7 00
New Labrador salt salmon, in tierces, pe. tierce	18 00
" " " in bbls., per bbl	13 00
" " " in ½ b is per ½ bbl	7 50
Salt mackerel, 20-lb. pails, per pail	2 00
Pickled lake trout, in 100-lb. kegs, per keg	4 50

Evaporated Apples—Strong market. A leading broker reported sales at 8¼c., and his principals as not too ready to sell more at this figure. The grocery jobbing trade claim to be able to purchase under that figure, though a round of the street shows 8 to 8¼c. as being inside figures for good stock. The high prices asked have somewhat curtailed demand.

Flour—The flour market this week shows an improved condition, and an advance of 15c. to 20c. per barrel is noted. The smaller Ontario millers are reported as sold ahead. The demand from the Lower Provinces, as well as United Kingdom, is exceedingly good. The great trouble seems to be for millers to get sufficient cars to fill their orders. Reports among dealers say country business is satisfactory. We quote :

Winter wheat patents	4 90 5 00
Straight rollers	4 60 4 70
Extra	4 30 4 40
Straight rollers, bags, 90 per cent	2 20 2 30
Royal Household	5 00
Glenora	5 00 5 20
Manitoba spring wheat patents	5 10
" strong bakers	4 60
" bakers	5 00

Rolled Oats—Rolled oats has received more attention during the week and prices are higher. The leading millers advanced prices last Friday 30c. per barrel, and bags proportionately. Standard oatmeal also is higher. Reports from the west would indicate that a further advance is likely to occur, on account of the sympathetic advance in wheat. This advance is attributed to the unrest and revolution in Russia. The local demand is steady. We quote :

Fine oatmeal, bags	2 50 2 60
Standard oatmeal, bags	2 60 2 70
Granulated " "	2 60
Rolled oats, "	2 60
"	5 25
" 90-lb. bags	2 70
" 80-lb. bags	2 55

Feed—Mill feed of all kinds is reported scarce. A number of western millers have been taking advantage of the scarcity in the U. S., and have been shipping to that market. Prices realized there is about $18.50 per ton, in bulk, delivered, for Ontario bran. Ontario shorts are in good stock, though the demand for same is light. We quote :

Ontario bran	15 50 16 50
Mouillie	20 00 21 00
" milled	21 00 24 00
" grained	25 00 27 00

Hay—There is a good local demand for the better grades of hay, while inferior qualities are slow. The accumulated stocks that have been held here waiting export have been considerably reduced, as during the past week some 20,000 bales found accommodation on out-going steamers. A good demand for Canadian hay is reported from the U.K., particularly Manchester and Glasgow. We quote :

No. 1	8 50 9 00
" 2	7 50 8 00
Clover mixed	6 00 6 50
Clover, pink	5 50 6 00

B. C. Markets.

Vancouver, B.C., Oct. 26, '05.

THIS week the wholesale shipping fraternity of the coast cities of B.C. have not been altogether in a Thanksgiving mood. Instead, they have been merely negatively thankful that when the C.P.R. Co. was formulating the recent changes in through freight rates from the east they did not include that part of British Columbia as far west as Mission Junction, which would mean all but the coast cities and the smaller communities dependent on these cities.

Committee meetings of shippers and of the Vancouver Board of Trade have been held, and decision to present a letter to Mr. B. F. Greer, general freight agent, setting forth the grievances of shippers, and also their desires in the way of remedy. Briefly, this letter, which has already been presented, backed up with the personal attendance

WANTED.

WANTED a specialist to push a pack of tea. Reply L. E. W., Box 18, CANADIAN GROCER, Toronto. [tf]

of nearly all the leading wholesale men of Vancouver, asks for the revision of freight rates from Vancouver, with reductions such that the recent cut in rates from the east shall be equalized. In other words, that the new handicap placed on the struggling wholesale interests of the coast shall be removed. The argument is that, not having had anything to do with the Canadian Northern reaching Edmonton, which is the ostensible cause of the reduction in eastern rates, the merchants here decline to agree with the condition which makes the trade of this coast practically the scapegoat of the new situation.

Other freight grievances are embodied in the letter, which shows the ground the local men take in their view of the whole freight question as it bears on trade from the coast island. Mr. Greer, while declining to give any official statement, says that there is not the slightest danger of rates being reduced from the east to Mission Junction. In fact, he says that it is not intended to reduce the rates any further west than to Edmonton.

As the beet sugar industry is being exploited in Southern Alberta, where the Mormon colony has a large refinery, and as the irrigated districts of Alberta look to great expansion of this line of produce in the future, it is very interesting to note the experience in the irrigated districts of the Southwestern States, east of the Rockies, where, as in Colorado, very large sums have been invested in the beet-root industry. There it has just been announced by leading officials of the sugar trust that they will not spend another dollar on the industry because of the influence of raw cane sugar from the Philippines, a factor not heretofore considered. H. O. Havemeyer, president of the trust, says that raw sugar from the Philippines can be laid down in New York at 1c. per pound, which paralyzes competition. The average wage on the American sugar-beet farms is $1.50 to $2.50 per day. The Philippine sugar planters employ natives at an average cost of 80c. Mex. per week, with an allowance of rice, or the equal of 6c. American currency and a ration of rice, per day.

The British Columbia Sugar Refinery imports practically all its raw sugar from the South Seas, having recently gone extensively into sugar plantations in Fiji, and the product of the local refinery is, of course, purely a cane sugar.

* * *

Discussing the falling off in output of gold from the Klondike this year, Mr. A. B. Newell, general manager of the White Pass Railway, does not think that there is any indication that the Yukon gold fields are playing out. The reduction from a total output of nearly ten millions in 1904 to $6,500,000 in 1905, he thinks, is due to two causes, the tying up of a large number of claims in the hands of big corporations which have not been working them, and the fact that many claims cannot be economically worked until a large and comprehensive water system is installed.

* * *

When that is done the output will likely increase. Meantime Mr. Newel, who is extremely well posted, says that he is sure the annual output will continue equal to this year for a long time to come, even without any new fields being discovered, a contingency likely to occur at any time. The White Pass is likely to build a branch into the Windy Arm camp, from Caribou Crossing, if present favorable conditions continue.

* * *

Fruit supplies continue very plentiful, prices firm, quality over the average, especially in local apples. Winter pears are still freely offered, and sell at $1 and $1.25 per box. Apples, $1 to $1.75, with some poorer grades even less. Grapes, principally California, are in good supply, with prices low.

* * *

Potatoes still run high, demand strong, many buyers picking up all they can to hold for later disposal. Prices of lower mainland stock vary as to quality from $14 to $18 per ton. Ashcrofts and upper country stock from $25 per ton to $28. Other vegetables offering freely for Winter supply.

N. S. Markets.

Halifax, N.S., Oct. 31, 1905.

HEAVY shipments of Prince Edward Island produce are now being made to this port. During the week a number of vessels arrived with full cargoes. They landed here 4,100 bushels of potatoes; 4,910 bushels of oats; 200 bushels of parsnips, and 625 bushels of turnips.

Potatoes.

Potatoes are selling at 30c. per bushel. The potato crop of the Island is the best for years. They are entirely free from rot and the quality is unusually good.

Poultry.

There is practically a poultry famine in Nova Scotia this season. The market is almost bare of good stock and dealers here find the greatest difficulty in securing a sufficient quantity to supply their customers. Every year poultry is becoming scarcer in this Province. Those who partook of the toothsome turkey for their Thanksgiving dinner had to pay what is considered here to be an exorbitant price for the birds. The price was 25c. per pound, the highest ever paid hereabouts.

The poultry on the market at present is all Nova Scotia raised, no importations having as yet been made. It is doubtful if much Ontario stock will reach here this year as dealers here say that the price of birds in Upper Canada is high and that the cost to land them here would be very great. The farmers of this Province are giving up the raising of poultry as they claim that the birds injure their crops. Heavy shipments are being made from Prince Edward Island to the United States. Already thousands of live geese have been sent to these markets and high prices are paid for the stock.

Lambs.

There is a scarcity of lambs in Nova Scotia and also on Prince Edward Island. Americans are buying up all the stock available and the price has advanced to 9c. per pound, the highest for years. From Prince Edward Island alone five thousand lambs have been sent to the American markets this Fall. The first shipment of lambs from the Island to Toronto was made last week when one drover sent 620 to the Harris abattoir at Toronto. The lambs were purchased from the Tignish Farmers' Club.

Butter, Eggs and Cheese.

Prices for farm and dairy products remain firm with a scarcity in some lines.

Butter remains about the same price, though the receipts of creamery and dairy are falling. Creamery is quoted at 24c.; solids at 23c. to 24c., and dairy at 21c. to 22c.

Eggs are advancing very rapidly. They are very scarce on this market at present and good stock is hard to get. Very few Nova Scotia eggs are coming in. The country people who brought their eggs to the town market were asking 35c. and 40c. per dozen. Island eggs (in cases) not warranted are jobbing at 22c. to 24c.

Cheese continues firm at 12 1-2c. to 13c. and there is no likelihood of lower prices. The factories are getting almost 2c. more for their cheese than they did last year. Stocks in the Maritime Provinces are small.

Arrivals of Fish.

The receipts of fish during the week were quite heavy. On Friday vessels landed 3,000 quintals of dry fish and 275 barrels of pickled fish. Advices from Newfoundland are to the effect that the prices are easier and with a tendency to drop. The price here is unchanged.

Fruit.

During the past week sixty carloads of apples arrived at the terminal for shipment to the English market. The price shows no sign of receding here. Choice No. 1's are quoted at $4.00.

Sugar.

The Acadia Sugar Refinery has made another reduction in the price of all grades of refined sugar. The reduction was to the extent of 10c. per hundred pounds.

N. B. Markets.

St. John, N.B., Oct. 31, 1905.

DEALERS are very busy. Perhaps the matter of chief interest this week is the advance in Manitoba flour, which, while not a large advance, marks a much firmer market than was expected. The general situation seems improved.

Sugar—Continues to be a weak spot. Besides the low prices which rule, the Guild are fighting the imported bag sugar which is being sold at somewhat open prices.

Spices—Have very general attention a this season and prices generally are low

Ginger and allspice in particular are easy. Nutmegs continue very low. Cream of tartar is also quite low. The fact that soda has ruled about 50c. a keg higher for about a year does not seem to have any effect on the demand.

Oil—While there continues to be a very firm feeling in burning oil the local prices show no change and are still very low. Sales at this season are large. In lubricating oil business is rather quiet at this season. There is also little doing in paint oils. While linseed is low market seems quite firm. Turpentine is very high. Cod oil has been a surprise; it is very scarce and continues to advance.

Salt—A fair stock of Liverpool coarse salt is held here. The season of best demand is over. It is not expected that the early winter imports will be large. The season has been a successful one, the quantity imported has been large and prices well maintained. In fine salt there is but light business at this season. Sale is for Canadian.

Canned Goods—There is still unsettled condition in vegetables. While on some brands dealers are able to sell at list prices and so make a living profit, on others, prices at, or even below, cost are quoted. It is a peculiar situation; the whole trade is made to suffer, and the reason is said to be that one or two houses may be punished for breaking their agreements. The question is, is the object obtained? Fruits are quiet. Blueberries are dull. In spite of salmon being lower than last year, sales are rather light. Beef is easy. Domestic fish unchanged. Kippered herring not a large pack.

Green Fruit—Nova Scotia apples are very unsatisfactory this season. The packing has always been bad, but it seems even worse this season than usual. It is almost impossible to get a rightly packed barrel of No. 1's. It means that a large quantity of apples are being brought from Ontario. Better and more New Brunswick apples than usual are on the market this year. In oranges there is little good stock offered. Lemons are still high. In Ontario grapes some nice stock offered. Malaga grapes quite high and only fair quality. Cape Cod cranberries are quite reasonable.

Dried Fruits—In California seeded raisins there was quite a commotion last week. It was said prices were off a cent, but this did not pan out. A cut was made provisionally to see what quantity could be sold, the cut price to effect all previous sales. Evidently the new sales were not large enough to make it an object to lose a cent on the previous business. Quite a quantity of New York seeded stock, both old and new goods, have been sold for here. The old goods are now being offered. New Malaga seeded could only be bought in very limited quantities. In loose, Malagas supply the trade. Valencias freely offered and are low. Currants hold at full figures. Peels rather higher than last year. Figs lower. Prunes, apricots and peaches have advanced freely. Prunes are much higher than last year. Evaporated apples firm. Onions are rather higher.

Sugar—Prices are rather lower and the market is easy. On bag sugar there is quite a sharp competition, prices being somewhat open. There is a fair demand.

Molasses—Sales are rather light. Prices unchanged. Porto Rico is a full stock. Barbadoes a rather limited supply.

Fish—In fresh fish, just a steady business, little beside cod and haddock being offered. Dry cod is still high and a fair supply. Pickled herring, particularly best stocks, in supply and high prices rule. Smoked herring is firmer, although still low. Price has been advanced. There is increased sale for prepared smoked herring called "Kipperettes." Finnan haddies sell freely at firm prices.

Flour and Grain—Manitoba flour has been advanced and market is very firm. So far Ontarios are unchanged, but the situation is strong. Oats are higher. Oatmeal is higher and firmly held. The sale is not large though this is the busy season. Cornmeal is easier. Beans unsettled, but continue to tend higher. Yellow eyes are quite low this year. Barley is unchanged. Split peas are high and the sale light. In blue peas the demand now for a year or two has been very small.

THE CLOVE SITUATION.

A report to hand on the condition of the clove market is interesting and points out that it is quite possible that the price will rise 33 1-3 per cent. by the end of the year.

The Pemba crop is considered a complete failure. The total crop is estimated to be about 50,000 bales and there are reputed only 2,000 bales in Zanzibar at the present moment, whilst the total visible supplies are 40,000 bales. Holders in Zanzibar are only selling at fancy prices. The receipts in Zanzibar for the first half of October were 18,000 bales, against 15,100 bales last year. The total receipts from 1-8 to 16-10 amount to 10,700 bales, against 39,200 bales last year.

A GAMBLE IN EGGS.

Some little time ago a number of well-known gentlemen, one or two of whom were members of the town council, were haled before the magistrate of a country town in these circumstances: The defendants were interested in a bazaar promoted on behalf of the local hospital, and one of the attractions had been a "spinning Jenny, or tee-totum," which the prosecution alleged was "a game of chance."

A local grocer in giving his evidence for the prosecution was exceedingly severe on the unfortunate defendants.

"Now, look here, Mr. X——," at last broke in one of the defendants, "how would you define the term 'gambling?' "

The grocer declared that "anything was gambling when you didn't know wot you wor goin' to get for your money."

"Indeed!" retorted the defendant. Turning to the magistrate's clerk: "Will you make a note of that, sir? Mr. X—— himself is liable to be proceeded against."

"Ow's that?" shouted Mr. X——.

"I bought some eggs from you the other day," was the reply, "and I never should have done so if I had known what I was getting for my money. It was a gambling transaction — and I lost."

Exit Mr. X——.

A DRUMMER'S WITTICISMS.

"I'll have you know, stranger, that I belong to Chicago," said the Yankee. "'Deed, an' wha'd hae thocht it?" quoth the sceptic Scot; "frae the way ye've been speaking I thocht Chicago belonged tae you."

* * *

Paddy Doolan went into shop one day to buy eggs. "What are eggs to-day?" "Eggs are eggs to-day, Paddy," replied the shopman, looking quite triumphantly at two or three young lady customers who happened to be in the shop. "Faith, I'm glad to hear you say so," replied Paddy, "for the last ones I got here were chickens."

* * *

He was a recent recruit from Ireland's green turf and had secured his first position in a grocery store. One day a customer approached the new clerk and inquired for some crumbled store-cheese for a Welsh rabbit. After supplying the customer with the desired cheese, Pat inquired, "And, sure, is that phawt yer feed them on?"

* * *

"Father," said a boy of twelve, "can you tell me who Shylock was?"

"What!" exclaimed the father in an aggrieved tone, "have I sent you to Sunday school for the past six or seven years only to have you ask me who Shylock was? Shame on you, boy! Get your Bible and find out at once!"

* * *

Hans, the ruralist, was in search of a horse. "I've got the very thing you want," said a stableman, "a thoroughgoing road horse. Five years old, sound as a quail, $175 cash down, and he goes ten miles without stopping." Hans threw his hands skyward. "Not for me," he said, "not for me. I vouldn't gif you 5 cents for him. I live eight miles out in de country and I'd haf to walk back two miles."

* * *

The traveler tells us, and he ought to know, that the average school teacher experiences a great deal of difficulty when she attempts to enforce the clear pronunciation of the terminal "g" of each present participle.

"Robert," said the teacher of one of the lower classes during the progress of a reading exercise, "please read the first sentence."

A diminutive lad arose to his feet, and amid a series of labored gasps breathed forth the following:

"See the horse runnin'."

"Don't forget the 'g,' Robert," admonished the teacher.

"Gee! See the horse runnin'."

GOOD ADVERTISING

FRUIT ADVERTISING.

FALL fruits and accessories bring more grocers into line for advertising than branded goods, which demonstrates that the average grocer prefers to advertise "seasonable" products rather than staples. Occasionally at this time of the year one comes across the "Pure Groceries" and "Family Store" advertisements, while, of course, "bargain" announcements are always to be found—but fruit publicity is paramount just now.

* * *

One of the best fruit advertisements that I came across was John. H. Laird's, Galt. Apart from some faulty display lines the advertisement is set with taste and uniformity. "Crawford Peaches" is the subject, and the details are brief and clear. White space is used without stint, thus giving the whole a uniform "open" effect.

* * *

Dean & Walker, also of Galt, make fruit a special, headed with "Late Crawford Peaches," and summarizing pears, grapes, etc. This advertisement is even more liberal than Laird's in the matter of white space, but it is not so effective. It is what might be called a "silent" advertisement. It has little individuality. The enumeration is there. The people are to do the rest. No reason is given why Dean & Walker's goods should be purchased in preference to others.

* * *

Decidedly grotesque is what the majority of reviewers would style the advertising of Fairweather Bros., Moncton, N.B. Half a dozen words are spread over a three and one-half inch single column space. While, no doubt, such shapeless matter would catch the eye of the reader because of its oddity, what profit is there in advertising pickling spices in such a flagrant manner? They are certainly not important enough to warrant a "special," much less a "waste," advertisement.

* * *

Wm. Parker, who succeeded David Dodge, of Woodstock, has ideas of publicity which, while a little crude, should develop into something especially good later on. He gives promise of writing "reason-why" advertising — the kind that will give his store a distinctive stamp. His methods at present appear to be half of the old plan and half of the new.

* * *

Arnprior has two novel advertisers—Sullivan of Madawaska street, and Jno. Daze, "The-Family-Grocery-Store" man. Mr. Sullivan goes into print on a large scale, but not in the most systematic way. His advertisement has an inartistic appearance and was evidently drawn up in haste. The composition is very poor, the display letters being worn and the body type replete with battered faces. One or two "pull-outs" does not tend to improve the advertisement any. Using a stock cut of the ludicrous variety robs the announcement of its sincerity. This is rather to be regretted because Mr. Sullivan gives one the impression of being a shrewd grocer and the programme in his mind was ostensibly to "hit out" on the price question.

* * *

Jno. Daze's advertising is the antithesis of Sullivan's in most respects, but his advertisement, too, is badly displayed—more a matter of antiquity than coarseness, however. The heading is cramped, and, being separated from the details by a rule effect, tends to confuse the reader as to connection. Instead of employing the mitre rule in such a case the "ad-man" should have employed the turned rule for the three sides and omitted the head piece, thus preserving the coherency of the matter as well as the chasteness of the design. Mr. Daze's array of goods is creditable, other than the fact that he attempts to advertise too many things, and so misses the opportunity of impressing any one thing on the reader's mind.

* * *

McKenna, in the Charlottetown Guardian, puts more life into a three-inch single column space than any other grocer I now have in mind. He chooses a suitable heading to commence with and then proceeds in a logical way to elicit orders for his vinegar, etc. There is argument, there is suavity, but, best of all, there is a personality. The compositor, too, has done his work with precision. Not one idea of McKenna's is sacrificed. This advertisement has the flavor of one of the mail-order "big 'uns."

* * *

In the Stratford Beacon, Walsh Bros.' announcement headed "starch" strikes one as being unusual, for starch is not the biggest commodity with grocers. There are some other "priced" items, but I have an idea that the writer of the advertisement was in a hurry, hence his brevity. Walsh Bros. did not "get" all their space.

* * *

R. C. George, Port Arthur, gives "Coffee" the prominence, and calls attention to five lines and gives the prices. A re-arrangement of the details of this advertisement, with the assistance of a smaller body type, would have made room for some lines of teas, etc. Cost must always be weighed when specializing.

* * *

Huffman's advertisement in the Brantford Expositor is fair salesmanship on paper, but second rate typography. Bargains is the basis of the announcement, and in this respect the advertisement is successful. But there are too many separate lines detracting attention from one another. This is a fault quite noticeable in retail advertising.

* * *

Grocers should insist on getting better ad-setting. It helps or hinders the announcement in proportion to its superiority or inferiority. Some advertisements pass unnoticed because features are set in brevier and minor details spread out in Roycroft.

* * *

Advertisers should get the full value out of the space they pay for. White space effects when properly designed are not wasteful, but white space produced through indiscriminate display and unnecessary paragraphing is wasteful. I think the average retail advertisement could contain more matter. There is no point in taking space merely to be in print. The retail business doesn't call for that.

DEATH OF PIONEER MERCHANT.

IT is with deep regret that The Canadian Grocer records this week the sudden death of Mr. B. Meek, the pioneer grocer and general merchant of Virden, Man. Mr. Meek has conducted a general store business in Virden for almost three decades, and, in fact, his was one of the first stores in Manitoba west of Brandon. In the vicinity of Virden, where he was so well known, he had an enviable reputation for sterling integrity and honor. He was respected not only by his customers, but also by his business rivals. A representative of this paper recently attended a meeting of the Western Retail Merchants' Association in Virden, and he could not help remarking the deference paid to Mr. Meek by his business rivals, and the general respect in which he was held. His death occurred suddenly in Virden, on Friday, Oct. 27th, the cause being heart failure.

Mr. A. Sweet, Winchester, Ont., was a visitor to the Montreal trade this week. Mr. Sweet keeps thoroughly up-to-date in buying and his prosperous business shows hard work and judgment in keeping thoroughly in touch with the trade. Mr. Sweet is a good friend of The Grocer as well as a subscriber to Hardware and Metal and the Dry Goods Review.

A Central Kansas farmer in doctoring his horse gave it poultry medicine by mistake. Now the horse has scratched up the whole pasture and is showing signs of trying to set.

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

OLIVE CULTURE IN SPAIN.

DURING recent years efforts have been made to improve the quality of the olive oil produced in Spain so as to enable it to compete in foreign markets with the French and Italian oils which are so universally appreciated. Some measure of success has already attended these efforts, and this has encouraged the leading Spanish oil crushers to spend money on improvements in their machinery, with every prospect of a good return.

A few particulars about the production of oil in Spain, and especially the preserving of the olives, may prove of interest to our readers, as it has been found that Spanish olives keep longer and better preserved than those from other places.

The pickling of green olives is an important branch of industry. Besides the large home consumption, some 6,000 to 7,500 tons, valued at about $800,000, are annually exported. The olives are packed either in bottles or kegs. For pickling, the green olives are carefully selected; all those that are in the slightest degree bruised or damaged are rejected, as only the perfect fruit is capable of being preserved.

The selected olives are then placed in fresh water to soak for several days, care being taken to frequently change the water; they are then put into the pickling mixture, which is a solution of common salt and soda, the olives being entirely covered. This is the general method adopted, and though some manufacturers may slightly alter the solution used, and add to it certain aromatic substances to flavor the olives, the basis of the preparation is invariably common salt and soda.

Ripe and half-ripe olives are preserved only in small quantities, as there is little demand for them.

As already mentioned, until quite recently little special attention has been paid to the method of extracting oil in Spain, and consequently in many parts the most primitive means are still in use.

It is usual for the small grower himself to extract the oil from the olives grown on his land; and, as he frequently does not even own the necessary appliances, he has to borrow them from the nearest town, paying for their use either in money or oil.

These machines are of the most primitive description. The olives are first crushed in a mill turned by a horse or bullock; they are then placed in lever presses and the oil thus extracted, boiling water being generally used in the process. These wooden presses, though powerful, are very slow, and it often happens that the olives have to be stored until the presses are available, with the result that fermentation sets in, and this naturally detracts from the quality of the oil. It is said that there are between 3,000 and 4,000 of these presses in Spain. Formerly the pulp remaining in the presses was used as fodder or fuel, but now it is sold and a second extraction of oil is made from it.

The largest oil manufacturers, especially those in the Province of Catalonia, have been the first to recognize the importance of improving their machinery; the old crushing mills and wooden presses have been replaced by steel cylinders and hydraulic presses, so that not only is a greater yield obtained, but the quality of the oil is better. Nearly all the machinery in use is of Spanish make.

After being extracted, the oil is run into earthenware jars or tin tanks, and, after a certain time, strained so as to separate it from the amurca. It is then poured into deposits to be kept until required, alcohol being sometimes used to keep off the action of the air. The lower grades of oil, as well as the amurca, are used in the manufacture of common soap.

NEW STORE AT STRATHCLAIR.

About a month ago George Manson opened his new general store in the town of Strathclair, Man., with a fresh stock of groceries and dry goods. He has a very attractive store with a floor space of 35 by 65 with two large glass fronts. The interior is finished in cherry with hardwood floor, oak counters and metallic ceiling painted white. He has put in a system of high pressure gasoline lamps and in fact every modern facility for doing business is found in this store. Mr. Manson's efforts met with such great success that he is now branching out into the hardware business, having secured the store next door, and is having it completely remodelled. It will be open about the first of November with an entirely fresh stock and will be in charge of D. Manson, who has had considerable experience in that line.

A Delicious Cup of Coffee

Our 1-lb. tin "CLUB" brand COFFEE at 33 cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself, Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "CLUB" COFFEE.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Western People WILL HAVE the best.

GOLD STANDARD TEA

IS

"GUARANTEED THE BEST"

Therefore Western People WILL HAVE

GOLD STANDARD TEA

Supply 'em, Mr. Grocer, Supply 'em.

Packed, guaranteed and shipped in any quantity by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

POULTRY, FISH

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791 WINNIPEG.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 2nd, 1905.)

A FURTHER marked improvement in country collections and considerable inquiry for Christmas goods are the features of the Winnipeg wholesale grocery market this week. The crop is being handled satisfactorily by the railroads and in spite of some elevator blockades on the lower lake ports, a large amount of money has already been put in circulation as the result of the early crop movements. All branches of trade are already feeling the stimulus of this increased circulation. As there is a fixed determination on the part of both wholesale and retail trade that this money shall be used in paying off long standing obligations it is certain that the effect of the "bumper" crop will be to secure the stability and prosperity of Western Canadian business institutions.

Sugar has declined to a basis of $5.15 for Montreal granulated in barrels f.o.b. Winnipeg. Beet sugar from the Ontario Sugar Refining Co. is now held in stock locally.

Seeded raisins have declined and new prices are quoted below.

New table figs are on the market now.

New evaporated apples to arrive are quoted at 9 3-4c.. A very high price.

Canned Goods—There are no new features of interest. As noted before, some fruits, notably strawberries, are very scarce. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz case	2 39
" 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" 2 and 3, per 2-doz. case	1 99
Plums, Damson, l.s., group 1, per 2-doz. case	2 13
" 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" 2 and 3, per 2-doz case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" 2 and 3, per 2-doz case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 1-lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz. cases, group 1	3 63
" " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" Rivers Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20

FISH

Smoked Herring a Specialty.

In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON

Grand Harbor, Grand Manan, N.B.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertis ng department.

Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. GUEST FISH CO.,

WINNIPEG, MAN.

THE STANDARD

RETURNED FEB 24 1906

Computing Cheese Cutter

INSURES PROFITS IN CHEESE

1.—It cuts to accurate weight.
2.—It computes precise money value.
3.—It cuts without waste.
4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Why Clark's Sliced Smoked Beef Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

It Stands Unequalled! The Best Goods at the Best Price.

Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz.		1 25
Boneless chicken, lb. tins, per doz.		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunchtongue (Clark's) 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—A decline of 10c. per cwt. has educed sugar to a basis of $5.15 for Montreal granulated in barrels, f.o.b. Winnipeg. We quote:

Montreal granulated, in bbls.	5 15
" " in sacks	5 10
" yellow, in bbls.	4 65
" " in sacks	4 60
Wallaceburg, in bbls.	5 05
" in sacks	5 00
Icing sugar in bbls.	5 75
" " in boxes	5 95
" " in small quantities	6 35
Powdered sugar, in bbls.	5 55
" " in boxes	5 75
" " in small quantities	6 00
Lump, hard, in bbls.	5 85
" " in ½-bbls.	6 00
" " in 100-lb cases	5 85
Raw sugar	4 25 4 50

Syrups and Molasses—Business is quiet at steady prices. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00 2 10
" " 5-lb tins, per 1 "	2 40 2 50
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ¼ "	2 15 2 25
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts, each	2 25

Coffee—Prices are quoted locally as follows:

Whole green Rio, per lb.	0 11
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—We quote:

Epps' ½ lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan's in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ½ and ¼, per lb	0 22
Fry's " " "	0 22½

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 56
" " 7-lb. tins, per lb.	0 08
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz.	$3 65
" " " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Foreign Dried Fruits—New table figs are now in stock. Seeded raisins have

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCIES WANTED.

MANUFACTURERS' agent desires correspondence with British and American manufacterers of grocers' specialties desiring representation in Western Canada. Address P.O. Box 702, Winnipeg, Man. [47]

WANTED.

SAUSAGE-MAKER; must be good with bologna and Frankforts; state references and salary required. Box 279, St. Thomas, Ont. [f]

WANTED—Grocery clerk; experienced in buying, stock-keeping, and a good salesman; good wages paid; state salary, experience and age; send reference. J. B. Crawford, Dutton. [f]

GENERAL store clerk with knowledge of double entry book-keeping; state age, experience, references and salary expected. Box 73, White River, Ont. [f]

WANTED at once, a good, practical grocery clerk; state experience and salary. Box 225, Dutton, Ont. [f]

WANTED an experienced traveller on salary and commission to represent Meyers' Royal Horse, Cattle and Poultry Spice Co., Niagara Falls. [f]

BUTTER and cheese maker wanted for Tiverton creamery. Address C. S. Wood, President, Tiverton. [f]

BAKER wanted; good on bread and cake; state wages; steady job for good man. David Matheson, Whitby. [f]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

declined and new prices will be noted below. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s. to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers, "	1 85 2 00
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ¼-lb. packages per package	0 08½
" " fancy seeded in ¼-lb. packages per package	0 08½
" " choice seeded in 1-lb packages per package	0 10½
fancy seeded, 1-lb. packages, per package	0 11½
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Nuts—As noted last week, new almonds and Grenoble and Marbot walnuts are now on the local market. Prices are quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" Marbots "	0 13
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Rice, Tapioca and Sago — Tapioca is weaker. We quote:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	5 00
Sago, per lb	0 03½

Pot and Pearl Barley—Quoted as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Spices—Prices are steady and unchanged. We quote:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70
Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case,	4 75

Evaporated Apples—New stock to arrive is quoted at 9 3-4 cents per lb.

Beans—New stock is quoted at $1.75 per bushel.

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 08
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 12½
Halibut	0 11
White fish (L. Winnipeg), per lb	0 06½
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " 20-1's	0 09
"Bluenose" " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 09
" " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " bulk, in 15-lb. boxs.	2 06
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " No. 0, per do	11 00
" " No. 1,	8 75
" " No. 2,	7 50
" No. 3	6 40
" nests of No. 1 No. 2 and No. 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 [illegible]
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

A "CHOP" THAT PLEASED A JAPANESE PRINCE.

There is a tea on the Canadian market known as the "Nishimura Chop." It is controlled by the Japan Central Tea Association, whose Canadian office is in Montreal, and it is No. 1 extra choicest sun-dried. An interesting feature of this particular tea is that it has come in for royal favor, the Crown Prince of Japan, to whom a caddy of it was recently sent, having expressed himself highly gratified with it. The tea has certainly a delicious flavor, as ordinary individuals as well as crowned heads have discovered. It is indeed a tea that cheers without inebriating.

A MONTREAL MEETING.

The Grocer met a number of Torontonians at the Windsor last week, among them Mr. L. S. Levee, a member of the Board of Education, and manager of that well-advertised and lauded specialty, "Psychine"; Mr. Edward H. Woolley, of famous St. Jacob's Oil fame, and Mr. T. E. Milburn, whose "B.B.B." needs no comment. These gentlemen with Messrs. John McKee and W. Edmandson, of Edmandson & Bates, were in the city attending a meeting of Proprietary Articles Association. All of them were pleased to see The Grocer.

EVAPORATED APPLES.

Domestic evaporated apples are reported to be considerably short in supply and much higher prices are looked for. Already shippers' prices have reached eight cents f.o.b. shipping points.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

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Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

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This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

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Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

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FRESH AND CURED FISH

POINTS ON FISH CULTURE.

At the present time when so much attention is being directed in Canada to the question of such high importance as the preservation of fish in the various waters of Canada, it becomes particularly interesting to note the experience which our American cousins have been having of late years on the same subject. Deputy Fish Warder Webster, of the State of Oregon, has thrown his whole energy into the subject during the several years he has been in office, and he has accumulated by careful observation and study much useful and important information on the question of hatching various kinds of fish.

We give our readers herewith the substance of his reamrks on the subject. He dwells particularly on the question of salmon hatcheries but there is a principle pervading his views which is worthy of note in connection with all fish hatcheries. He says:

* * *

"I shall confine my remarks to the Chinook salmon, as more attention has been given this variety so far as propagation is concerned, than to any other salmon in the river. It is evident that the results for the past two seasons from artificial propagation are most unsatisfactory, when we consider that for a number of years there has been a steady increase of the number of fry planted from the various hatcheries. In 1895 the number of Chinook salmon fry planted was less than 8,000,000. In 1902 it was 55,000,000. This increase was not spasmodic but gradual. From the enormous numbers of fry planted since 1899 there should have been a large increase in the run of fish and the pack both last year and this, but there was a decrease. In fact there has been a much greater decrease in the run than in the pack, as everyone knows how few fish escaped the gear last season, and there is evidence that it is the same this season.

* * *

"Now what conclusions are to be drawn from the foregoing statement of facts? I regret to say that I firmly believe the present method of conducting the artificial propagation of salmon is not a success. I might offer other more convincing evidence to substantiate my belief. My objection to the present method is that the fry are liberated from the hatcheries at too tender an age and consequently are devoured by their enemies. I have known trout and whitefish caught in the vicinity of a hatchery when salmon fry were being turned out to have 25 and 30 fry in their stomachs in various stages of digestion.

* * *

"In 1896, 5,000 Chinook salmon fry were marked at the United States hatchery and liberated in the Clackamas river. The spawn from which these fish were hatched was taken in October, 1895. These marked fish returned to the Columbia and numbers were caught during the years 1898, 1899 and 1900. Considerable difficulty was experienced in getting fishermen and packers to note and report these fish when caught, but there were actually 497, or about 10 per cent. of these marked fish reported to the fish commissioner caught during these three years. The fish reported ranged in weight from 10 to 57 pounds.

"Now, if there is any knowledge to be gained from this experiment you will readily see that we are getting returns this year from spawn taken at the hatcheries during the years 1900, 1901 and 1902. By referring to the reports for those years we find that the average yearly output of fry from the hatcheries was more than 41,000,000, and from the period from which returns should have been received last year the average yearly output was more than 31,000,000 fry.

* * *

"Now if we were getting returns from the hatchery plant of fry in the same ratio that the marked salmon returned it would have been possible to have taken more than 3,000,000 salmon last year, and more than 4,000,000 this year for commercial purposes, but there was not actually to exceed 1,200,000 Chinook fish take nlast year from the river and this year the number will probably not exceed 1,000,000.

* * *

"In all the hatcheries the practice has been to liberate the young fry before or at the time the egg is absorbed, or in other words, before or at the beginning of the seeding stage—four to six weeks of age. The fry at this time are about one and one-quarter inches long and with only a limited power of locomotion, and obviously incapable of escaping from their numerous enemies. Now, on the other hand, all the fish used in the marking experiments were fed four or five months before being turned out and were then two and one-half or three inches long. The foregoing general statements, substantiated by many observations, have caused me for some time past to believe that the results from artificial propagation will never be satisfactory until there has been adopted a system of feeding and rearing the fry until at least four months of age before turning them into the rivers to care for themselves."

STOCK-TAKING SALE

Our annual stock-taking sale is now on. We are overstocked. It is up to you to buy right. Write for special quotations for any goods you may require. In giving quotations will also quote a lot of snaps to wake up trade.

We have adopted a fair price for

COCOANUT

If we are not able to maintain it, farewell to any profit in this line for the next ten years. Do not contract for a pound beyond your absolute wants, as it will not go higher and it may go away down, if price is not maintained.

WE WILL, AS USUAL, TURN OUT THE FINEST QUALITY OF COCOANUT IN THE WORLD.

LUMSDEN BROS., Hamilton, Ont.

You'll Be Sure To Handle "Acadia" Prepared Codfish Some day,

if you don't happen to handle it now, and then you'll wish you had tried its selling powers long ago. Why not try it now that you may longer enjoy the profits of handling a popular and fast-selling article?

AGENTS:

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

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TORONTO, ONT.

New Messina Lemons
Florida Oranges
Almeria Grapes
Cape Cod Cranberries

also

FULL LINE OF NUTS

New Dates to Arrive Next Week.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

It pays to keep Essences like
SHIRRIFF'S FLAVORING ESSENCES
They are sure sellers, and absolutely reliable.
Have you them?
Manufactured by
Imperial Extract Co.
TORONTO

GREEN FRUITS AND VEGETABLES

TOMATO PRICES.

MR. T. E. OWENS, manager of the Bloomfield Packing Co., was a caller at the Toronto office of The Canadian Grocer this week. Mr. Owens reports that their season has been a very good one, especially with regard to tomatoes. The close of last season left the market with scarcely any stock on hand so that the whole of this season's pack has been already placed. In their district they have been visited by buyers from the United States who have bought up any tomatoes that could be secured, owing to the scarcity of tomatoes over the border. During the conversation Mr. Owens stated that a price of 25 cents per bushel for tomatoes was a fair one both for farmers and packers. He did not think that anything would be gained by the enforcement of the five cent advance proposed by the farmers, as the effect of it would be to immediately place the canned tomato so that it could not be sold to the customer for less than twelve to fourteen cents. This would mean materially reducing the sales, whereas at the present price of 25 cents the canner was enabled to place it on the market so that the grocer could sell it as a ten cent line. Experience had shown that as a ten cent line it would sell fifty per cent. better than if the grocer had to charge twelve or fourteen cents. It can easily be seen, therefore, that it is in the interest of the farmers, packers, and the general public to keep the price steady at 25 cents.

B.C. POTATO PRICES ADVANCE.

The price of potatoes is advancing already in the market, and from all accounts the nourishing tuber will be higher this Winter than ever before in the history of British Columbia.

Reports from farmers from Lulu Island and the Delta country are to the effect that the potato crops in the different coast districts have been rather more than partial failures. The crops themselves were large enough, but on the river farms of Lulu Island, and even well back from the streams, more than half of the total crop is affected with the rot and is absolutely worthless for food purposes. Just now Lulu Island potatoes are scarce at $15 a ton, and many of the crops are being purchased direct by the larger handloggers for their camps up the coast.

Ashcroft potatoes are good, but the crops have not been so heavy as in former years. They sell at from $22.50 to $26 per ton, according to the quality, and are coming into the city in fair quantities. The strange thing about the matter is that at the Dominion Exhibition a coast farmer won the first prize for the best exhibit in potatoes, and had a large display of all kinds. All the other exhibits from the coast districts showed splendidly as well.

The potato buyers have been out in the farming country for some time, and shipments have been coming into Vancouver regularly for weeks.

ALMERIA GRAPE SEASON SHORT.

Mr. H. Fischer, son and representative of Mr. H. F. Fischer, of Almeria, received a letter per steamship Deutschland, which contains some very important information relative to the present grape crop.

The letter states positively that the crop is even shorter than had been predicted and not only will there be far less barrels shipped than was the case last year, but the season is likely to come to an abrupt termination very much earlier than was the case in 1904.

All authorities seem to agree upon the point of the shortage in crop, but the new fact that the season will be a short one also is important to Almeria grape handlers.

A SERIOUS QUESTION.

The Sarnia Vegetable Growers' Association thinks the Provincial association should ask the Tariff Commission to recommend a tariff equal to that of the United States against Canada. Competing daily with American goods on account of their location on the border, Sarnia men are more handicapped than those of inland towns. Port Huron commission merchants do a thriving trade with Sarnia grocers, often selling cheaper. There should be a duty upon American vegetables coming into Canada equal to the American duty.

The following duties are suggested: Asparagus, 30c per dozen bunches; green beans, 2c per lb.; ripe beans, 45c per bushel; corn in ear, 2c per dozen; cabbage, 3c per head; cauliflower, 4c per head; celery, 10c per dozen; cucumbers, 25c per dozen; melons, 50c per dozen; green onions, 10c per dozen bunches; ripe onions, 40c per bushel; potatoes, 30c per bushel; tomatoes, 40c per bushel; all other fresh vegetables not on this list, 25 per cent. ad valorem; all canned goods, 40 per cent. ad valorem. A specific duty on the principal vegetables is preferred, as it is said that with an ad valorem duty produce is often invoiced below its value.

NOTES.

The steamship Bavarian landed 28,000 barrels of apples, the largest number ever shipped at one time from Montreal.

* * *

The differences between the tomato-growers of Ontario and the canning companies in regard to the prices paid by the latter for those vegetables will be threshed out at the time of the Horticultural Exhibition, which will be held this month. The vegetable-growers have invited representatives of both parties to attend and present their views. The growers are preparing a statement showing the expense of growing tomatoes, and the reasons why they should receive higher prices.

ONTARIO MARKETS.

Green Fruits.

LOCAL markets for domestic fruits have now practically closed, and interest seems to be turning on Jamaica and Florida oranges, which are arriving in excellent condition.

Some carloads of lemons have arrived on market, the first of this season's stock, and are showing slightly easier quotations.

Oranges are fetching higher prices, owing probably to the considerably improved condition of new arrivals.

Bananas are remaining firm, and it is expected that this fruit will attract more attention now that the domestic fruits are leaving the market.

Apples are showing a very firm market, and all good fruit is fetching high prices.

We quote :

Oranges, Jamaica, per barrel	4 75	5 50
Oranges, Florida, per box	....	3 50
Lemons, new Messinas	3 50	4 00
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 10	1 35
Peaches, domestic, per basket	0 30	0 75
Plums, Idaho, 4-basket carrier	....	1 75
Tokay grapes	....	3 00
Almeria grapes, per barrel	6 00	7 50
Apples, barrels	....	3 50
Cranberries, late Howes, per bbl.	....	11 00
" crates	...	2 50

Vegetables.

The local market for vegetables has not been marked by any great activity. Demand continues steady with no particular feature of interest.

Tomatoes are practically finished for the season.

Potatoes are showing increased demand and remain firm at 90c. per bag.

We quote :

Jersey sweet potatoes	2 75	3 25
Potatoes, per bag	....	0 90
Onions, per bushel	....	0 75
Spanish onions, per small crate	....	1 00
" large cases	....	2 75
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 40
Outdoor lettuce, per doz. bunches	....	0 20
Water Cress, per doz.	....	0 20
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 50
Vegetable marrows, per dozen	....	0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel	....	1 00
Salsify, per dozen bundles	....	0 40

QUEBEC MARKETS.

Green Fruits.

Business among the fruit men is reported on the quiet side, as it is somewhat between seasons.

A fair demand, however, exists for Winter apples, notably Spys, Baldwins and Greenings.

Bananas are holding up high and firm, with every indication of another advance.

Grapes are about finished, as the trade is not taking much interest in these.

New Messina lemons are expected this week, and prices will range in the neighborhood of about $4 to $4.50 per box.

Almeria grapes are plentiful, with a good demand from the trade, many of

Phone, 4106. Private branch exchange connecting all departments. Cable address, "Whitco."

WHITE & CO., Limited
TORONTO and HAMILTON
Importers and Auctioneers, Fruits and Produce

We represent some of the best accounts. Are we representing you ? Long Experience, Large Outlet and a Fine Market give us the advantage. Correspond with us. References : Can. Bank of Commerce, Market Branch, Toronto.

New Dates
Hallowees 4½. Sairs 4¾. Turks, a new line, very fine, 5c. lb.

New Eleme Figs
3, 4, 5 and 6 crown, also glove boxes.

Fancy Ripe Florida Oranges
Stock very fine now. Good color and heavy.

New Messina Lemons
Home Guard and Kicking Brands are here.

Remember, in dealing with us, you get the best of everything.
Send in your orders.

WHITE & CO., Limited.
Hamilton Phone, 1115 — P.S.—Handle Long Island Native Oysters and see your business grow. (Large as selects.) — Toronto Phone, Main 4106

W. B STRINGER "ST. NICHOLAS" J. J McCABE
They're the EXTRA FANCY HEAVY WEIGHING
LEMONS
Be sure and ask your Dealer for "St. Nicholas."
They're the BEST GARDENS' FIRST SELECTION
W. B. STRINGER & CO., Fruit Brokers, TORONTO, Sole Agents

Our fruit branch has increased to such an extent that we have opened up a new warehouse at 33 Church St. for fruit only. It will pay you to look over our price lists before placing fruit orders.
One car *New Messina Lemons* and one car *Fancy, Long-Keeping Grapes* just in.
FRUIT WAREHOUSE TELEPHONE, M. 5048
The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Don't buy your *Malaga Grapes* until you get our prices.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.
Consignments of Poultry, Butter, Eggs, Etc., Solicited.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO
Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.
Malaga Grapes, Cranberries, Lemons, Florida Oranges.

The E. D. S. Brand is the Best

You see evidence of this on all sides. First, I use the purest fruits and employ the most skilled hands. Second, My Jams, Jellies, etc., sell in preference to other Jams, Jellies, etc. Third, Grocers who order my goods once order them the second time, and many more times. The **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass are needed in your store. Be sure you get them.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.
Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

TRADE MARK
This design a guarantee of quality.

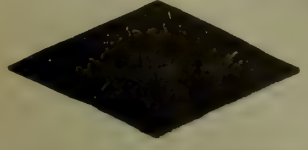
GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

THAT WORD
DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont A B C Code. 4th Edition used.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
308 Board of Trade Building, - TORONTO

whom are laying in their Winter supplies now.

Spanish onions are rather slow of sale locally.

We quote:

Peaches, Sallanay		1 25
Finest Almeria grapes	4 25	6 75
Dates, per lb		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100		3 75
Pineapples	4 00	4 50
Jamaica grape fruit, per box		5 50
Apples	2 25	4 00
Sweet potatoes, per bbl.	2 60	3 75
Lemons, per box	4 75	5 00
Jamaica oranges, per bbl		4 00
Grapes, 10-lb. basket	0 18	0 25
" Extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
" California Tokay, per crate		3 00

Vegetables.

A somewhat easier feeling generally seems to be prevalent in vegetables. While a fair amount of business is going there is no very great interest shown by buyers for quantity lots. Potatoes are selling at 53c. and 54c. per bag of 90 lbs. on track. About thirty carloads of potatoes were received, and these in a jobbing way brought from 60c. to 65c. for bags of 90 lbs. The demand for onions continues good. Inquiries from the Lower Provinces arriving freely. Yellow onions are selling from $1.10 to $1.15 per bag of 90 lbs. Red onions are in good demand at $2.50 a barrel, though these are not coming in as freely as was hoped by the trade.

We quote:

Canadian celery, per doz	0 25	0 40
Green and wax beans, per bag	0 20	0 40
Bunch lettuce, per doz. bunches		0 50
Canadian radishes, per doz. bunches		0 20
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Green house water cress, per doz		0 55
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl		10 00
New potatoes, bag		0 50
Cucumbers, doz		0 15
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, per doz		0 40
Spanish Onions, cases		2 50
Red onions, brl		2 50
Turnips, bag		0 75
Sweet potatoes	2 25	2 50

MANITOBA.

Green Fruits.

Oranges and lemons are easier in tendency. We quote:

Ontario fall apples, per bbl		3 50
" snow apples "		4 75
Quebec Fameuse "		5 00

Oranges and Lemons.

We quote:

Late Valencia oranges, 15 s to 25 s, per case	6 50
" 126s, 2 s 8s, 3 4s	6 00
Jamaica oranges, per case	5 50
California lemons, per case	8 50

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

Quaker Canned Goods

We finished packing Corn on the 6th this month and Tomatoes on the 13th. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

THE GOODS AND THEIR USE

Sweetened

REINDEER
Condensed MILK

Guaranteed pure milk, manufactured under ideal conditions of cleanliness and care.

Excellent for making Custards, Rice and Tapioca Pudding.
For any purpose where milk and sugar are needed.

JERSEY
Sterilized CREAM

Is pure milk evaporated to the consistency of cream and thoroughly sterilized.

It contains no sugar or any preservative.

Is delicious served with Coffee, Dry Cereals and with Jams or Jellies.

Unsweetened

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

OUR "ADS"

Are now in all the leading papers reaching all the Canadian people who will want

STEWART'S

DELICIOUS

Chocolates and Bon-Bons

ARE YOU STOCKED?

We have some exquisite designs in fancy boxes. Highest quality. Be sure and get prices.

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S CHOCOLATES MONEY

"Diamond"
and
"Elite"

Every up-to-date Grocer knows that the handling of these STANDARD Canadian brands means money to him and satisfaction to his customers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BUSINESS PERSONALS.

J. H. WILSON, Coldwater, Ont., has opened up new premises which are fitted up in a most advanced manner and make a very fine grocery store. Everything is new and up-to-date and Mr. Wilson naturally expects a large increase in his already extensive trade. The greater part of the Summer was spent in the erection of the store, to which he has now given the novel name of "Our House."

* * *

Nancy L. Campbell, grocer, Lucknow, Ont., has been burnt out.

* * *

The R. Stirrit Co., general store, Petrolea, Ont., has sustained loss by fire.

* * *

Ramsay & Phillip, general store, Dauphin, Man., have sustained loss by fire.

* * *

Howard Leslie, general merchant, Minnedosa, Man., has sustained loss by fire.

* * *

P. J. McDermott, general merchant, Minnedosa, Man., has sustained loss by fire.

* * *

Aaron Bennett, poultry and produce merchant, Lucknow, Ont., has been burnt out.

* * *

Wm. Shoemaker, manager for Armour & Co. in Canada, called on the Montreal trade this week.

* * *

Alice H. Leake, baker and confectioner, Toronto, Ont., has sustained loss to her business by fire.

* * *

L. Archambault, butter and cheese manufacturer, Grandimes, P.Q., was a visitor to Montreal this week.

* * *

D. J. Rattray, of D. J. Rattray & Sons, Montreal, was in Quebec last Saturday on a business trip.

* * *

J. A. Benoit has joined the traveling staff of S. H. Ewing & Sons, Montreal, covering the territory, Lake St. John district, Beauce county and New Brunswick.

* * *

The McGill street fruit jobbers this week were honored with calls from W. F. Cronemiller, president California Vegetable Union, Los Angeles, and Mr. Dietrichs, of the United Fruit Co., New York. G. G. Steel, the well-known fruit man of London, Ont., and Harry Moreland, of C. Moreland & Co., Ottawa, were also noted by The Grocer.

W. H. McFarlane, Paisley, Ont., one of the best known merchants of the Peninsular District of Western Ontario, was met at the Windsor in Montreal last week by The Grocer. Mr. McFarlane, who is also agent for the Canadian Pacific Railway and R. & O. Navigation Co., was on his way to Portland to attend the annual convention of passenger agents.

* * *

Messrs. S. H. Ewing & Sons, Montreal, agents for St. Charles Condensing Co., are in receipt of a letter from their principals under date of the 16th inst. advising that the St. Charles Cream had received a gold medal, the highest award given at the Lewis & Clark Exposition, Portland, Ore., thus adding another to the long list of highest awards which have been given to St. Charles Cream.

* * *

Jas. McGill, representing Messrs. J. & W. Kearney, importers of teas, Montreal, whom The Grocer met last week, reports a good business on "both sides of the line." Mr. McGill enjoys a good reputation as a tea and coffee salesman and his territory extends into the States of New York, New Hampshire and Vermont, as well as the Eastern Townships and part of the north shore of the St. Lawrence.

* * *

Walter Wilkins, representing B. O. Beland, Montreal, is making a trip through Ontario covering the Province as far as Windsor. Mr. Wilkins has had an extensive experience in the grocery, wine and spirit trade in England, and though but lately arrived in Canada is impressed with the trade of the country and promises to become an enthusiastic Canadian. Since his connection with B. O. Beland he has worked up a fine trade in the east and will no doubt give a good account of himself in the west.

* * *

R. L. Millward, Toronto representative of Sutcliffe & Bingham, Limited, Manchester, was a visitor in Montreal and Ottawa last week. Kkovah specialties are increasing in sale in the west and Mr. Millward reports prospects very bright. A new line just introduced on the Canadian market by Messrs. Millward & Bradwell, the Canadian agents for Sutcliffe & Bingham, are the Kkovah Fruit Wines, in decanters. This line is a British non-alcoholic preparation of natural fruit juices, and the price at which it can be retailed should make it a good line for grocers to stock.

AT NIGHT

When your store is closed compute a bit and see if you are saving or losing by the absence of

on your shelves. Think over the names of some of your customers, the multiplicity of tastes represented, and if there is'nt room for sales with biscuits like

PERFECTION CREAM SODAS

then there is'nt reason for their being made, rather strange in view of the fact that the larger percentage of grocers carry them. We are willing to wait a while for you, but don't you think you ought to order To-day?

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

Food for Reflection

This announcement can be read in about one minute, but there is enough food for reflection in it to last for many a day.

ORANGE MEAT

is no experiment but the prime favorite with cereal users the country over. It has been selling at a great rate. It is going to sell at a greater rate as time goes on. **ORANGE MEAT** being advertised throughout the Dominion, the grocer who is not equipped with it will be out of the race. People who want **ORANGE MEAT**—and they are many—will not go to one store to get **ORANGE MEAT** and to another to get groceries. So the grocer who keeps **ORANGE MEAT** will get the grocery order. **ORANGE MEAT** is put up on the square deal plan — always full weight, always best quality. The Mercerized Bags keep the food fresh and clean; the **coupons** in the 15c. packages and the **price** of the Jumbo package bring trade.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

THE
Frontenac Cereal Co.
LIMITED
KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

A REASONABLE SUGGESTION.

NOW is the time for the up to date grocer to make the best of his cereal opportunity. Summer can now be said to have passed, and the Winter season is rapidly coming in upon us. With it will follow the usual introduction of the many cereal foods for family use. The good housewife knows that nothing forms a better foundation for her young and growing family to fortify against the increasing cold than a good breakfast of cereal food.

The enterprising storekeeper will acknowledge this and use it to advantage. The grocer should see to it that he has a fair stock of all the many popular foods with which to tempt the trade in these lines. A well displayed window with these seasonable goods would go a long way to the increase of this trade. Perhaps nothing lends itself so readily to window display as the many artistic and tasty cartons in which many of these cereal foods are put up. Almost any scheme of display can be carried out and would form an immense attraction to the store. Any popular public building or structure can be copied, and with a nicely written notice, scarcely a passer-by would fail to be interested. For this purpose he need not purchase an extra stock of packet cereals, as almost any of the leading makers would readily supply him with empty cartons for the purpose. A little enterprise along these lines would go a long way towards exciting that interest in business which is at all times most desirable, and financially profitable.

OATS AND BARLEY IN N. W.

In Manitoba it is satisfactory to note the great improvement in oat cultivation since 1890, there being then only 235,534 acres of this grain, producing 9,513,000 bushels. In 1895, this had increased to 482,658 acres and 22,555,000 bushels. During the following nine years the increase was very noticeable. In 1904 the area was 943,574, with a yield of 36,289,979 bushels. Barley has shown even a greater improvement in the same period. In 1890, the acreage was 66,000 and the yield 2,069,000 bushels. Five years later this had increased to 153,800 acres and 5,645,000 bushels, and in 1904, 361,000 acres were sown, producing the magnificent total of 11,177,000 bushels.

* * *

These two cereals, oats and barley, have received similar attention in the Territories. In 1898 there were 3,000,000 bushels of oats produced from 105,000 acres, and in 1904 the yield was 16,032,000 bushels from 523,634 acres. There were only 17,092 acres, producing 449,512 bushels of barley in 1898, while last year 86,154 acres were responsible for 2,205,000 bushels.

* * *

The foregoing figures demonstrate how the agricultural part of Canada has progressed, but we have still much to do before being placed in company with such wheat producing countries as the United States, France, Russia and India, the combined wheat production of these four countries being about seventeen thousand million bushels, or more than one-half the total wheat production of the world.

CANADA SUPERIOR.

Canadian crop yields when compared with those of the United States and Great Britain make a favorable showing. For example, the wheat crop of the United States during the past ten years has averaged 13.53 bushels per acre. This includes all varieties of winter and spring wheats. For the same period in Ontario winter wheat has averaged 21.52 bushels, and spring wheat 16.64 bushels per acre. In Manitoba the average for the past ten years has been over 20 bushels per acre. The comparison is even more interesting when the records of the northern States are examined. The average yield per acre of wheat for the past decade in Minnesota has been 14.33 bushels; in South Dakota, 10.67 bushels, and in North Dakota, 12.87 bushels. Is it any wonder that thousands of farmers are leaving these States and taking up land in the great Canadian west? Three reasons are suggested for the better Canadian yields:

(1). A more favorable climate.
(2). Greater soil fertility.
(3). Better methods of farming.

It is a matter for congratulation also that the average yield per acre of wheat, oats and barley grown in Ontario is not very far behind that of Great Britain.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN"

FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

SIGNS AND SHOW CARDS

advertise you so well that it does not pay you to be without them. It will pay every Merchant in Canada to have our catalogue before him for reference. It gives styles and prices for almost every sign made. Free to all Merchants.

THE MARTEL-STEWART CO., LTD.
681-683-685 Craig St., - - MONTREAL

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Heats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL
Sole Makers.

SAFETY LIES IN

BORDEN'S Brands of Condensed Milk

SAFETY to your customers' and their families' health.
SAFETY to your own family.
SAFETY to your financial interests in selling lines that stand **absolutely** above all other brands in **PURITY.**

FOR SALE ALL OVER CANADA

WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St John, N.B.
JOS. IRVING, 92 Wellesley St., TORONTO
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

"LAUGH AND GROW FAT"

Have nothing to do with the theory that a Grocer cannot sell cigars. He may not be able to sell some cigars. He certainly can sell the

PEBBLE and PHARAOH

Grocers who carry these cigars have the laugh on the theorists and grow fat on the profits. Order 1,000 assorted, specifying the **Pebble (5c.), Pharaoh (10c.)**, and get in line for trade.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Read Between the Lines of Smoke

Old Jack Tar enters your store in quest of groceries and keeps puffing away at the stump of a clay pipe while waiting to be served. Presently he brings out a package from his pocket and re-fills the pipe. On the package you can plainly see two letters—

T & B

The old fellow called at another grocery store, on the way down to your store, and got the tobacco. He didn't like the fellow or his groceries. He came for your goods. If you had sold tobacco you would have received that order, too. The old fellow bought from a grocer he didn't "like" because he couldn't buy from a grocer who didn't "keep." Read between the lines of smoke that many a Jack Tar floats into your store unknown to you (because they don't all smoke in public) and that the history of Lost Opportunity goes on repeating itself. Some day you will see the folly of missing **T & B** trade.

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

SMOKING RECORDS.

BERLIN has recently lost one of her most ardent and methodical devotees of the fragrant weed by the death of Herr Grunn, whose daily allowance of tobacco consisted of six cigars, six pipes and six cigarettes. This amount he never varied, save on his birthday, when it was doubled, and on New Year's Day, which, on the principle of starting the year temperately, was kept as a day of total abstinence.

* * *

Love of tobacco and wisdom often go together. Prince Bismarck was wont to boast that he had in something like 50 years consumed 100,000 cigars, a number that works out an average of five a day—no great feat, perhaps, for one who was at one period a "chain" smoker, lighting each cigar from the glowing stump of the one just enjoyed.

* * *

Edison, the great inventor, must hold a superior record. Ten cigars a day are his normal allowance, but when deeply absorbed in work he finds double that number necessary to stimulate his brain. Even more in a day used that celebrated singer, Mario, to dispose of; but his day commenced with dawn and concluded not until, sleep overpowering him, the still burning Havana slipped from his lips.

* * *

Without a cigar was Edwin Booth, the tragedian, scarcely ever seen. Even while engaged in his professional duties his beloved weed was present in the wings, ready to be snatched from his dresser's hand for enjoyment during the sometimes exceedingly brief intervals between his exits and entrances. Twenty-five cigars a day were at one time his usual allowance—an allowance, however, not infrequently exceeded.

* * *

To revert to ordinary folk. By a steady average of fourteen cigars a day William Pattison, of Michigan, managed in twenty years to account for 100,000 excellent weeds, a number that drew upon him the expostulation of his friends, on the ground that such excess was prejudicial to long life; to which he opposed the fact that Goethe, though he drank 20,000 bottles of wine, lived to be 83. So he smoked on unconcernedly and died at the age of 89.

* * *

Three years since, at Vienna, there died in his seventy-third year an old man beside whose smoking record that of William Pattison appears quite insignificant. From his twenty-seventh year he kept an exact account of his consumption of beer and tobacco. In his fifty-fourth year he became a teetotaler, after having drunk 28,780 glasses of ale—a very moderate tally, working out at but three a day. But it is of his immoderate smoking, which he continued till his death, that we have to speak. In forty-five years he smoked no fewer than 628,713 cigars, or 13,971 a year, giving an average of thirty-eight a day. Out of this gigantic total 43,500 were given him at various times, leaving 585,213, which, although his Austrian devotee at the shrine of "My Lady Nicotine" never paid more than a penny for each one, cost nearly $12,500.

* * *

But even this marvelous record is broken by that of Mynherr Van Klaes, known by the nickname of the "King of the Smokers." He was 81 at the time of his decease, and sometimes smoked as much as ten pounds of tobacco in a week. How strong with him was the ruling passion in death was shown by his funeral. At his express desire he was placed in a coffin lined with the wood of old cigar boxes. At his feet were deposited a packet of "Caporal" and a bladder of fine Dutch golden leaf, while at his side were laid his favorite china-bowled pipe, box of matches, flint, steel and tinder. Around his grave was gathered a circle of Rotterdam smokers, each with his pipe, from which, at the words, "Ashes to ashes, dust to dust," he shook the ashes on to the coffin lid. To each of these mourners the deceased left ten pounds of tobacco and two pipes bearing his arms.

E. INDIAN TOBACCO.

IT is perhaps not very widely known that soil suitable to the growth of the finest tobacco is not by any means confined to the western hemisphere. Up till recent years the general opinion was that American tobacco and Cuban cigars were the "beau ideal" of the smoker, but the attention which has been turned to cultivating the "fragrant weed" in the fertile East Indies seems likely to modify this idea.

There are brands of cigars now being manufactured from East Indian leaf, which are quite equal to those made from the Cuban growth. The East Indies as far as tobacco is concerned are virgin soil to the cigar manufacturer, whereas the West Indian soil has been drawn upon for numbers of years and can only approach its original productiveness by frequent and copious manuring. The cost of production is naturally much heavier in Cuba and it seems likely that that production will be robbed of some of its popularity by its powerful rival, the East Indian cigar, which can be produced at a much lower cost and consequently can be placed on the market at a figure which will place it more within the reach of the "man in the street."

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

W. H. POPE, cheese manufacturer, Gananoque, Ont., has assigned, a meeting of creditors will be held shortly.

Samuel Mayhew, miller, Trenton, Ont., is dead.

T. Bouchard, grocer, Montreal, Que., has compromised.

Adelard Chagnon, grocer, Montreal, Que., has assigned.

E. Duffy, general store, Morrisburg, Ont., has compromised.

William Laing, baker, Milton, Ont., has sold to W. H. Mylks.

Alfred Gauthier, general merchant, Labelle, Que., has assigned.

L. H. Turcotte, general merchant, St. Norbert, Que., has assigned.

P. G. Bird, flour and feed merchant, Belleville, Ont., has sold out.

H. T. Graham, general merchant, Tabusintac, N.B., has assigned.

Charles A. Butler, grocer, Toronto, Ont., is retiring from business.

E. E. Valley, grocer, St. Thomas, Ont., advertises his business for sale.

P. D. Martin, grocer, Toronto, Ont., has been succeeded by A. Devlin.

S. Smith, grocer, Montreal, Que., the stock of this trader has been sold.

W. R. Johnson, grocer, etc., Winnipeg, Man., has assigned to C. H. Newton.

W. M. Atton, grocer, etc., Glammis, Ont., advertises his business for sale.

Matheson Bros., grocers, Winnipeg, Man., have held a meeting of creditors.

A. E. Spicer, baker, Carberry, Man., has sustained damage to his stock by fire.

B. Morgansterin, grocer, Winnipeg, Man., has sold his business to Max Rose.

R. Goldberg, grocer, Ottawa, Ont., the assets of this trader are to be sold.

Joseph Hall, tobacco merchant, Owen Sound, Ont., has assigned to J. A. Horning.

C. Bellavance, general merchant, Letellier, N.W.T., has assigned to C. H. Newton.

T. L. Taylor, flour and feed merchant, Brampton, Ont., has sustained loss by fire.

S. Smith & Co., grocers, Westmount, Montreal, Que., Elizabeth Senior registered.

Baker & Co., grocers, etc., Montreal, Que., are compromising at 50 cents on the dollar.

Denis Lacombe, baker, St. Paul L'Hermite, will hold a meeting of creditors shortly.

Adelard Chagnon, grocer, Montreal, Que., will hold a meeting of creditors shortly.

J. W. Springer, grocer, Hamilton, Ont., a meeting of creditors will be held shortly.

G. Wilmot Porter, of G. W. Porter & Co., general merchants, Andover, Ont., is dead.

N. H. Roy, general store and mill, Elm Tree, N.B., is succeeded by Roy and Le-Vasseur.

W. H. Pope, cheese manufacturer, Gananoque, Ont., has assigned to McK. Hissocks.

G. H. Moore, confectioner and baker, Smith's Falls, Ont., is opening a branch at Perth.

Denis Lacombe, grocer, St. Paul D'Industrie, Que., has received demand of assignment.

E. Georget, confectioner and fruiter, Winnipeg, Man., has held a meeting of creditors.

O. Wagner & Co., general merchants, Manitou, Man., has sold the business to S. McLure.

H. Sauve, general store, Coteau du Lac, Que.. the assets of this trader are to be sold.

H. McLean, grocer, Wellington street, Montreal, Que., the stock of this trader has been sold.

Jules Brisson, general store, St. Blandine, Que., will hold a meeting to appoint curator.

Wm. J. Dwyer, grocer, Montreal, Que., has assigned and will hold a meeting of creditors shortly.

A. R. Weilbrenner, general store, Portneuf, Que., the assets of this trader are to be sold shortly.

Simard & Frere, general merchants, Normandin, Que., V. E. Paradis has been appointed curator.

Gendron, Denaul & Co., wholesale flour merchants, Sherbrooke, Que., have dissolved partnership.

The E. Girardot Wine Co., Limited, Sandwich, Ont., is advertised for sale by J. C. Iler, sheriff.

Earle & Hunter, grocers, Lucknow, Ont., have dissolved partnership. William Earle continues.

J. E. Brassard, general store, Laus Au Foin, Que., has assigned, V. E. Paradis, provisional guardian.

Farlardeau & Farlardeau, grocers, Que., Jos. Edward Farlardeau and Etienne Farlardeau registered.

A. Fiset & Co., grocers, Montreal, Que., a meeting of the creditors of this firm is to be held shortly.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

RUSHED TO THE LIMIT

Turning out . . .

Hogen Mogen and Royal Sport Cigars

5 Cents. 10 Cents.

We thank many grocers for their generous response to our advertising. It speaks well for the "Grocer" and for its readers. We have room for YOU on our list of satisfied customers. We start you off with a show case if you buy 5,000 assorted. Our Cigars prove themselves. Ready when you drop a line.

THE SHERBROOKE CIGAR CO.,
SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 2, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 60
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 2 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ½ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	3 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 00
" 5 lb.	25 00

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 50
" ½ lb.	3 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 35
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE to include this in your NEXT ORDER FOR PEEL from your jobber.

AGENTS:
ROSE & LAFLAMME
MONTREAL
and
Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$	.90
1 " " 4 " "	....	"	2.40
½ " " 2 " "	....	"	4.75
¼ " " 1 " "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

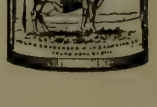
"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product.** It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 2
" " "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages.... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	
" 10 oz., cases, 96 pkgs.	$3 00 case
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

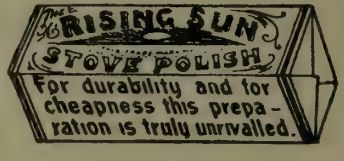
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

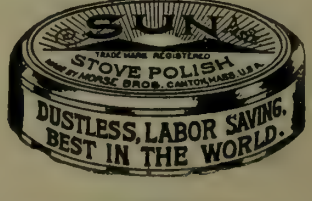
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 4, bxs., ea. 3 dz.	38
Enameline No. 0 6, bxs., ea. 3 dz.	65
Enameline liquid, bxs, ea. 0 3 doz.	80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

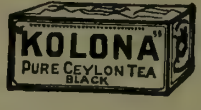
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

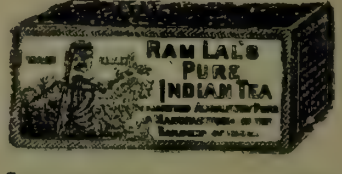
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb. } 30 ½-lb. }	0 35
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s, and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

You'll Have to Hurry!

NEARLY ALL SOLD!

Sent for approval. If you keep it send $1.00; If you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

WILSON WAYS

5. GOOD FOR GROCERS

People are getting more convinced every day that pure fruit vinegars are the only vinegars proper for human beings to use. So the trade of

GOLDEN RUSSET VINEGAR

is growing and will continue to grow. There is a tone of reliability given to the store that carries the purest of vinegars, and when the reliability is backed up with dollar returns why should any grocer not say, "Golden Russet for me?" The Wilson Ways are honest, hence the triumph. ***Order "Golden Russet Vinegar" always.***

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

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10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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Cut Book 42
Page 5
ADV.

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Complete with burners and chimneys.

We have a dozen different assort- of various styles at all prices.

WRITE FOR PARTICULARS.

They are sure sellers and price is right.

GOWANS, KENT & CO.

TORONTO AND WINNIPEG

Our New Line

LAUREL CANNED GOODS

made from the choicest products of the Niagara Eden.

Have You Tried Them Yet?

The quality is positively great. Our embossed label—the best yet—attracts trade.

Order from your jobber. If he cannot supply you, write us.

J. H. WETHEY, Limited

(Canned Goods Dept.)

St. Catharines, Canada

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 10, 1905. NO. 45.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

—You sell ***Syrup***
—In selling Syrup ***quality*** and ***price*** are the
—two leading factors that influence sales and
—bring repeat orders from your customers.

"Crown" Brand

TABLE SYRUP

is absolutely without a serious rival—its ***quality*** and selling powers have made it

CANADA'S BEST SYRUP

You can buy it through any jobber.
Do So and watch your Syrup trade grow

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

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NOW IS THE WINTER
OF OUR DISCONTENT MADE
GLORIOUS BY—WHAT?—

"KKOVAH" PLUM PUDDINGS

In 1-lb., 2-lb. and 3-lb. Bowls

AND

"KKOVAH" MINCE MEAT

In 2-lb. Jars

Prices on Application

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.
Works : Manchester, England.

The Winter Harvest:

NOW is time to sow for the Winter harvest.

Each Winter brings a crop of coughs, colds, bronchitis, etc. You can obtain a golden harvest of dollars by stocking the most reliable and best known cure for these troubles.

Sow well by ordering

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

NOW. Its sales are ever on the increase.

Mathieu's Nervine Powders are always in demand. Headaches are so common. 18 powders for 25c. They are extensively in demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - P.Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

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You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
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GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Doubt Less

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

Fry's Cocoa and Chocolate

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To Ontario Cut Book 43
Page 28

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the world.

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM

ARTHUR P. TIPPET & CO., Agents

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BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

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CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

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Wholesale Commission Merchants and Brokers

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

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Charlottetown, Prince Edward Island.

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HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

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Domestic and Foreign Agencies solicited.

Highest references.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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Highest references. Commissions solicited.

W. G. Patrick & Co.

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29 Melinda St., TORONTO

25,000 cases canned goods to offer

TOMATOES PEAS
CORN CATSUP

Finest Goods Packed

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Warehouseman, Shipper and Steamship Agent

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Correspondence Solicited

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Reference—Bank of Hamilton

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MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER

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Correspondence Solicited WINNIPEG, MAN.

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Wholesale Grocery Broker and Manufacturers' Agent

Member Western Wholesale Brokers' Association

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Winnipeg, Man.

Open for good Canned Goods Agency — Correspondence Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY?

WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited Established over 12 years

GEORGE ADAM & CO.

Wholesale Brokers and Commission Merchants

WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

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Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON

CALGARY N.W.T.

Quaker Canned Goods

We finished packing Corn on the 6th this month and Tomatoes on the 13th. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

You may not know that ***JAPAN TEAS*** are intrinsically the most satisfactory and valuable for you to handle. Their superior qualities once known to your customers will make them turn to these ***delicious, healthful*** and ***invigorating*** teas. Ask your jobber or the travellers to submit their samples, draw them, give them to your best customers and you will find them grateful.

JAPAN TEAS

Are always
right and pleasing.

Don't Have to Confess

when a customer asks for

Paterson's Camp Coffee Essence

that you "are just out of it, but we will have some in a day or so." It's bad business. How is your stock of Paterson's? Is it low?

ROSE & LAFLAMME,
Agents, MONTREAL.

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:
ROSE & LAFLAMME,
Montreal and Toronto

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

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Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
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Mince Meat

Now on Popular Call

This is the season when the grocer will find a ready sale for Mince Meat. It is not alone our statement but that of others—grocers and consumers—that this factory excels in the manufacture of Mince Meats, and that this season we have out-done all past seasons in real delicacy of taste.

—In small and
—large packages

The T. A. LYTLE CO., Limited

124-128 RICHMOND ST. WEST

TORONTO, Can.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

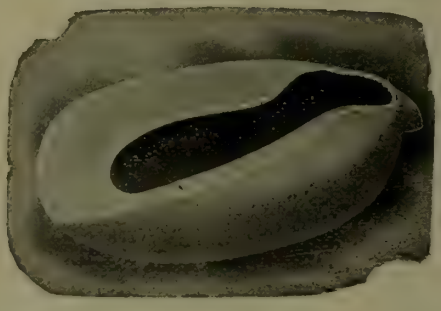
It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

The Comfort



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Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

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FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

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Valencia Raisins
Tarragona Almonds
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Consignments on spot and to arrive. Lowest Prices.

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IT COULD NOT BE OTHERWISE

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GENUINE IMPORTED WORCESTERSHIRE

SAUCE

PAYS 40% AND

is the Premier of the Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

1845-1905

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INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble. Recipes in every package.

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Advice regarding processes of manufacture and technical applications of chemistry.

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Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

IT IS BEYOND QUESTION——
CEYLON GREEN TEA STANDS EASILY TOP

" The advanced methods of its manufacture,
" The rich fertility of soil,
" The peculiarly advantageous climatic conditions—
" All combine to give that **excellent aroma**
" and **delicacy of flavor** which has given
" **Ceylon Tea** (Green and Black)
" the **Premier Place.**

Ceylon Greens Lead the Market

Place them side by side with other growths and you will prove them **Incomparable.**

CEYLON TEAS (Black and Green) are the "Premier Teas" for the progressive grocer.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself, Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

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Telephone Bell Main 65.
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Telephone orders receive prompt attention.

"EAGLE"

FOR NEARLY 50 YEARS

Borden's Brands

"PEERLESS"

have held the confidence of the consumer and the trade. The only reason for this is that they are **ABSOLUTELY** the most perfect milk products made—

They pay you the best profit because they bring you repeat orders.

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It isn't how much you do, but how well you do it, that makes you successful. In other words, **quality counts.** With the best interests of your business at heart, you would naturally select on this "quality counts" basis,

Chase & Sanborn's High-Grade Coffees

Chase & Sanborn

The Importers, - - MONTREAL

Why are You Working

late and early, day in and day out, year after year, behind the counter, in the office, or where you will?

The "why" is obvious. You are working

To Build Up Your Business

to increase your connection, to gain the confidence of and give satisfaction to your customers.

That connection when established is a valuable asset, the "good-will" you call it. It is worth dollars to you.

This is one more "WHY"—

why you should sell **Old Homestead Canned Goods.**

The **Old Homestead Brand** will help increase your connection.

The **Old Homestead Brand** will give satisfaction to your customers.

The **Old Homestead Brand** will make the building up of your business easy—because **Old Homestead Brand Canned Goods** possess every element of quality, are honest goods put up by the best processes, and are incomparably the finest goods on the Canadian market.

Don't destroy the effects of all your years of hard work by taking chances on inferior or common canned goods.

Insist on having **Old Homestead Brand.** Ask your jobber for the **Old Homestead Brand.** If he will not supply you write us direct for a trial order.

The Old Homestead Canning Co.

Picton, Ontario.

Corn and Tomatoes

The brand that leads is

Canada's Pride

This is not an empty boast but is our honest opinion, founded on the care with which we have selected the best of the crop, the way we handle it, and the superior equipment of our factory. Then, again, we have designed a label that will sell the goods for you.

CANADA'S PRIDE is a brand that will satisfy the daintiest palate. Just taste it and test it.

Your Jobber has the Goods; If Not, Write Us Direct.

NAPANEE CANNING CO., LIMITED, NAPANEE, ONT.

W. A. CARSON, MANAGER.

SARDINES

There has been much talk lately about Canadian Sardines, as regards ***QUALITY*** and ***PRICES.***
The "Golden Rule" Brand is ***PERFECT*** in quality, and in price ***MEETS ALL COMPETITION.*** Every can guaranteed.
Ask your wholesaler, and if unobtainable, ***WRITE US DIRECT.***

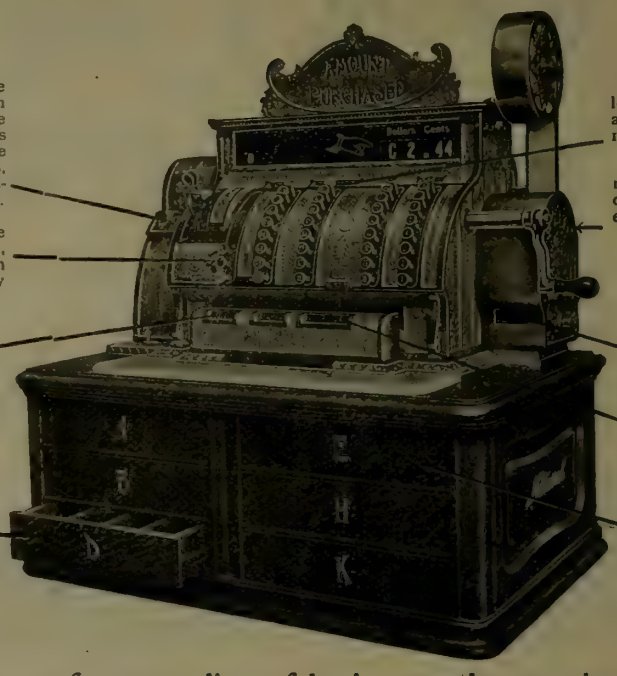
J. W. WINDSOR, Montreal

There are a lot more grocers handling ***"BEE"*** brand goods to-day than when we addressed you through these columns before. ***WHY?*** Because

"BEE" brand goods pay you the profit and give the satisfaction.

SNOWDON, FORBES & CO.
MONTREAL

WE MAKE CLERKS ACCURATE



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name _____

Address _____

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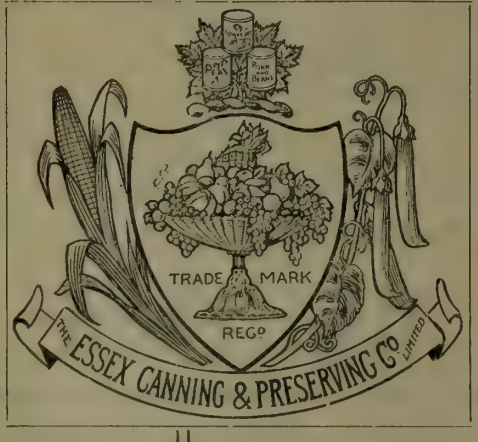

"The Brand of Quality"

Canned Vegetables, Fruits, Etc.,

We are now busily engaged canning
PUMPKINS and APPLES

Our output of Peas, Beans, and Tomatoes ("Threes") are all sold, but we still have For Sale about ⅕ of our pack of Choice Tomatoes ("Twos") which we are offering at a very low figure.

Insist on getting the "Essex Brand." If your dealer cannot supply you, write to us.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

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"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

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Centrally located. Open all the year round.

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Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

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Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

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Incorporated 1851

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Toronto,	Assets, over - -	3,300,000.00
Ont.	Annual Income -	3,890,000.00

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YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

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This space $30 per year.

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Every Canadian who wishes to trade successfully with the Old Country should read

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The several other matters treated in your communication will receive our careful attention.
Very truly yours,
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No 5
UNDERWOOD STANDARD TYPEWRITER
No 5

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The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

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Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

YOU CAN, BUT WILL YOU?

You ought to make More Money out of Coffee than from any other line in your whole Grocery Business.

"Yes?—but how?" you may ask.

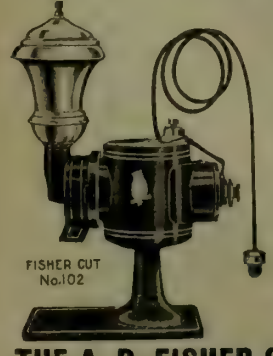
Use WOOD'S COFFEES and our Method of handling them. Our Method at once becomes YOUR Method.

Our Methodical System for Pure Goods helps every Grocer who ever traded with us. Try it and prove it to your own satisfaction.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

THE AUER LAMP
GASOLENE
200 CANDLE POWER OF CLEAR, STEADY LIGHT
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

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We have a large assortment of

Domestic and Imported

Order your requirements before cold weather sets in.

We are Agents for the famous

House of Parliament Pickles and Sauce

Warren Bros. & Co.

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SHIPPING FRUIT FROM EAST TO WEST

Some Interesting Pointers.

THE following particulars are extremely interesting and instructive. If Ontario fruit growers are to obtain full benefits of the large and increasing market which is opening up in the west, it can only be by putting into practice the lessons to be learned by the experiments in packing, shipping and selling herein referred to.

The fruit growers of Niagara district decided that during the fruit shipping season of 1905, a number of shipments of mixed fruits—such as apples, pears, plums, peaches, grapes, and tomatoes—should be made to Winnipeg, shipping about two carloads per week, commencing about August 15th.

It was further decided that three special shipments should be made, a man accompanying each car, noting the facilities afforded to shipments of fruit by the different transportation companies, as to matters of despatch, icing while in transit, etc., and also to report the condition of fruit and all matters of interest to fruit growers or shippers.

Despatch.

A car left St. Catharines, 7.45 p.m., and proceeded to North Bay, at which place it arrived 5.45 a.m. Sunday (having left St. Catharines on Friday). Fresh icing taking place.

The car left North Bay at 2. p.m. Sunday, on fast freight. This fast freight was due in Fort William at 4.30 Tuesday morning, but arrived there at 7.50 a.m. Here the car was again iced.

A car which was loaded at St. Catharines on the 5th—three days earlier than the one in question—only reached Winnipeg one day earlier, and was sold the same day. The one preceding that was 8 days on the road.

All this goes to show that with a reasonable effort on the part of the railway company cars of fruit can be laid down at Winnipeg from points in Ontario in five days, under ordinary conditions, instead of the 8, 9, and sometimes more, days which are often consumed in accomplishing the same delivery.

The relative rate of despatch between St. Catharines and Winnipeg of the car in question is as follows: From St. Catharines to North Bay, 34 hours, or a little less than 9 miles an hour. From North Bay to Winnipeg, 72 hours, or about 15 miles an hour.

If a car of fruit does not arrive at North Bay in time to be iced, and placed on the fast freight which leaves for Fort William and Winnipeg at 2 p.m. each day, it will remain there until same hour next day. Taking this fact, together with the slow rate of despatch from the point of shipment to North Bay, it will account for 1 to 2 days of the excessive time consumed in transit.

The time consumed in shipment to Winnipeg or west should not vary 3 or 4 days. Certain fruit at a certain stage of ripeness, may be fair to good value; add but one day to its life and it may be almost worthless, to say nothing of three or four days, hence the great importance of despatch in special fruit shipments.

Conditions of Fruit and Marketing.

The car was placed at the Ottawa Fruit Exchange Warerooms, Winnipeg, during the night of the 13th, and opened next morning. The fruit was in good condition generally. Owing to a dull market it was decided to sell only the ripest fruit and leave balance, which was disposed of the following day. Owing to the large quantities of tomatoes shipped in from all sides, the demand for that commodity ruled very weak. Ripe lots sold fairly well, but half ripe or green were not wanted. Unfortunately a large percentage of tomatoes in car were shipped quite green, growers expecting that ripening and coloring would take place during transit, but this was not the case, however, as many opened up almost as green as at points of shipment. Green tomatoes will not command the highest price. Dealers say that there is danger of green tomatoes decaying rather than ripening.

Pears.

Pears in baskets showed ripeness, but sold readily at fair prices, while those in bushel boxes were more firm and commanded even better prices. The boxes referred to are the apple box size.

There is no question about the desirability of wrapping in paper. In every case wrapped fruit turns out in better condition generally.

As to the proper stage of maturity of fruit, while some lots that showed signs of ripeness at point of shipment arrived in a firm condition, this cannot be said to be the case generally. It is not advisable in long distance shipments to ship pears that show signs of ripeness. Dealers who pay high prices for such fruit want a reasonable time to turn over the goods at a profit. They will not take chances on fruit that is already ripe, but want something firm that will stand up for a few days at least.

Peaches.

The peaches arrived in fine condition, the fruit was fairly attractive, although small, on account of being picked immature. While the west is not the best market for Ontario peaches, there is no reason why large quantities cannot be marketed there with profit, providing that growers exercise care in selecting and packing.

Grapes.

The grapes in car were mostly "Moore's Early" and sold fairly well, although showing signs of ripeness. In most of the baskets shelling had taken place, leaving the stems in view. This shelling is from two causes, over-ripeness and improper packing. Where grapes are loose in the basket the motion of the car will shake the fruit from the stems, which has a very damaging effect in the appearance. For long shipments grapes should be picked on green side.

Apples.

The car contained but few apples, and as the quality of apples around St. Catharines was poor generally this season, this fruit had but little to recommend it. Prices ruled only fair. Where fruit was of good quality, packing properly done, good paying prices were realized.

Loading.

The loading of the cars in question was not an easy task, on account of the many different styles and sizes of packages. Cross-walls were erected, but in two instances were broken down. In both cases this was caused by shunting in the yard in Winnipeg. Cross-walls are to be recommended and must be strongly built. If, however, the car is filled level and solidly through with one style of package, cross-walls may be dispensed with, but even in this case they help to prevent swaying of the packages, caused by the constant motion of the car. This often does much damage to fruit in weak packages, especially where heavy loading is practised. Decking cars for basket fruit strikes one favorably. The additional expense will be more than met by the improved condition in which the fruit will last; dividing the weight and affording better ventilation are two important conditions.

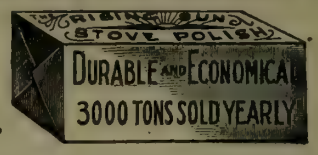
Many of the refrigerator cars now in use have only the smooth surface floors. I would highly recommend the slatted bottom for two reasons: First, as a better means of ventilation; and, second, to protect the lower tier of packages from water and dampness, often caused by tanks overflowing. It is quite common for a lower tier of baskets to show mould and sometimes damaged fruit, from above causes. Where the car floors are covered with narrow strips, cross floors should be used, without which the lower tier of baskets are sure to be damaged. The common half-inch lumber will serve for this purpose.

General Observations.

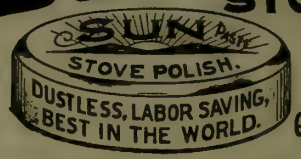
While the packing of the fruit in the shipment in question was fairly well done, this cannot be said of the general pack from Ontario.

From close observation and watching sales at the different warehouses in Winnipeg, there are what the fruit grower would consider two good profits in the difference of prices obtained for fruit packed freshly and tightly, showing a plump and attractive appearance, and that put up in a loose and slovenly

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

manner in unattractive packages. The latter do not come into competition, only between the poor class dealers, and Ontario growers who will persist in putting their fruit on the market in this condition must be satisfied to remain amongst the poor class growers.

Surely this fact is well worth turning over in the minds of growers. Attention was drawn to two lots of apples in boxes sold by auction. The first realized 50 per cent. more than the second and was packed in tiers, California style: fruit of uniform size tightly packed. The other lot was of what is known as "rough pack" and not tiered. When the cover was removed the face apples had fallen in and were displaced. No doubt these two lots were practically of the same value when on the trees, and the failure of one lot to realize as much as the other was entirely due to the packing.

Branding and Stencilling.

Attention of shippers should be called to the desirability of having all packages neatly branded and stencilled. A car of apples in barrels shipped by growers in Brockville district, had the markings on barrels entirely in lead pencil. While the fruit was of fair quality the neglect to brand and stencil neatly cost the farmer 50 cents per barrel. Dealers view with suspicion packages so marked and often pass by fruit of fine quality on this account.

The Box as a Package.

The box as a package for apples is slowly but surely coming into general use. The principal reason for its not growing in favor more rapidly is the fact that the packing has been very faulty in Ontario box shipments so far, both to the western and European markets.

It is to be hoped that the efforts of the fruit division in employing Mr. B. T. Boies, of Vernon, B.C., to give practical demonstrations of box packing will do much toward bringing the box to the front as a package. From experience and observation there is no hesitation in saying that the box is the only fit package for early fruit shipment and the best one for fancy fruit. One shipper to the west received nothing for the fruit, and only 10c. each for his barrels. This was caused by the heating of the fruit in the barrels. If this same fruit had been put in boxes and properly cooled, it would have been landed in fine condition.

The West as a Market.

Shipping fruit to the Northwest is now well past the experimental stage, and Ontario shippers and growers can safely regard this as a great market for fruit of all kinds. The western dealers say in substance: We have no No. 2 trade here; our people are all wealthy. Send us good fruit honestly and well packed, and we will give you in return good paying prices.

The present season a number of shipments of Ontario fruit have found their way to new markets, and this will go on increasing as the transportation facilities improve, until in a few years hundreds of cars will be shipped direct from the Ontario orchards to the consumers, instead of as in the past having to be re-shipped from Winnipeg. This involves extra handling of fruit and extra time in landing shipments at their destination, as well as increasing prices.

Under such circumstances dealers were often compelled to pay extremely high prices for damaged fruit. From all this it can be readily seen that there is a general improvement in sight, and the Ontario fruit growers will do well to meet the situation and take advantage of what I consider the great possibilities by first caring for their orchards so that a higher class article can be produced, and then put on the market honestly and well packed, in neat and attractive packages. There are now new conditions and new methods should be adopted, and the cheap disreputable practices so generally in evidence in past year shipments must be discarded.

NOTES WORTH NOTING.

There has never been a season in the history of the industry in which the farmers of Canada have been able to get such a high average price for cheese and butter.

* * *

The total number of packages of butter purchased were 701,803, at an average price of 21½ cents a pound, or $12 a package, making a total value of $8,412,000.

* * *

Lord Strathcona, writing to the Central Chamber of Agriculture in reference to the butter bill, said that the Dominion Government feel that the provisions of the bill if adopted would be greatly in the interest of the Canadian butter trade, and they would regard the passage of the bill into a law with much satisfaction.

* * *

Canada is likely to have another new and important industry at a very early date. A meeting of capitalists, some of whom are British, was held at the King Edward Hotel, Toronto, a few days ago and a decision arrived at to form a company for the manufacture of soda ash and several kindred and similar products. At present about $4,000,000 worth of these products are imported, and as Canada possesses the two chief factors in their production, salt and lime, it is believed the articles can be successfully and economically manufactured here.

* * *

A shortage in the egg supply loomed above the horizon some weeks ago in Vancouver, B.C., and as a result the price went up to 50 cents per dozen. This is the usual thing at this season of the year, and the only immediate result was the putting of his hands further down in his pockets by the purchaser.

But even at 50 cents the hens refused to do their duty and a practical famine prevails. Dealers in the heart of the city report no fresh eggs at all, and those on the outskirts report the supply to be very small and extremely fluctuating. Eastern eggs are in fair supply and sell at from 30 to 35 cents per dozen.

* * *

Prof. Ruddick, Dominion Dairy Commissioner, paid a visit to Brockville last week. He said that the Government cheese cool curing stations may or may not be continued, as they have about filled their mission.

"The great drawback we have now to contend with," said Mr. Ruddick, "is the standard of the factories. The makers are, for the most part, very bright, intelligent men, and have assimilated the pointers given by instructors and to-day they are superior to their equipment. The equipment is gradually being improved, but in many cases the milk producers are not getting the results they might and it would pay them to pull down the old factories and erect new ones with all the modern facilities and conditions for producing the best article of cheese.

California Seeded Raisins

We have them—**Buffalo, Polly and Royal Brands.**

Also in store this week: **Half-Barrels Sea Trout, Roquefort Cheese, English Rock Candy, Horehound Candy.**

LUCAS, STEELE & BRISTOL, - Hamilton

PICKLES

There is but little time to get in Fall supplies of Pickles before colder weather sets in.

We have a large and well assorted stock and prices are attractive.

Travellers have full particulars.

Bulk
1-2-3-5-10 gallon pails
Sour Mixed
Sweet Mixed
Chow

Bottled
Crosse & Blackwell's
Rowat's
Heaton's
Gillard's
Flett's
Hannah's
Williams Bros. & Co.'s
Lytle's

JAS. TURNER & CO., HAMILTON

Ask for "Le Rayon D'OR'

VIRGIN SUBLIME OLIVE OIL

From our own productions in

BARI, LUCCA AND NICE

Purity guaranteed

Order through your jobber. If he cannot supply you it will be sent to you direct.

Address:—J. RUSSELL-MURRAY, 6 ST SACRAMENT ST., MONTREAL, exclusive representative in Canada for the World's Famous brand, *"Le Rayon D'or" Virgin Sublime Olive Oil.*

MENGERT, CAGNOLI & CIE., FORMERLY SUAUT & CO. PRODUCERS AND PACKERS

NICE, France.

Sultana Raisins

New Goods "Fine," "Choice" Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

MAPLE SYRUP

Imperial Brand.

Packed Wine Measure—Square Tins.

Tins,	6 gallons to case, per case	..	$5 10
"	12 ½ " "	..	5 60
"	24 ¼ " "	..	6 00

Packed Wine Measure—Round Tins.

Tins,	6 gallons to case, per case	..	$4 80
"	12 ½ " "	..	5 10
"	24 ¼ " "	..	5 40
"	24 pints " "	..	3 00

Imperial Measure.

5 gallon tins,	1 to case	.. .. ..	4 50

Beauce Brand.

Packed Wine Measure—Round Tins.

Tins,	6 gallons to case, per case	..	$4 50
"	12 ½ " "	..	4 80
"	24 ¼ " "	..	4 80
"	24 pints " "	..	2 50
Bottles,	quarts, 12 to case "	..	2 40

Imperial Measure.

5 gallon tins,	1 to case	.. .. ..	3 90

Semper Idem Brand.

Packed Wine Measure—Round Tins.

Tins,	6 gallons to case, per case	..	$4 50
"	12 ½ " "	..	4 80
"	24 ¼ " "	..	4 80
"	24 pints " "	..	2 50
Bottles,	quarts, 12 to case "	..	2 40

Imperial Masure.

5 gallon tins,	1 to case	.. .. ..	3 90

Syrup in barrels,	27 gallons	.. ..	5½c. lb
Syrup in kegs,	12 "	..	6c. lb.

Fancy Table Syrups.

Tea Rose Drips.

Tins,	6 gallons (Wine Measure), per case,		$3 20
"	12 ½ " " "		3 65
"	24 quarts " " "		3 85
"	24 pints " " "		2 00
"	5 gallons (Imperial Measure), "		3 00
350-lb. bbl.,	.. .. ..	per lb.,	3¾c
600-lb. bbl.,	.. .. ..	"	3⅝c

Kitchen Brand N.O. Molasses.

2-lb. tins,	24 to case, per case	.. ..	$2 00
3-lb. "	24 " "	.. ..	3 00

West India Molasses.

2-lb. tins,	24 to case, per case	.. ..	$2 00
3-lb. "	24 " "	.. ..	3 00

We are headquarters for Maple Products. Write us for discounts and terms. It will pay you.

A. F. MacLAREN IMPERIAL CHEESE CO. Limited

TORONTO, ONTARIO.

BUSINESS PERSONALS.

THE Petrolea Packing Company's works were totally destroyed by fire on October 31st. The loss is about $100,000. No one was hurt, but there were many narrow escapes. The fire will throw about one hundred persons out of work.

The following companies are interested: Northern, North British, Royal, Caledonian, Norwich Union, Mercantile, Atlas, Queen's, British American, London Mutual, Home Alliance, Western, Commercial Union, Waterloo Mutual, Equity, Merchants'. The loss may reach $125,000.

* * *

Isaac Adler, grocer, Montreal, Que., has been burnt out.

* * *

Myles McCarron has accepted a position with the Wallaceburg Sugar Company as traveling salesman.

* * *

Vincent & Muloin, Joliette, Que., had their stock of groceries and liquors dam. aged by smoke and water; partially insured.

* * *

John H. West, general merchant, Scaur Hill, Somerset, Bermuda, has removed to Roseau, Dominico, where he has opened up business as import, export and manufacturers' agent.

* * *

The Empire Salt Co. have made arrangements for a considerable enlargement of their plant next season. They will build additional buildings and engage in the manufacture of two other grades of salt in addition to the grades already being manufactured.

* * *

James Gallagher, proprietor of a grocery store at 463 King street east, Toronto, was crushed between two freight cars at the Cherry street level crossing on the 4th inst. and died from his injuries after having been removed to the General Hospital in the ambulance.

* * *

Robert Christie, president of Christie, Brown & Co., Limited, has been appointed a director of the Dominion Bank in the stead of the late William Ince. The other members of the directorate of this prominent financial institution are E. B. Osler, president; W. D. Matthews, vice-president; A. W. Austin, W. R. Brock, T. Eaton and J. J. Foy.

* * *

R. D. Ferguson, of Port Stanley, has purchased a large block of stock in the

UPTON'S

HOME-MADE

Jams, Jellies

and

Orange Marmalade

have the true fruit flavor. They are sold by the leading grocers all over Canada.

Malaga Fruit

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Erie Flour Mills and the company will be reorganized. John Campbell, who established the mills and has managed them for the past 23 years, will shortly retire from their active management. Asked as to his plans for the future, Mr. Campbell had nothing to say but that he was tired of business. The new president and manager will be selected at a meeting of the board of directors to be held later.

THE G.T.R. AND ONTARIO MILLERS

THE failure of the Grand Trunk Railway to meet the requirements of the grain situation has wide-reaching effects. While the loss to owners of lake vessels by delay in discharge is one of the large factors, the loss to small millers in Ontario is probably one of the most severe results.

To a miller whose operations are on a small scale the loss of even a day's operations is an important factor in the year's result, but when he is forced to leave his mill idle for weeks, the whole profit on the year's operations may be jeopardized.

The Railway Commission has ordered its expert to inquire into the charges of discrimination in car supply between exporters and millers, and no doubt justice will be done as betwwen these parties some time, but will that time not be too late in many cases? While it may be the duty of the commission to hold the balance even, it would appear that there are reasons for exceptional favors to some Ontario millers.

For instance, cases are cited by grain dealers, and will probably be investigated by the Commission, in which millers with orders for flour for the Georgian Bay have for a month been unable to secure delivery of the grain needed. This flour is intended to supply a district which must get in its Winter supplies before navigation closes. Surely this case requires exceptional and immediate inquiry, and, if correctly stated, immediate relief.

The situation seems, too, to offer room for independent inquiry by the commission. Rightly or wrongly, the feeling exists in the Province that it is injudicious for individual millers or grain dealers to make complaints against the company, that by coming out openly in complaint a miller or shipper puts himself under the ban of the company's officials, and can expect at the best nothing more than ordinary treatment in the way of car supplies. When ordinary treatment means the delay it involves to-day, it is not unnatural that these individuals hesitate to state their complaints openly. Under ordinary treatment the company's officials seem able to find innumerable excuses for non-supply of cars, and these individual shippers hesitate to incur the risk of finding the supply still further reduced by additional excuses inspired by a feeling of antipathy.—Toronto Globe.

MR. MARSHALL'S NEW POSITION.

MR. C. L. MARSHALL has assumed the management of the agency department of the A. F. MacLaren Imperial Cheese Company. Both Mr. Marshall and the Imperial Cheese Company are to be congratulated. Mr. Marshall has had an extensive experience in the wholesale grocery business and his ability is widely recognized. He was for thirteen years in charge of the sample room of Warren Bros. & Co., Toronto, and during the last eighteen months was buyer for the Western Brokerage Company. His connection with the latter company brought him into touch with shippers the world over. This experience will naturally be valuable in his new capacity.

The appointment of Mr. Marshall to the agency branch of the MacLaren Imperial Cheese Co. was necessitated by the rapid growth of the agency business of that company. The president and general manager of the company is Mr. Henry Wright, who is one of the most energetic and aggressive men in the grocery and allied trades to-day.

The organization of the company is so complete that any article can be easily and effectually placed on the market.

Tartan BRAND

Consult our Travellers before buying, or phone our long distance phone No. 596 for information.

OUR STOCK IS COMPLETE, ALL GOODS REQUIRED FOR

CHRISTMAS TRADE

FIGS—all kinds
MALAGA RAISINS—all kinds
SELECT VALENCIAS
SULTANA RAISINS
CURRANTS
PRUNES
APRICOTS
PEACHES, PEARS, PEELS

Also we are agents for WAGSTAFF'S MINCE MEAT, the most delicious ever manufactured in Canada.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

Superlative Value

Some teas are good, others are better; but there's only **one best**—. Superlative value—

Blue Ribbon *Ceylon* Tea

That "rich and rare" flavor of **Blue Ribbon Ceylon Tea** creates **instant** and **permanent** satisfaction.

When customers ask for the **best tea** give them Superlative value—**Blue Ribbon Ceylon Tea**. They will ask for **no other** afterwards—**no other but Blue Ribbon.**

PROGRESSIVE RETAILING.

THE COUNTRY STOREKEEPER AND COLLECTIONS.

THE successful country merchant is invariably a man who gives close attention to the collection of his accounts; and the country merchant who cannot meet his obligations is mostly always a fellow who has so many other things to look after, he neglects the all important branch of his business—the collections.

* * *

The ambitious merchant is anxious to carry on a large business, and studies the best means of securing a large patronage.

* * *

The live merchant is a hustling fellow, who prides himself on being able to attend to the wants of four customers while his best clerk is waiting on only one.

* * *

The shrewd merchant is a person who buys flour a little less than the fellow across the way, and can always easily satisfy the most fault-finding patron.

* * *

The dickering merchant is a chap who knows the value of a colt, a beef critter or load of hay, and knows how and where to turn either to a customer at a neat profit.

* * *

And the lazy merchant is one who will always interest a customer with a story of the latest gossip about the Corners, but never has time to "post up" his books, so a customer can settle an account, until the customer makes several attempts to "pay his store bill."

* * *

All these merchants have ability, and as a rule are good, keen, sound business men, and while some are really hustlers, they nearly all neglect that essential department—the collections.

* * *

The country merchant is usually a man who represents many characters, serves in different spheres of life, and represents many more different persons. To his customers he must be provider, legal adviser, banker, guardian, friend and benefactor. His customer wants provisions and dress; he must be ready to supply those wants. The customer is having property troubles, and he naturally goes to the merchant for an opinion on the proper course to pursue in preference to consulting a lawyer.

* * *

Another has come into the possession of a little larger amount of money than he usually has on hand, and he makes the merchant's safe his depository instead of leaving it at a bank. A day laborer who is offered work by different concerns will seek the suggestion of the merchant as to which concern it is advisable to sell his labor. A customer is in need of a few dollars in cash until "pay day," and he solicits the friendship of the merchant for an accommodation. And the man who is out of employment and has a sick family on his hands will almost always depend on the benefaction of the merchant to supply him with the necessaries of life to carry him through his misfortune.

* * *

The patronage of the poor man is just as desirable as that of the rich. He will pay, if his mind is kept on the account. The poor man will get in debt and frequently is unable to pay, but then it is not always his own fault. Because a man owes a debt and cannot pay it is not a sign that he is dishonest. A debtor is not a scoundrel because he cannot pay.

* * *

The average man is honest, and the average man who gets trusted at a country store, at the time he procures the credit intends to pay. He may not do so, but then it is because the merchant allowed him to run up so large an account that the poor man cannot get enough ahead to pay. The merchant is really the one that is to blame for this condition of affairs, because he has allowed him to live beyond his means. The customer earns and has enough income to pay current ordinary living expenses, but can spare nothing to pay on an old account. The average laboring man is honest, abhors a debt, does not mean to live beyond his wages, but is heedless, thoughtless and is a fellow that needs a guard on his account.

* * *

Then is the time the merchant is a guardian; he should watch the account and caution the man to not allow the account to exceed the amount of his monthly wages. A customer is always surprised at the amount of his store bill, until he looks over it item by item, and will then feel that he has been imprudent and bought too freely. Is there

Something decidedly NEW—

MACONOCHIE'S

PANYAN PICKLE

A delicious appetizing PICKLE—different from anything else on the market.
—Handsome lever top bottles—Pints and Half-Pints—
It's bound to sell—Include a case with your next order—JUST FOR A TRIAL.

Talking about PICKLES

Reminds us—we have some interesting quotations on

MIXED and CHOW—5 gal. Pails

It will pay you to put in your Winter Supply now.

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

any reason why so many merchants that seem to have a large and prosperous trade are forced out of business? Yes, they do not watch their accounts, and neglect the collections.

THE PEANUT HARVEST.

PEANUTS are harvested this month. When it is remembered that Americans consume annually more than six million bushels of peanuts grown in Virginia and other Southern States, at a cost of more than $14,000,000, it is not to be wondered that a short crop has caused the producers to demand a high price.

* * *

In suitable soil the peanut will grow in any latitude where Indian corn will thrive, but a good crop depends entirely on the climate. It has been found that where the land is properly prepared there is little to be done in the way of cultivation after the seeds are placed in the ground.

* * *

It is always a nip and tuck race with Jack Frost to get the crop harvested before he shows his work, for a biting frost injures the nut and lessens the value of the vines for forage purposes. Plows are made for harvesting the crop. The plow is long and keen and goes deep into the soil, thus preventing the bruising of the nuts. As the plowman loosens the vines from their beds laborers with pitchforks follow him and remove the vines from the earth, shake off the loose soil and pile the vines with their roots laden with nuts in great piles.

These workers are followed by others, who take the nut laden vines and shock them around seven foot poles. When the shock is finished it is capped to keep out the rain, and the shock is left undisturbed until ready for the pickers, who are generally women and children and are paid so much per bushel.

* * *

The picking of the nuts is slow and tedious work and one of the largest items of expense to the grower. Some planters have invested in threshing machines, but nuts picked this way are not as marketable as the hand picked, the machine cracking and breaking the hulls.

* * *

In former years most planters had the nuts cleaned before sending to market, but since the establishment of peanut factories the nuts are brought in just as they are picked from the vines. The factories, which are in fact recleaners and graders, buy the output of the planters as farmers' stock, and after a treatment of cleaning, polishing and sorting by both hand and machinery the nut is ready for the consumer.

* * *

The factories are four story buildings, but the machinery is neither costly nor complicated, consisting of fans, brushes, polishers, sifters and separators. As the great load of nuts are brought to the factory they are sacked and carried to the top floor by elevators, where the nuts are dumped in large hoppers. Then they pass into large cylinders on the next floor, where they are cleaned by attrition, fans taking out the dust as they pass around the cylinders. From this floor the nuts pass on to tables on endless movable belts. At these tables the hundreds of negro women and children pick out the discolored and faulty nuts and allow the better ones to pass on into a grader which grades the nuts as to size.

* * *

Through all this machinery the nuts have been polished until they come out looking as clean and polished as a pearl. In this condition they are placed in chutes, running to the lower floor, where they are sacked in burlap bags which have been stencilled with the names of the several brands, and are ready to be shipped to the cities throughout the country.

* * *

Every year the crop is becoming more valuable, and while almost all Americans are peanut eaters, great inroads are being made on the crop by its utilization for other purposes. Millions of bushels are now being used in the Old World for the production of oil, which is regarded as fully equal to olive oil. The meal or cake, after the oil has been pressed out, is an excellent food for cattle.

* * *

At least three million dollars may be added to the value of the peanut crop as a direct benefit to the farmer, who turns his hogs into the fields as soon as the crop is harvested. The nuts left in the ground furnish sufficient food for almost the entire Winter. The razorbacks get down to business when they are hungry, and with their long snouts turn up the ground, finding the nuts where they had been pulled from the roots of the vines. The vines are carefully saved and cured, making excellent forage for all kinds of live stock.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

Apples are scarce and high in price. This will make demand for Mince Meat better. We are charging no more for it than we did last year, and for good Mince Meat our price is low. When we say "good" Mince Meat we mean what we say—it is good. You cannot buy any better fruit, meats or spices than we use in making it. Try it. Send for our prices and you will want more.

F. W. FEARMAN CO., LIMITED
HAMILTON

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

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TORONTO, ONT.

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ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 9, 1905.

THE cheese market has recently developed unusual strength for this season of the year, just when it was natural to expect more reasonable prices for late October made goods. All the country markets advanced sharply and evidently there are to be no cheap cheese to be had this year.

It has repeatedly been pointed out in these articles that the situation on cheese is strong and healthy statistically and that prices must surely advance. This advance has come much sooner than generally expected, which simply bears out the assertion that available supplies are inadequate for the consumptive demand.

As soon as our markets commenced to show firmness and resisting a decline, orders commenced to come in from the United Kingdom almost on best terms, and the result was eager competition of buyers at country points at steadily and quickly advancing prices.

There are no reliable figures at hand to estimate the stocks or available supplies of cheese on either side of the Atlantic, but some large operators who should know something in this direction figure our shortage in Canada at about 200,000 boxes as compared with last year. This includes the much lighter holdings at country points, as owing to the high prices prevailing the cheese factories have shipped out their product much closer than probably ever before. Stocks as reported from the different centres in Great Britain also show a marked decline as compared with this time a year ago, and as trade conditions in the United Kingdom are favorable there is apparently no cloud in the horizon to cause any anxiety about a probability of declining prices.

It would probably have been better for the general trade had prices remained moderate on present offerings of late made goods. The effort was made by our merchants to bring prices down rather than to advance them, but the pressure of demand from British importers was so strong that this effort failed utterly, and now the holdings on this side of the Atlantic consist mostly of high priced goods for which a profit will be demanded by the holders unless the stocks should prove too large later on for the consumptive demand. From the foregoing remarks this does not seem probable and the future prospects are at present decidedly in favor of higher prices during the coming Winter months.

The different markets in the United States also report a considerable shortage in supplies and as their prices are a long way above the prices in Canada, the argument that they will have no goods to spare for export seems reasonable. Their home consumption is said to be able to absorb all their supplies and probably more, so that very much higher prices are probable in the United States before the new season of next year can open.

Mail advices just at hand from the different markets in Great Britain are still "bearish" in tone, yet within a few days after these reports were written the orders came in by cable at advancing prices, which shows how easily the British importers are influenced by advices from this side. They know they are in need of goods to supply their natural trade, and if they find that they will not be able to get their supplies any cheaper in the future, they will take them at best possible prices and take their chances on future profits.

There is likely to be a period of extreme dullness ahead of us, especially after the close of navigation, but when stocks in British markets commence to show a steady decline there will be renewed buying orders and then it will probably mean a further sharp advance in prices.

Butter has also had a sudden sharp advance in price lately. Quality is now less desirable for export purposes, but fresh made butter is in demand for our home consumption and as the season advances we are becoming more independent of the export demand. Australian butter is commencing to arrive in larger quantities in the British markets, which makes them more independent of Canadian butter, and as our stocks are very moderate we will have barely enough goods for our home consumption. The scarcest article on our markets is dairy butter. This scarcity has existed the whole season and prices have been forced up so high that there is not enough difference between ordinary dairy butter and finest creamery, yet the demand was for a lower priced article and arrivals of dairy butter were invariably sold out quickly at steadily advancing prices, so that now there is but very little left here and prices are largely nominal.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

October 28, 1905.

Butter.

The position of the butter market, both as regards Canadian and other butters, is better than last week, and the demand for saltless and salted Canadian is reported steady. Arrivals are not plentiful, which has doubtless tended to push business along in some degree, and prices are unchanged at the figures last quoted. The domestic make is short.

Yesterday's reports (October 27) state that 22,800 boxes of butter and 8,000 cwts. of cheese left New Zealand for this market two or three days back.

Butter importers here are watching with some anxiety the course of events in Russia, for although Siberian butter is not arriving in quite such large quantities as usual at this time of the year, it is possible that the disastrous railway strike lately inaugurated amongst Russian railroad men will seriously impede if not entirely prevent the transport of Siberian butter through the western portions of Russia. Shortage of Siberian butter will, of course, have the effect of stiffening prices.

Arrivals of butter from all sources for the first three weeks of October show an increase of 11,096 cwts. over the corresponding period last year, and are as follows :

	Cwts.
Denmark	79,752
Canada	36,913
Russia	32,378
France	20,441
Australia	19,341
United States	14,095
Argentina	1,095
New Zealand	1

Bacon.

Business transacted during the past week has not been very heavy in volume, reports from some quarters being to the effect that there has been a decided lull. The shortage of supplies to which reference was made a week or two back, has of course had the effect of putting prices away up, and consumption is being curtailed considerably as a result. Reference is being made to Canadian bacon, price of which has within the past few days been within 2 to 4 shillings of finest Irish and Danish product. Prices must be expected to become lower each week as the year advances to its close, and it is hoped that packers will, in order to insure sales, do their best to lower the price of hogs.

Light weights in particular are very unpopular, and to quote from one who is in a position to speak with authority, "it is a wonder to merchants on this side why packers continue to purchase and ship these small unfinished pigs. If farmers would consult their own interests and feed these small pigs for a month or so longer, they would be producing a much more satisfactory article and improve the reputation of Canadian bacon."

Cheese.

There has been no great activity on the cheese market during the past few days. The demand has been fair to quiet at the quotations last given. Choicest September white is realizing 57 shillings and colored 58 shillings, with lesser grades two shillings below these figures.

Improved Storage Facilities for Canadian Produce.

Writing under date October 28th our special London correspondent gives the following important and instructive information regarding storage facilities.

"Reference has been made once or twice to the condition in which Canadian produce arrives on this market, and perhaps it would not be out of place to mention just here that within the past few months there have been great improvements completed, or nearly completed, for the reception and storage of Canadian butter and cheese, the good ef-

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You receive a coupon worth 25 cents.

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BUTTER

When you have one or 100 tubs write us for price.

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70 and 72 Front St. E., Toronto.

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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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Wholesale Produce Merchants,

TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

fects of which have already been very noticeable.

"This is due to the enterprise of the proprietors of the Surrey Commercial Docks.

"There has been a great deal of well-merited praise bestowed upon both Canadian cheese and Canadian butter on account of the improvement in its quality, and while this improvement has in great measure been due to the efforts of Canadian producers to turn out finer quality, there can be no doubt that the greater facilities afforded by the docks to which reference is made, have co-operated to further the interests of Canadian shippers and British importers.

"When the old methods were in vogue it was the custom for Canadian liners to unload at Tilbury, some twenty odd miles from the produce markets, and the produce was then transferred to freight cars and brought to Commercial Road, where it was put up in stores without any cold storage appliance until it was required. The time and labor expended on this change from steamer to rail was great, and naturally the quality of the goods was not improved by such unsatisfactory warehouses.

"Now, however, that is all changed. Instead of unloading at Tilbury, the Allan and Thompson liners, which carry the bulk of Canadian produce, come right up the Thames to accommodation afforded by the Surrey Docks, and unship their freight within two miles of Tooley street and Central Markets, the two great centres for produce in the metropolis. There is no longer any question of transfer to rail. Moreover, the Surrey Docks are complete with every modern convenience for the reception and storage of butter and cheese. If the produce is to be stored, it is placed in insulated chambers of correct temperature for the season. The chambers can be made warmer or colder at will. If it is desired to carry the produce away to the markets, there is every mechanical convenience for speedy and safe transport from ship or warehouse to the carts drawn up quite near. Within a very short while it has reached its destination."

PROVISION AND DAIRY MARKETS.

TORONTO.

THE demand for provisions continues good. Stocks are very short and arrivals are coming in equal only to the current demand, so that the possibility of any material fall in quotations is remote.

This week arrivals have been more plentiful, and condition reported as somewhat improved.

Long clear bacon is a little easier in price.

Barrel pork is also showing an easier tone than has been ruling of late.

Common beef is lower with still weakening tendency.

Dressed hogs are now arriving and are added to our quotations at $7.25.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 12
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13
Shoulder hams, per lb	....	0 11
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 00
Shoulder mess pork, per bbl	4 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	3 50	4 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	7 75	8 25
" dressed car lots	....	7 25

Butter—Arrivals of butter are showing greater quantities and quality is remarked as good. The closing down of cheese factories has not yet reflected fully on butter making. It is expected that at an early date creameries will be in full working with somewhat easier quotations. We quote:

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 22½	0 23
Dairy prints	0 20	0 21
" in tubs	0 17	0 19

Eggs—A small quantity of new laid eggs continue to arrive but are fetching increased prices as is noted in our revised quotations. Fresh eggs are also holding firm at 22c.

New laid eggs, per doz	....	0 24
Fresh " "	....	0 22
Pickled " "	....	0 20

Cheese—The domestic cheese market has shown considerable strength since our last report, advancing some two or three points. There is apparently no definite reason for this, as there has not been any very great movement in demand, either as regards domestic or export trade. It would appear to be more of the character of a market spurt at the closing of the factories as the board reports also show a firmer and advancing tendency. We quote:

	Per lb.
Cheese, large	0 12
" twins	0 12¼

Cheese Board Report.

(For week ending Nov. 4.)

Board.	Boxes.	Price.	
London	2,305*		0 11 11-16
Woodstock	4,070		
Brantford	1,198		0 11 11-16
Madoc	1,791		0 11¾
Tweed	1,100		0 11 13-16
Picton	975		0 11¾
Belleville	3,410*	0 11 13-16	0 11¾
Napanee	1 100*		0 11½
Kingston	8 0		0 11½
Brockville	5,000*		0 12
Iroquois	859		0 11¾
Perth	2,050		0 12
Vankleek Hill	2,539*		0 11¾
Kemptville	755		0 11 13-16
Stirling	1,200		0 11¾
Campbellford	1,300		0 11 7-16
Cowansville, Que.	315	0 11¾	0 11¾

* White and colored.

MONTREAL.

Provisions— The market continues steady with fair business in all lines.

Hams are reported easier as supplies are heavy.

Dressed hogs, $8.75 per 100 lb. for fresh abbatoir killed and $7.50 to $8.25 for country dressed.

Lard in good demand locally and prices unchanged.

Lard, pure tierces	0 10½
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11½
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb	0 06½
" " ½-tierces, per lb	0 07½
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 60 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Poultry—The mild weather that has prevailed during the past ten days has had an effect of curtailing shipments of all kinds of poultry.

Turkeys are scarce, but this is attributed to the fact that American buyers in different parts of the country are picking up supplies for the United States Thanksgiving Day, which falls towards the end of this month. Turkeys are quoted at 14c., extra fine 14 1-2c. Geese have a fair demand at 9c. to 10c.

Ducks are in short supply and selling from 12 1-2c. to 13 1-2c.

Chickens are plentiful at 10c. to 12c. and fowls from 9c. to 10c.

Butter—The market has shown an improvement this week. This is due more to local demand than foreign inquiry. Export orders are light. The belief that stocks of all kinds of butter are light on this market is strengthening the prices here. Rally fancy makes are unobtainable at less than 23 1-2c. Good to fine creamery is firm at 22 1-2c. to 23c., and choice at 23 1-4c. Dealers generally are of the opinion that stocks held here are only equal to the local demand and are using this as an argument for maintaining firm prices.

Fancy Townships	0 22½ 0 22¾
Finest creamery	0 22½ 0 22½
Fine	0 21 0 21½
Medium	0 20 0 21½
Fresh dairy tubs	0 18½ 0 19

Eggs—A good trade is reported locally for eggs. The export demand is also unusually good. The English demand is heavy and shippers are kept hustling to get them out before close of navigation. Straight gathered No. 1 are quoted at 21c.; No. 2, 19c. to 20c.; and select fresh, 24c. to 25c.; some pickled eggs are selling locally, Montreal lined at 20c. to 21c. and Western, 19c. to 20c.

Straight receipts	0 18½ 0 19
Selected stocks	0 22½ 0 23

Cheese—The market is firm. Quebecs are selling at 11 3-4c. to 11 7-8c. and Townships 11 7-8c. to 12c. and 12c. to 12 1-8c. for Ontarios. The high price of 12c. was paid on the Brockville board this week and this appears to be an indication of the general feeling on the various boards. The local demand is steady. Export business is on the quiet side.

Finest Quebecs	0 11¼ 0 11⅜
Townships	0 11⅜ 0 11½
Ontarios	0 11⅜ 0 11⅜

WINNIPEG.

Creamery Butter— As predicted last week, there has been a sharp advance in the price of creamery butter. Since last issue went to press the price has advanced 2c. per lb. The reason is to be found in the small supplies on hand and the brisk dmand. Selling prices to the trade are now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 26
" " in 1-lb. bricks	0 27

Dairy Butter—Dairy butter has also

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
anted the highest awards in competition with other makes.
WINGHAM
Established 1871

DRIED APPLES
We pay the highest market prices for bright dry quarters and make prompt remittance.
THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

EXPORT TRADE DEPARTMENT.
FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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Provision Merchants.
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Liberal advances on consignments.

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33, Tooley Street, London Bridge, S. E.
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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices - prompt returns. Write us. Established 1883.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

advanced and the local produce houses are now paying 18c to 19c. per lb. for No. 1 dairy butter delivered in Winnipeg. Lower grades command proportionately lower prices.

Lard—Prices are quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese—Prices are unchanged since last week. We quote:

Finest Ontario, large	0 10
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats—We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies,	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Eggs—Produce houses are paying 22c. per dozen for eggs delivered in Winnipeg.

VANCOUVER, B.C.

Produce—The interesting little Canadian hen, such of her as lives and thrives in B.C. is on strike still, and the result is that in spite of the balmiest kind of weather, like Indian Summer carried over into November, the price of real, strictly fresh eggs, guaranteed is up to 60c. and more takers than sellers. So few are offering that 75c. could easily be obtained. Case stock of various grades from good to indifferent are on the market, and good quality brings as high as 30c.

Butter—Is in fair supply locally, with sufficient from the Northwest to meet all demands, at unchanged prices.

ST. JOHN, N.B.

Provisions—Barrel pork is rather higher. There is a good sale at this season. Domestic mess, which is preferred, has been very scarce, but is somewhat more freely offered. American has one advantage, it can be used for ship stores in bond and so is well below domestic. Considerable American beef is also sold in this way.

American pure lard is a larger stock here than for years, Canadian is, however, preferred. It is very scarce. Refined lard continues low.

Fresh butter still somewhat dull.

Mutton is low. With the coming of the winter port steamers there will be a better sale.

Veal rather out of season. We quote:

Mess pork, per bbl	$19 00 $21 00
Clear pork, "	18 00 21 00
Plate beef, "	13 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 06 0 07
Lamb	0 09 0 10
Pork, per lb	0 07½ 0 08
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 11½ 0 11½
" pails, "	0 11½ 0 12
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter—Some western stock is now being received. Local supplies are small. Prices rather higher. We quote:

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 22
Good dairy tubs	0 18 0 19
Fair "	0 16 0 18

Eggs—While quite full prices are obtained market seems a little easier. Some western eggs have been received. We quote:

Eggs, hennery	0 24 0 26
" case stock	0 20 0 21

Cheese—The high prices have somewhat affected sales. Stocks are not large. We quote:

Cheese, per lb	0 12½ 013½

LARD STATISTICS.

THE following table shows the estimate of stocks of lard held in Europe and afloat on the 1st inst. and also a comparison with previous years, which is of particular interest at the present moment, when lard is holding firm and short spot supplies:

	1905. Nov. 1.	1905. Oct. 1.	1904. Nov. 1.	1903. Nov. 1.	1902. Nov. 1.	1901. Nov. 1.
Liverpool and Manchester	15,500	17,500	14,000	11,000	3,500	8,000
Other British ports	9,000	9,000	11,000	2,200	700	5,000
Hamburg	25,000	26,000	20,000	30,000	2,500	12,000
Bremen	1,500	1,500	2,000	500	700	1,500
Berlin	6,000	4,000	3,000	6,000	500	2,000
Baltic ports	10,000	12,500	15,000	6,500	4,000	8,500
Amsterdam, Rotterdam, Mannheim	4,000	1,500	3,000	250	700	1,000
Antwerp	1,500	1,000	2,000	2,500	1,000	4,000
French ports	750	750	1,200	700	900	3,000
Italian and Spanish ports	1,000	1,000	750	500	500	1,000
Total in Europe	74,250	74,750	72,200	52,150	15,000	46,000
Afloat for Europe	80,000	65,000	75,000	50,000	37,700	55,000
Total in Europe and afloat	154,250	139,750	147,200	102,150	52,700	91,000
Chicago prime steam	53,404	92,407	29,316	44,409	9,567	26,193
Chicago other kinds	13,384	20,443	8,413	4,181	4,803	5,091
East St. Louis	1,350	*2,000	750	None	None	1,027
Kansas City	7,770	3,811	2,862	2,634	2,928	4,705
Omaha	682	570	1,445	1,140	775	1,968
New York	4,356	3,374	4,416	3,863	4,458	3,345
Milwaukee	6,066	10,190	3,647	1,789	547	1,023
Cedar Rapids	....	....	....	....	....	1,098
South St. Joseph	2,000	1,872	1,867	3,833	1,388	1,986
Total tierces	243,262	274,417	199,914	164,049	77,166	137,436

*Estimated. (The N. K. Fairbank Co.)

IMPORTANT LEGAL DECISION.

A DECISION was recently given by Judge Klein, which will be of interest to shippers who sell at a price "freight prepaid."

A Torooto wholesale paint and oil firm sold a barrel of linseed oil to their customer in the west, and it was shipped in good order, but arrived at destination leaking. The consignee refused to accept or pay for the oil, insisting that the shippers should deliver him the full number of gallons invoiced. The firm who sold the goods contended that they delivered the barrel to the railway company full and in good order, and that if there was leakage it was the fault of rough handling by the carriers, and that the claim for shortage was a matter for the purchaser and the railway company to settle between themselves. The barrel of oil was, in the meantime, lying in the railway freight shed at destination and the contents leaking out. Finally the case was tried in court, and the judge decided that the consignee should pay the full amount of invoice and all costs incurred in the action.

BEE-KEEPERS MEET.

The Middlesex Beekeepers' Association held their annual meeting recently in London, for the election of officers for the coming year and the discussion of matters interesting to the beekeepers.

Mr. R. H. Smith, of St. Thomas, is the president of the association, and Mr. E. T. Barnard secretary.

Some idea of the extent of the bee industry in that part of Ontario may be gathered from the fact that in a radius of about ten or twelve miles between London and Port Stanley, 4 tons, or about 95,000 pounds, of honey was secured by the beekeepers this year. One dealer alone in Brantford obtained 59,000 pounds from his apiary.

The great market for the honey is in the Northwest. Much of it is sold to local dealers, and to Toronto firms, but the Northwest claims the greater part of it, by reason largely of the high price that is paid for it there.

Some Manitoba honey was exhibited in London, Ont., recently, but it does not come up to the Ontario standard.

The total number of boxes of cheese taken from the farmers during the year was 2,631,767, at a price to the farmer of 10 cents a pound, or a total value of $21,077,600.

SALE OF GOWANS, KENT & CO., THE WELL KNOWN CROCKERY HOUSE.

A STRONG combination of Montreal capitalists has been formed for the purpose of securing better control of the wholesale trade in crockery and glassware, and the old-fashioned and well-known firm of Gowans, Kent & Co., of Front street east, has passed out of existence, so far as its present partners are concerned. There will be little change, however, affecting the general public, as the business will be conducted in the same place under the style of Gowans, Kent & Co., Limited, a joint stock company having been incorporated at Ottawa with a capital stock of half a million dollars for the purpose of taking over the establishment. The names of the incorporators are given as James G. Kent, John G. Kent, R. W. McClain and S. C. Smoke, of Toronto, and Douglas Armour, of Montreal. The three persons first mentioned, however, were members of the old firm, and their interests have been entirely purchased by the new concern, none of them retaining the slightest financial interest. The last-mentioned gentlemen are well-known barristers, and are simply representing their clients at Ottawa and Montreal, pending the completion of the negotiations. The other member of the firm, Mr. Wm. K. Peterkin, is at present in Europe, but his consent was obtained to the disposal of his share at the price agreed upon by his associates. The price paid for the stock and good will of the old company is understood to be upwards of half a million dollars, although no positive information could be secured as to the exact amount. It is also understood that the Montreal capitalists concerned are closely allied with the A. T. Wiley Company, of that city. The main object of the combination is to secure more points for distribution, by which an immense saving in freight rates can be effected, as well as a readjustment of the territory covered by travelers which will prevent overlapping. The Winnipeg house of Gowans, Kent & Co. is included in the deal, and it will be the headquarters of the new company for the west.

The Original Building—Gowans, Kent & Co., Toronto.

The Present Premises—Gowans, Kent & Co., Toronto.

One of the conditions of the sale is said to be an agreement by the members of the present partnership that they will not engage in any similar business for a period of four years from the date of the transfer. This will further restrict the number of firms engaged in the wholesale crockery business, which of late years has become confined to only a few concerns. Some few years ago there were fifteen or sixteen firms in the trade, but they have been drawing out gradually, until now there are but few left, about one in each of the largest cities of the Dominion. The last to withdraw was that of McMahon, Broadfield & Co., which did not resume business after the big fire of two years ago.

We give herewith a picture of the original premises in Toronto of Gowans, Kent & Co., and also a picture of the present premises at Toronto.

NEW INCORPORATION.

PUBLIC NOTICE is hereby given that under the Companies Act, 1902, letters patent have been issued bearing date of 31st day of October, 1905, incorporating James Gowans Kent, merchant, John Gowans Kent, merchant, Robert Watson McClain, merchant, and Samuel Clements Smoke, barrister-at-law, all of the City of Toronto, in the County of York, and Province of Ontario, and Douglas Armour, advocate, of the City of Montreal, in the Province of Quebec,

To acquire and take over as a going concern the business now being carried on at and from the Cities of Toronto and Winnipeg by James Gowans Kent and others in partnership as wholesale crockery and china merchants, glass cutters and decorators of china, glass and earthenware under the firm name and style of Gowans, Kent & Company, and all the property, assets, rights, credits and effects thereof, including the good will of the said business, and to under-

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take the liabilities of the said Gowans, Kent & Company in respect thereof, and to carry on and extend the said business ;

The operations of the company to be carried on throughout the Dominion of Canada and elsewhere by the name of Gowans, Kent & Co., Limited, with a total capital stock of five hundred thousand dollars, divided into five thousand shares of one hundred dollars, and the chief place of business of the said company to be at the City of Toronto, in the Province of Ontario.

Dated at the office of the Secretary of State of Canada this 2nd day of November, 1905.

AN IMPORTANT CORRECTION.

IN the Special Fall and Xmas Goods number of the Canadian Grocer, a reference was made in the article entitled "The Bumper Crop and the Western Trade" to the Winnipeg Free Press' report of the season's wheat crop, and in it the yield was put at 90,000,000 bushels, whereas it is found that the Free Press estimate is in reality 80 to 85,000,000 bushels. In setting this error right we take the opportunity of quoting the report of the Free Press, as it will no doubt be of renewed interest to our readers.

Free Press Estimates Crop of 1905.

From time to time the question has been asked, "What is the Fress Press estimate of the wheat crop of 1905?"

On this the 28th day of September the Free Press announces its belief that the wheat crop of 1905 will be between 80,000,000 and 85,000,000 bushels, or on an average of 20 to 21 bushels per acre on an acreage of 4,000,000.

This may appear small in view of the constant reports of 25 and 30 bushel averages, but over against these high figures must be set 12 and 15 bushel averages which are known to exist, but which are not sent in for publication.

Looked at dispassionately, even 80,000,000 bushels is an enormous increase over last year in proportion to the acreage, and is moreover a higher average than has been produced in any year over so extended a territory.

The acreage estimate of the Manitoba and Territorial Governments is a little over three and three quarter millions, but the Fress Press considers this too low by at least 234,408 acres, although even that figure is an increase of 382,342 over the previous year. The Free Press estimate of 4,000,000 acres gives an increase of 616,150 over 1904 for wheat alone, or considerably more than half a million acres, an almost unprecedented record.

The yield of 20 or 21 bushels per acre, which now seems fairly assured, is greater by two bushels per acre than the average yield of Manitoba for twenty and the Territories for ten years.

In making estimates of average yields, it must be borne in mind that much of the land in Manitoba has been in crop from twelve to fifteen years and a goodly portion of it for twenty years. Southwestern Manitoba and Eastern Assiniboia got more rain than was good for them in June, and averages from these sections are not so high as the farmers looked for in August last when the Free Press crop correspondents were out.

Estimates, no matter how carefully made, are guesses, and because the Free Press guessed nearly right last year, it does not follow that it is right now, but if wrong, on the side of being below the yield, no one will be more delighted than the Free Press. The trouble about making estimates that are wildly in excess of the actual returns, at the end of the crop year, is the tendency to depress prices, at the time when the wheat is leaving the farmers' hands and in that way lessening his legitimate profit for his year's hard work.

Up to the present time there has been marketed at country elevators, 8,240,000 bushels, being 5,740,000 in C.P.R. elevators and 2,500,000 in C.N.R. elevators. Of this amount 4,420 cars, or 4,641,000 bushels, have been inspected as against 1,672 cars or 1,755,000 bushels last year. Of the wheat inspected 75 per cent. has been of contract grades, that is, No. 1 hard, No. 1 northern, and No. 2 northern, a showing that is calculated to make almost any wheat raising country green with envy.

Mr. J. W. Windsor, of Montreal, returned last Friday from Vancouver, via Portland, Ore., St. Paul and Chicago. He reports a splendid business both in the United States and Canada in all lines in which he is interested.

Quality Inside is Necessary to Repeat Sales Made by Appearance Outside

The appearance of an untried article to the customer's eye usually decides whether it is wanted or not. The neatness and wholesomeness of ***Crest Pickles*** (our new brand) make sales because they look good and again and again because they are good. Small cucumbers, plenty of cauliflower and onions, pickled in the best malt pickling vinegar, they have the taste and appearance of the best English goods. Packed in the usual size bottle — retails at 10 cents.

$1.00 per Dozen in Barrels of Six Dozen.

THE OZO CO., LIMITED
MONTREAL

Baking Powder.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Essex Canning and Packing Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton, Ont.
Wethey, J. H., St. Catharines, Ont.
Windsor, J. W., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton, Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Lucas, Steele & Bristol, Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
White & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Guest, W. F., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
Newton C. , Grand Manan, N.B
White & Co., Toronto.
Windsor, J. H., Montreal.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Balfour & Co., Hamilton, Ont.
Davidson & Hay, Toeonto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Thompson & Mathieson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Vleena Figs.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Sutcliffe — Muir Milling Co., Moosomin, Saskatchewan.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Coles Mfg. Co., Philadelphia, Pa.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Mince Meat.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Olive Oil.
Mengert, Cagnoli & Cie, Nice, France.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Eby, Blain Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Myers' Royal Spice Co., Niagara Falls, Ont

Refined Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Duncan, Co., Montreal.
Tippet, A. P., & Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Colman's—Frank Magor & Co., Montreal
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.
Snowdon, Forbes & Co., Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont
Warren Bros., Toronto.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Japan Tea Traders' Ass'n.
Lumsden Bros., Hamilton.
Salada Tea Co., Montreal and Toronto
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
United Typewriter Co., Toronto.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto
Hamilton Yeast Co., Hamilton.
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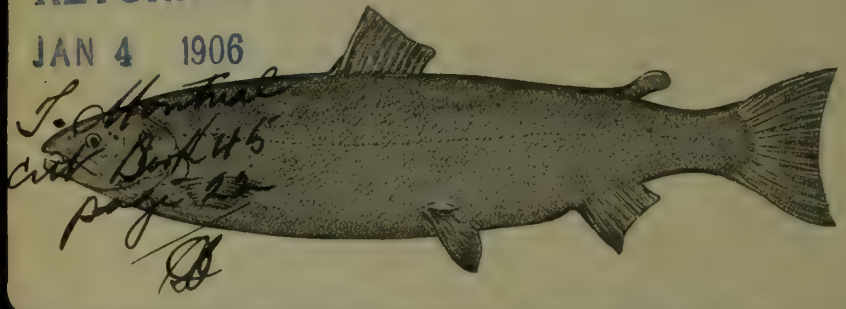
YOU CAN AFFORD

to keep a first-class salmon alongside your other brands—an occasional call from a discriminating customer requires you to do so.

The man whose trade is valuable won't accept any old salmon you happen to have. If you handle cheap goods only you'll be thought of as the ***"cheap man"*** and you know you can't secure the best trade in your locality, with such a handle to your name.

RETURNED
JAN 4 1906



MORAL: Order ***GAZELLE*** salmon, the brand that makes a reputation for its seller.

NORWEGIAN
CROSSED FISH
SARDINES

A Low Price

and a first-class article are a strong combination. Some dealers have been complaining that Norwegian Sardines were rather slow sellers. After investigating each and every case, we prescribed ***Crossed Fish*** and nothing but praise is now heard from grocers who formerly complained.

Maybe you are handling Norwegian Sardines on the slow plan—Try our ***Crossed Fish*** brand and see for yourself how quick they go.

1 Case 100 ¼ Tins $10.00
1 Case 100 ½ Tins $16.00

Freight prepaid in 5-case lots everywhere in Canada east of North Bay, Ont.

For Good Goods at Low Prices

HUDON, HEBERT & CIE.

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Established in 1842

In Store this Week

300 Sacks Pearl and Medium Tapioca.
600 Bags Flour Sulphur.

Ex. S.S. Jacona—Raisins

1,500 Boxes and Trays Table Raisins.
1,500 Boxes Sultana Raisins.
Cleaned, loose, and 1-lb. packages.

Also Nuts and Fancy Goods.

Here is a Snap

360 Cases Sliced Beets, 2s.
2-dozen cases, dozen 35c. Special quotation in lots.

Let us hear from you.

PRICES RIGHT PROMPT SHIPPERS

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF WINES AND LIQUORS, TEAS, ETC., MONTREAL

NO BAD DEBT.

A FRIEND of mine was recently returning by train from Buffalo. In the smoking room of the car were a number of commercial travelers who were engaged in discussing losses from bad accounts. During the conversation some were boasting how little their firm had lost through goods sold by them.

"You fellows may boast as you like," said my friend, whose identity was unknown to them, "but I am with a house in Toronto which does a business of $10,000,000 a year, and we never have a bad debt; never lose a cent."

The travelers looked at him with scorn, and one remarked: "What house are you with?"

"With the Customs House of Toronto," said he, "and we are always paid in advance."

"Well, by Jove, you have got us. Come and have something at my expense," said the traveler who had doubted the Customs House man's veracity. W. L. E.

PLENTY OF TIME.

A long-haired man walking along the street met a little boy, who asked him the time.

"Ten minutes to 9" replied the man.

"Well," said the boy, "at 9 o'clock get your hair cut," and he took to his heels and ran, the aggrieved one after him.

Turning the corner the man ran into a policeman, nearly knocking him over.

"What's up?" said the policeman.

The man very much out of breath said:

"You see that young urchin running along there? He asked me the time and I told him, 'Ten minutes to 9,' and he said 'At 9 o'clock get your hair cut.'"

"Well," said the policeman, "what are you running for? You've got eight minutes yet."

IRRESISTIBLY DELICIOUS
PETER'S
MILK-CHOCOLATE
D. PETER INVENTOR VEVEY SWITZERLAND
PETER'S
THE ORIGINAL
MILK CHOCOLATE
FOR EATING ONLY
PETER'S
A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.
SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE
LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Mr. James Patton, so long and favorably known as the representative of the Ogilvie Flour Mills Co. in the Eastern Townships, has been transferred to Nova Scotia, with headquarters at Halifax. Mr. D. O. Pease, who has lately joined the forces of the Ogilvie Company, will succeed Mr. Patton in the Townships, where he is personally well known.

Does Advertising Pay?

WORLD-WIDE INQUIRIES

The following letter requires no comment:

TOLEDO COMPUTING SCALE CO.

J. J. Dean, Canadian Representative,
21 John Street South,
Hamilton, Ont., Oct. 20, 1905

The MacLean Publishing Co., Limited,
Toronto, Ont.

Gentlemen,—Enclosed please find our cheque in settlement of account to 6th inst. We find that ad in **CANADIAN GROCER** brings us more returns than any other ad we have. We have had inquiries from South Africa, Australia, France, England, Ireland, Scotland, West Indies, Newfoundland, and other countries outside of Canada, through the ad in your publication.

Yours truly,
J. J. DEAN

The Canadian Grocer as a successful advertising medium holds the "Alone" place in the sphere which it covers. It has no equal and stands Second to None.

Recent letters received endorse it.

Results prove it.

Advertisers confirm it.

MANY GOOD CUSTOMERS ADDED

MINTO BROS., MELAGAMA TEA
Importers, etc.
Toronto, Oct., 17th, 1905

The Manager Advertising
Department THE CANADIAN GROCER:

Dear Sir,—

In sending you our advertisement to-day we do it with a feeling that every issue of your valuable paper brings us fresh results, and we are free to admit that yours as an advertising medium ranks amongst the foremost. Our trade has made wonderful strides, and many of the good customers recently added have borne evidence to the fact "that they saw your advertisement in THE CANADIAN GROCER." We hope, both for yourselves, and for the good that you are doing us, that this good work will continue and feel that the customers gotten through your journal will continue to have no cause to regret having felt disposed to commence business with us. Wishing you continued prosperity, we are

Yours very truly,
MINTO BROS.,
Per W. M.

Why is it that a man who advertises the heaviest always has the biggest business? Ever notice it? And then there are some merchants who persist in saying that advertising doesn't pay.

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

MORE THAN PLEASED

COWANS, KENT & CO.
14 and 16 Front Street E.,
Toronto, Ont., Nov. 8th, 1905

THE CANADIAN GROCER, Toronto.

Dear Sirs:—

Our advertisement on page 74 of the special number of THE GROCER was of an assortment specially made up by us for that number, and we must say that we are more than pleased at the result of same. We have never had such a response before. We anticipated demand, but nothing like the demand which orders we are now receiving shows. If the direct result is so evident, we are convinced that the indirect will be widespread to our advantage.

Yours truly,
GOWANS, KENT & CO., LIMITED,
Cecil R. Jenkins

Advertisement rates on application to the Advertising Manager.

The MacLean Publishing Co.

Limited

10 FRONT ST., E., TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street, Telephone Main 1255
TORONTO - - - - - 10 Front Street East, Telephone Main 2701
WINNIPEG - - - 511 Union Bank Bldg., Telephone 3728, F. R. Munro
VANCOUVER - - - - Geo. S. B. Perry
ST. JOHN, N.B. - - No3 Market Wharf, J. Hunter White

GREAT BRITAIN—

LONDON - - - - - 88 Fleet Street, E.C., Telephone Central 12960, J. Meredith McKim
MANCHESTER - - - - 92 Market Street, H. S. Ashburner

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - - Louis Wolf, Orell Fussli & Co.

Subscription, Canada and United States, - $2.00
Great Britain and elsewhere - - - 12s.

Published every Friday.

Cable Address {Adscript, London. Adscript, Canada.

FAILURE OF SARDINE CATCH.

THE foreign sardine fisheries seem to be in a particularly bad way this season. We have several times drawn the attention of our readers to the disappointing reports from the French coasts, where the distress among the fishermen is approaching that of serious disaster, much akin to that experienced several years ago, when they had to be supported by public contributions.

From reliable sources we now learn that the Norwegian catch of sardines has proved totally inadequate to meet the demand this season, and that there is therefore going to be a considerable shortage.

The consumption of the dainty, toothsome sardine has made such strides of late years that to have the supply materially reduced will be disappointing. That prices will considerably advance is generally accepted.

ADVANTAGE OF THE COUNTER CHECK BOOK.

FROM time to time we have been brought face to face with the proposition as to what is really the simplest and best method for the grocer to adopt with regard to his counter books, especially where the grocer's trade is in a large measure a credit one.

From our observations from time to time, gathered from those who have given this matter practical testing, there seems to be no doubt but that the ordinary counter check book system, which has of late years made considerable headway in Canada, is the best for all purposes. These books are made in several patterns but the one which appears to be in favor with the grocers is a side opening book and is composed of a simple duplicating page which when used with the ordinary carbon sheet fulfils all that is necessary for accurate and economical book-keeping.

It is so arranged that the one sheet is usually torn off and handed to the customer or placed in the parcel with the goods, thus serving the purpose of a bill to the customer, and the attached leaf remains in the book as a permanent day-book record.

The book itself when filled can be numbered and dated and put on file for permanent reference. All that is necessary, therefore, for the book-keeper to do is to transfer the total of these entries to the customer's place in the ledger. It can easily be done during the spare moments throughout the day.

The immense amount of time saved by the use of these duplicating counter check books is obvious to any business man. The toil and worry which so many retail grocers give themselves at the close of each day in entering up the details of the customers' purchases from the usual counter scribbling book is entirely removed, beside which a degree of care is imbued into each assistant when he is compelled to make his final entry at once, which has a very salutary effect upon the clerk himself and is the forerunner of creating continual care in all his duties.

THE BANE OF TRADE.

IF you were to ask a number of the most progressive merchants in the country their opinion of the evils existing in trade, it is almost a certainty that nine out of ten would reply that the worst feature of the entire business is the credit system. More particularly is this the case in districts where the dealers are compelled to depend to a large extent on the farmers' trade. And perhaps the grocery stores are more peculiarly affected by this condition than those of any other trade, owing to their important dealings with the farming community.

How then is this evil to be dealt with? Is it possible for a country merchant to eradicate the credit abuse altogether? These are questions fraught with the greatest interests of the retail trade, and they must be approached very thoughtfully and very cautiously.

In the first place, the writer is of the opinion that it would be impossible for the dealer in a country town to altogether abolish the giving of credit, but by the exercise of prudence and tact — two qualities which are essential to the successful business man—he can at least adjust some of the difficulties that have been puzzling him. Moreover, in order to secure the best results, he will need all the determination he can muster, and he must not expect to see an immediate improvement in his affairs. Indeed, in some cases it may take two or even three years to accomplish his purpose. That will depend upon the man as well as his surroundings.

Perhaps you would like to turn to strictly cash selling. If so, you must be prepared to practically rebuild your business. Your constituency will probably be an almost entirely new one. You must appeal to a very different class of customers. Are you prepared to do this, to make such radical changes in your methods?

Again, you may decide to follow, regardless of consequences, some definite policy on credits, hereafter, and if you prove to be as good as your word, it is more than probable that you will lose some of your customers, and your business will need considerable re-shaping before you get back the trade you have lost.

There is, nevertheless, a feasible plan, and one which has been found successful in many cases. You must decide that you will collect your money earlier in the fall than you have been doing, and follow that plan persistently. When the crops have been harvested and the wheat exchanged for coin of the realm don't let your other store friends get in ahead of you, but wake up and act at once. Furthermore, when your country customers come to you for credit next spring be firm and courageous enough to tell them, with all possible tact, that you are expecting settlements on such and such a day in the fall. Then they will not be surprised when you call upon them to square their accounts, before they have had time to get rid of their year's earnings.

If you will but follow the policy thus portrayed with patience for a few years, you will be surprised at the additional respect you will command among your customers, and the additional respect they will feel for themselves. And you will perhaps notice, first of all, that you are being more respected by the wholesale trade. The jobbers have a not unnatural affection for the man who always takes his discounts, and this will

be manifested in occasional "snaps" they will give you on odd lines, which will help you to draw trade.

Is this a pleasant picture? Would you like to enjoy the privileges of a cash buyer? Then show that you have determination and persistence, and that you can be tactful in your dealings with customers. Try our plan and see if it will not help you to put down the bane of trade.

THE LABELLING OF BREAD.

A GREAT deal of excitement is going on at the present moment in Montreal and other eastern cities with regard to the system in vogue of labeling bread with paper labels. It is asserted that the mucilage used is unwholesome and injurious to the health.

It is a great pity that those who are the instigators of such a report should not acquaint themselves more with the details of the baking business. Were they to do so they would soon discover that it is not necessary at all that any mucilage should be used.

In continental cities it has been the custom for many years to use these paper labels on all loaves baked in pans and no complaint has ever arisen. The fact is that many of these labels are printed on both sides with whatever matter it is desirable to have on them. The small square label is then simply thrown into the pan and naturally adheres to the dough while baking.

There is, however, a measure of care always necessary in regard to these labels, that they shall be printed in simple colors, so as to avoid any possibility of unwholesomeness which might occur were they printed in the more popular glaring colors.

NEWFOUNDLAND FISHERY DISPUTE.

A DISPUTE has arisen between Newfoundland and the United States over the fishing rights on the coast of the Ancient Colony. The Gloucester fishermen have been permitted for some years to fish in the bays and within the three mile limit of the west coast. They are now to be excluded from the bays and from within the limit, and those whose interests are disadvantageously affected are enraged, and Washington has been invited to interfere to restore the lost privilege.

The United States fishermen appear to want everything for nothing, and desire the use of the Newfoundland fisheries without paying for them. The United States has rejected the treaty admitting Newfoundland fish on favorable terms, the colony is therefore perfectly right in its attitude. The only mistake it may have made was in conceding the privilege before the final decision with regard to the treaty was given.

CANADIAN RAILWAYS TO BE ELECTRIC.

AS regards the future of electricity in Canada in connection with railroads a die has been cast in its favor by the recommendation of Mr. Cecil B. Smith, chairman of the Temiskaming and Northern Ontario Railway Commission, to equip the first section of the Temiskaming Railway, 100 miles, from North Bay to New Liskeard electrically. Mr. Smith has just returned from Europe, where he made a deep study of the question and only after due consideration was this recommendation made. This is the first instance of electricity being adopted for trunk lines in Canada. It is but a beginning. What the future holds out is almost beyond conjecture, but it is an assured fact that the next generation will see hundreds and even thousands of miles of Canada's trunk lines operated by electricity.

WESTERN SUGAR PRICES.

AS noted last week in our Winnipeg telegraphic despatches, an important change has gone into effect in the method of stating the prices of sugar in Manitoba. Up to the present time the prices for Manitoba points have been quoted in a long and imposing schedule giving different prices for sugar delivered at different points. In future all prices are to be quoted on the Winnipeg f.o.b. basis. Manitoba merchants will now buy their sugar at the Winnipeg prices and pay the freight charges to their own stations. It is true that sugar will be distributed from Brandon as formerly, but the Brandon price will be the Winnipeg price plus the freight.

It is stated by a leading wholesale man in Winnipeg that the change is much more than a mere matter of a change in the method of quoting the price. "It means higher prices in many parts of Manitoba," he remarked to The Grocer. "In some places it will mean an increase of 20c. per cwt. and in others the increase will be more than that."

LATEST WESTERN SUGAR PRICES.

As we go to press we are advised by wire of a further drop on all sugars of 10c. per hundred lbs. on Winnipeg basis.

AN UNNECESSARY WASTE.

NOT long ago a well known Canadian company requested Canadian Grocer to use the word limited after its name whenever it appeared in any issue of the paper. The request was complied with at the time, but in looking up the number of times where the word is used in the ordinary course of events it is found that there is a tremendous waste in using the word where it appears to be altogether unnecessary. In the department of industrial gossip in a recent issue the word limited appears thirty times in an ordinary page of reading matter, fully five lines being occupied in merely complying with a form. This is not the only waste, however, as there is the expense of making the dies, setting the type, etc. By leaving out the word the editor will have less labor to perform and will be able to insert a larger amount of news matter in the page than by complying with the ordinary form of using the word wherever the name of the firm appears. According to the law under which companies are registered, companies are compelled to use the word limited after their name in all official documents, in all advertisements and on all printed matter bearing the company's name. Where the word "company" is abbreviated the word "limited" must be spelled out, but where the word "company" is spelled out, "limited" can be abbreviated.

As it is necessary for an individual to know when he is doing business with a concern composed of a number of individuals whose liability is limited to the amount of their investment in the company's stock, it would seem to be a wise precaution to enforce the regulation calling for the use of the word wherever the company's name appears officially. In the U. S., however, where a larger number of companies are incorporated than in Canada, "limited" is not used to nearly so great an extent as in this country. There does not seem, therefore, the necessity for using the word in the ordinary course of newspaper writings, and Canadian Grocer will substitute commonsense for form in its reading columns in future, considering that this policy might well be adopted by other papers.

The art of saying nice things gracefully never goes out of fashion, never ceases to please, and is within the reach of the most humble.

THE NEW TRADING STAMP ACT

WE are in receipt of correspondence upon the subject of the new trading stamp Act, which came into force on the 1st of the present month. One retail merchant is much concerned as to the legality of continuing his premium system and writes us as follows :

Editor Canadian Grocer :

Dear Sir :—Will you kindly inform me if my premium scheme is illegal or not? I am uncertain as to using coupons or in fact premiums given as I do, and do not want to violate law. I bought my premiums wholesale, have them in stock, no third party interested, got out my own tickets and advertising matter, etc. I enclose samples to show more fully. Hoping I am not trespassing on your kindness too far, and thanking you in advance,

Yours truly,

We give herewith the full text of the Act as just passed by the Legislature. It would appear to be of the most drastic character, and seems to strike at the very foundation of everything approaching coupons, premiums or stamps :

An Act in amendment of the Criminal Code, 1892.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows :

1. The Criminal Code, 1892, is amended by inserting the following sections immediately after section 526 :

"(a) The expression 'trading stamps' includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof or his employe or agent, and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either

"(i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

"(ii) by the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time ; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section ;

"(b) The expression 'goods' means anything which is merchandise or the subject of trade or manufacture ;

"(c) The expression 'every one,' 'vendor,' 'purchaser,' 'merchant,' 'agent' or 'person' includes any partnership or company or body corporate.

"2. Every one is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

"3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employe or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employe or agent."

Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively.

This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

ADVERTISING IN THE COLONIES.

AT the October dinner of the Sphinx Club, in London, England, the subject, "Why Should we Advertise in the British Colonies?" was discussed. In referring to the matter the Engineering Times publishes the following :

"Mr. J. H. Turner, agent-general for British Columbia, said that there was no doubt that good advertising would tend to the advancement of British merchants in the colonies. British Columbia was increasing in population, had an excellent position on the Pacific, and must become an important part of Canada.

"Mr. J. W. Taverner, agent-general for Victoria, pointed out that the colonies were anxious to trade with the Mother Country. Germans and Americans, however, were very successful in getting hold of a large part of that trade. There was still a large field for British manufacturers, and it was the duty of people in Great Britain to do all they could to do business with their brethren across the seas.

"Mr. J. Howard, agent-general for Nova Scotia, said British manufacturers must advertise in order to counteract America's natural advantage of geographical position.

"Mr. J. E. Jenkins, agent-general for South Australia, thought advertisements must be of a nature to 'fetch the people.' The Americans were the best advertisers in the world. Australia wanted trade with Great Britain, but it was the best bargain which was most taking, and British manufacturers should see to it that their goods were the best bargain. Australians did an enormous trade with a small population.

"We have in our columns repeatedly called attention to the importance of advertising in the colonies."

One of the distinguishing traits between the British manufacturer and his American competitor lies in the eagerness with which the latter seeks publicity and the indifference of the former as a rule. To this very fact can be attributed a large measure of the success the American manufacturer has had in competing with the outside world. He realized before any other the all importance of having his name and goods well known by the class of people to whom he catered.

It is not from mere undirected publicity that results are obtained. There is a law in advertising as well as in any department of business. A writer in American Industries, speaking of publicity that pays, says : "It is characterized by the same traits that 'pay' in other walks, by earnestness, by sincerity, by persistence, by integrity, by aptness, by adaptation, and by seizing your topic in such a way as primarily to make it interesting."

When the British manufacturer realizes the big field there is for him in the colonies, a large part of which can be secured only by advertising in a proper medium, and makes a more thorough study of the science of advertising, then will he secure a trade that he is not now getting, but which belongs to him by the fact that tariff regulations were made to have it so.

DON'T YOU KNOW

"SALADA" CEYLON TEA

is **your best friend,** and that you are losing customers every day by not handling it, as the great majority of consumers realize that **"SALADA"** is the only tea worthy of a place at their table? Then, it is **never sold by pedlars,** there is **no loss in weight** as it is packed only in sealed lead packages and **its sale is absolutely guaranteed.**

Awarded GOLD MEDAL St. Louis Exposition, 1904.

Write for prices and samples to

"SALADA" Toronto or Montreal

DWIGHT'S BAKING SODA

At the apex of all Baking Sodas stands

Dwight's Cow Brand BAKING SODA

Sold only in packages

It has no equal for **PURITY** and as a ready, convenient aud profitable seller has the support of every up-to-date grocer.

ALL JOBBERS SELL IT.

CHURCH & DWIGHT, LIMITED

MANUFACTURERS, MONTREAL

Are You Handling

CELLULOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Nov. 9, 1905.

TRADE has been somewhat slower during the week under review, although the general feeling is that of satisfaction. Some good orders have come in from outside points, as many buyers are anxious to get in full supplies in good time.

Canned goods are in active demand, and general satisfaction is expressed that canners are supplying well up to margins.

Sugar has shown a further declining tendency and we have to report a drop on Monday last of ten cents per 100 pounds, with weakness still the ruling feature.

Syrups and molasses are not attracting great attention, although a better demand is evident for maple and other syrups.

Coffee still continues to show attraction and demand is steadily getting more interesting.

Tea has been uninteresting during the week under review. Prices, however, are ruling firm, with strong reports from foreign points.

Foreign dried fruits are occupying a good deal of attention. Arrivals are not coming to hand quite up to expectations, but this is attributed to hurried shipments from primal points and later arrivals are expected to improve.

Rice and tapioca are in active demand and are showing a healthy and strong market.

Spice is uninteresting.

Honey is moving well and showing good quality, with prices still firm to almost advancing point.

Beans are increasing in demand, good in quality and stiffening in price.

Fish, both fresh and cured, is showing active business with strengthening prices. Some fresh arrivals are added to our list this issue.

The grain market is showing great activity. Arrivals are coming in fairly well, and prices are evening down, as will be seen by our detail report.

Flour is showing good business, both domestic and export, with prices ruling firm.

Breakfast cereals are moving well, with no change to report in prices.

The hide market is revealing a more healthy state, with foreign markets advancing and domestic prices steadying to an even basis.

Canned Goods—There is no new feature in these lines. Trade continues fairly brisk, all lines coming in for a degree of attention. Prices remain unchanged. We quote :

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	0 85	0 90
" preserved, 3's	....	1 47½
" standard, gal	....	2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Blackberries—		
2's, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 27½	8 25
Peas—		
2's, standard	0 62½	0 60
Early June	0 70	0 67½
Sweet wrinkle	0 82½	0 80
Extra fine sifted, 2's	1 22½	1 20
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's	2 52½	2 50
2's, tips	....	2 75
Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67½	1 65
Gals., standard	5 27½	5 25
" solid pack	8 02½	8 00
Rhubarb—		
2's	1 17½	1 15
3's	1 92½	1 90
Gal	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow (flats)	1 90	1 87½
2½'s, yellow (flats)	2 60	2 57½
3's, yellow (flats)	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's	....	0 50
" " 2's	....	0 72
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½
Sardines, French ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ¼s, "	0 85 1 00

Sugar—The local market in sugar has been only moderately active. A deal of uneasiness is manifest, and buyers are not inclined to venture far on ruling basis of values. The most important feature since our last report is a further drop in prices of 10 cents per 100

pounds reported on Monday afternoon, thus still further weakening an already weak position. Now that the season for active demand is over, and stocks are being accumulated at the various factories, there is little prospect of things changing their aspect, and it is undoubtedly a moment of great caution in buying. Foreign markets are likewise weak and uncertain, and every evidence points to a still further weakening. European markets can scarcely be said to have recovered from the heavy commercial failures of the speculative markets, and report says that it is not yet known the extent to which the banks of France are affected.

We quote :

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 23
Berlin granulated	4 23
Phoenix	4 38
Bright coffee	4 23
Bright yellow	3 38
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses.—In molasses local trade has been quiet, and little interest has been manifest. The primal markets report firmness and that full prices are being paid. New York market reports fair business being done, and prices ruling firm. In syrups trade has shown better activity, maple syrups being in good demand and prices ruling firm. We quote :

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—Trade has been showing improved activity for some time past. There appears little doubt but that coffee is making good headway in public favor. Several prominent wholesalers report trade as progressive, and buyers showing more discrimination in selections. Advices from primal points are somewhat conflicting, mention being made af very unfavorable weather, and long continued drought causing anxiety. The New York market, however, at recent date opened lower, closing firm on reduced quotations. We quote :

	Per lb.	
Green Rico, No. 7	0 10	0 10½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
Green Guatemala	0 22	0 25
" Jamaica	0 12	0 18
" Maracaibo	0 16	0 23

Tea—Local markets have been rather flat since our last issue, and there is not much inclination on buyers' part to launch out. Prices are ruling firm for all good teas. The London market reports continued activity, and prices ruling a degree higher. Good common teas were fetching more, and good quality teas were actively competed for, final sales ruling higher. This refers to both Ceylons and Indians. Offerings were reported as slow at coming to hand, but quite sufficient was available to supply all bidders. Altogether the market is considered healthy and firm.

Foreign Dried Fruits—New fruits are coming in slowly, on account of previous orders, but in some instances are not showing up to expectations. It is, however, thought that this is on account of hurried shipments, and later arrivals will improve. Reports from primal markets mainly denote strengthening prices. Currants are quoted at an advance on early prices of some twelve cents per cwt. Sultanas have firmed up equal to fifty cents per cwt., and walnuts are showing a very much stronger position. It is expected that a much higher parity will rule in dried fruits as the season advances and the true state of the market at primal points is realized.

We quote :

Prunes—	Per lb.			Per lb.	
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07½
70-80s	0 06	0 06½	40-50s	0 08	0 08½
			30-40s	0 09	0 10
Candied Peels—					
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 11			
Figs—					
Elemes, per lb				0 10	0 17
Apricots—					
Californian evaporated				0 13	0 15
Peaches—					
Californian evaporated					0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05	up	Vostizzas	0 08	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Sultana selected Valencias				0 05½	0 07½
Seeded, 1-lb packets				0 10	0 12½
California, loose muscatels—					
3-crown					0 05
4-crown					0 08½
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Saira	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples				0 07	0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08¼
Virginia "	0 10

Foreign Nuts—We quote:

For sack lots roasted add 2c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 13½	0 14
" Bordeaux, "	0 09	0 10
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 13½	0 14½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08
Peanuts, roasted, per lb	0 10	0 11
" green "	0 08	0 09

Rice and Tapioca—The demand continues active for these cereals and the situation is one of strength all through. Tapioca continues to be asked for, but spot stocks are practically depleted, with the result of still further strengthening the situation of rice.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 04½
" double goat		0 05½

Spice—There is no feature of interest to report, and previous quotations are firm. We quote :

Spices—	Per lb.	
Peppers, blk	0 16	0 19
" white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 20
Mace	0 80	0 90

Honey—Trade continues of good activity. Demand is gradually increasing and prices are showing still further strengthening, but no notable change is reported. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 08	0 08½
" sections, No 1, per doz		2 00
" " No. 2, "		1 75
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—Reports which arrive are somewhat conflicting as to the real condition of the crop. The general opinion, however, is that it will be a short one, but with good quality showing, consequently prices are firming up, and an advance is reported of 10 cents per bushel.

We quote :

Beans, handpicked, per bush		1 80
" prime, No. 1		1 70
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fresh Fish—The market has been extraordinarily good during the current week. All lines have been in active demand and are expected to continue to be so. We have to quote arrivals of mackerel, which is being quoted at 10 cents per lb. Labrador herrings, salt, at $3 the half barrel. Both of these are added to our list.

We quote :

Frozen halibut, per lb		0 10
Fresh haddock "		0 07
" trout "		0 09
" cod steak, per lb		0 08
" lobsters, boiled, per lb		0 25
" B.C. salmon, per lb		0 10
Shrimps per gal		1 25
Whitefish, per lb		0 09
Herring, "	0 06	0 07
Pickerel "	0 07½	0 08
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies	0 07½	0 08
Ciscoes		1 25
Kippers, 80 to box		1 25
Bloaters, 80 to box		1 25
Mackerel, per lb		0 10
Labrador herring, salt, No. 1, half bbl		3 00

Dried and Cured Fish—The market has steadily strengthened, although no noticeable change is reported. Trade has been very good since our last report.

We quote :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 07
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06½

Grain—The market in grain has been very active. Arrivals from outside points have been coming in in fair quantities, and have been easily placed. Prices are generally somewhat easier and quotations are revised accordingly. Arrivals from Northwest points are slow at coming to hand, and it is difficult to rely upon any date for delipery, a fact which is causing a good deal of discontent. We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88	0 88½
" " hard, No. 1, new		
" " " No. 2	0 85	0 86
Red and white, per bushel		0 79
Barley "	0 48	0 50
Oats, new, "	0 36	0 37
Peas " new		0 74
Buckwheat " nominal	0 57	0 58
Rye, per bushel, " new		0 73

Flour—The local market in flour has shown considerable strength since our last report, but with no further quotable change. There has been considerable domestic trade movement and export trade has been very active with inquiries and some very good sales have been effected. We quote :

Manitoba wheat patents, per bbl. in bags		4 45	4 85
Strong bakers " "		4 25	4 65
Ontario wheat patents " "		3 65	3 90
Straight roller " "		3 50	3 75

Breakfast Cereals— There has been a

good steady trade in all, breakfast cereals. Arrivals are coming to hand in excellent condition, the selected grain showing desirable quality for manufacture. Prices continue firm at previous quotations. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl		5 55
Rolled wheat in boxes, 100 lbs		2 70
" " 50 lbs		1 40
Rolled oats, standard, carlots, per bbl., in bags		4 80
" " " " " in wood		5 05
" " " " for broken lots		5 10
Rolled wheat, per 100-lb. bbl		2 75
Cornmeal		3 35
Split peas		5 00
Pot barley, in bags		4 00
" in wood		4 25

Hides, Tallow, Skins and Wool— The hide market is showing more settled conditions, and good trade is being done at present prices. Arrivals are coming in plentifully but on account of no stocks being on hand, are found only sufficient for immediate requirements. A feature of importance is the strong quotations on the Chicago market. Prices have advanced during past two weeks rapidly, and are several points higher, and ruling firm at that. Some dealers have made contracts in advance as far ahead as February next, at present advanced prices, evidently believing these prices will rule. There is no apparent reason for this, the only explanation being the prosperous condition of things generally, and the consequent incentive to retail trade, which brings active demand, regardless of cost. We quote :

Hides, inspected, No. 1 per lb		0 11½
" " " 2 "		0 10½
Country hides, flat, per lb	0 10	0 10½
Calf skins, No. 1, selected		0 13
" " No. 2		0 11
Lamb skins, best city slaughter		1 05
Deer skins, green		0 12
" dry		0 22
Moose hides, green		0 07
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

The Florida orange crop promises well this year, although it will be well below the great crop that used to be harvested in earlier seasons. Estimates of the yield for 1905 average about 1,250,000 boxes, and much of the fruit has been sold on the trees on a basis of one dollar per box.

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is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

Quebec Markets.

GROCERIES.

Montreal, Nov. 9th, 1905.

A GENERALLY satisfactory trade is reported by grocer jobbers in all lines. A good share of this is due to the fact that close of navigation orders and orders for the Northwest are being rushed out. Collections are reported fairly satisfactory. Renewals are few. Travelers report a good feeling among country merchants who state that the farming community report a generally prosperous season and harvest.

Sugars dropped 10c. on Monday and this steady decline has placed the buying by both jobbing and retail trade on a hand to mouth basis. Some heavy lots of Western Ontario sugars have been placed in this market this week, what effect this may have on local refiners will shortly develop.

Teas continue firm and a satisfactory business reported, all grades sharing in the generally better inquiry.

Canned goods are unchanged and no interesting feature to note.

Molasses is steady and corn syrups in fair demand.

Fish dealers report a better trade and with the first fall of snow and the colder weather in sight a good trade is looked for.

The foreign fruit market generally is strong. The current market has been strengthened by 3d. to 6d. Valencias are steady and Malaga raisins getting more attention on account of the high price of California loose. California prunes are also firmer.

There is no change to report in the coffee situation.

The butter market has shown a decided improvement this week and some heavy business prevailed.

Cheese also advanced both outside and in this market. Provisions are steady and a fair business.

Canned Goods—Trade during the week is reported steady. Deliveries are coming in from the canners and the trade is well satisfied with the percentages that are coming forward. It is reported that some little cutting has been done by some of the jobbers in the way of extra discounts, but no very serious effect so far seems to have resulted.

Strawberries and raspberries are in good demand as the short pack has induced dealers to buy early.

In canned salmon the regular trade was somewhat restricted by the selling of inferior second-run fish. The quality of this is naturally not as good as the choice first pack and buyers will no doubt realize this later on. It would seem to be the proper thing that packers after filling their jobbing orders with first quality fish should take measures to restrict the placing of the poorer second run on the market as it always interferes with the disposal of the earlier bought fish.

Finnan haddies are both scarce and dear, and packers are asking even more than shippers to-day.

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pumpkins—		
3-lb. tins	....	0 72½
Squash—		
3-lb.	....	1 00
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
2's, black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls.....$1.57½
Horseshoe, 5 cases and over—Talls 1.55
Horseshoe, 1 to 4 cases—Flats 1.70
Horseshoe, 5 cases and over—Flats 1.67½
Maple Leaf, 1 to 4 cases—Talls.... 1.57½
Maple Leaf, 5 cases & over—Talls 1.55
Maple Leaf, 1 to 4 cases—Flats.... 1.70
Maple Leaf, 5 cases & over—Flats 1.67½
Clover Leaf, 1 to 4 cases—Talls.... 1.57½
Clover Leaf, 5 cases & over—Talls 1.55
Clover Leaf, 1 to 4 cases—Flats... 1.70
Clover Leaf, 5 cases & over—Flats 1.67½
Arrow, 1 to 4 cases—Talls 1.50
Arrow, 5 cases and over—Talls ... 1.47½
Arrow, 1 to 4 cases—Flats 1.62½
Arrow, 5 cases and over—Flats.... 1.60

Sugar—Refiners dropped sugar 10c. per hundred on Monday, making basis of granulated $4.30. The reports from the foreign beet market, and the New York market, do not indicate any strength, in fact interested parties who have followed the market statistically are of the opinion that a 4c. sugar is not improbable. Scotch granulated is being quoted at $4.10 in 200 lb. bags, and $4.15 in 100 lb. bags. Some heavy sales of Western Ontario beet sugars are reported at prices, it is claimed, not far removed from Scotch granulated price. The continued decline during the past few months has had the effect of placing sugar buying on a hand to mouth basis, both for the jobbing and the retail trade. We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 75
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	3 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

Syrups and Molasses—Molasses is moving along quietly at unchanged prices, namely 35c. per gallon in puncheons with the usual difference for barrels and half barrels. Some cheaper grades of molasses have been offered on the market lately, but these are mostly sold to manufacturing trade. Corn syrups are in fair demand with prices unchanged. We quote:

Barbadoes, in puncheons	....	0 35
" in barrels	....	0 37½
" in half-barrels	....	0 38½
New Orleans	0 22	0 35
Antigua	....	0 33
Porto Rico	....	0 45
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 02½
" ¼-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

Coffee—Local coffee market shows no change, with the exception that it is on the quiet side. Messrs. Watt, Scott & Goodacre in their weekly report under date of 7th report as follows:

Brazil Coffees—Dullness continues to be the keynote in the New York option market. Yesterday's exchange closed firmer on small transactions at about ten points less for the week. The slump has apparently been checked. Information is to the effect that at least a large part of December sales will be covered by actual delivery and that switches for the

month will be less in evidence from this forward. An element of uneasiness is thus removed.

The crop news received recently from Brazil has not been favorable.

New York is weary of carrying more than her share of Brazil's crop. Holders are committed to reduce, if not prohibit, importations until this surplus is in more manageable compass. It thus arises that C. & F. offers are above parity of offers for delivery ex store New York. However, the very influence that stops importation to U. S. has its very evident effect in favor of Canadian buyers at C. & F. terms.

Our readers may have noticed a typographical error in our last week's coffee report in which it was stated that the world's visible supply was 100,750,000 bags less than a year ago, this should have read 1,750,000.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10½
Santos	0 10½	0 11½
Maracaibo	0 11	0 13½

Tea—Business in teas during the week is reported fairly good, the market being firm and prices steady. No heavy trading, however, is reported. There seems to be a scarcity of Japan dust and siftings and one large importer reports having made several offers for round lots to representatives of Japanese houses, but all of them have been either turned down or prices too high. Japan teas generally are firm. Ceylon greens and blacks maintain the firmness reported last week. The advance of 1-2d. to 1d. is maintained. China greens, particularly Ping Sueys, are inquired for, but no heavy business is reported. Jobbers report that country buyers are sending in their orders for teas more freely, indicating that the strong market on teas generally is having its effect on outside trade. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits — The general tone of the market is strong and in some instances marked advances have taken place since our last report.

In currants an active demand combined with a low rate of exchange has strengthened the market considerably, and the low prices at present ruling have had the effect of turning buyers' attention to the Spanish fruit and considerable purchases have been made at very reasonable figures. A firmer market, however, is reported for loose muscatels, while table raisins still remain at the original low figures. Sultanas remain at same figures as our last, the advance having been fully maintained and higher prices are confidently expected.

Walnuts, although no change in the price at place of growth, the rate of freight will make them cost somewhat higher than earlier shipments. Prices remain high and for the moment have kept the demand, but as stocks and import orders are both smaller than usual an improvement is shortly looked for.

Filberts. The same remarks may apply to these as to walnuts, except that a slight advance has taken place in Sicily.

Tarragona Almonds also show advance prices at shipping port, which, together with the excess freight now ruling, has placed them in a very strong position.

Prunes. Californias show strength, and we learn that prices which were accepted two or three weeks ago at the coast have been turned down, holders asking from 1-8 to 1-4c more.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 9, 12.30 p.m.

BUTTER—Very firm market; higher prices looked for; fine creamery, 23c.; choice, 23½c. to 23¼c.; fancy, firm at 23¼c.

CHEESE—Market strong and excited, following report of Peterooro Cheese Board sales. Ontario held strong at 12½c.; Quebecs, 12c.

EGGS—Steady, tending to higher prices; local demand good; supplies getting lighter daily; straight gathered, 21c. to 22c.; select fresh, 23c. to 25c.; No. 2, 18c. to 19c.

PROVISIONS—Live hogs steady at 6c.; supplies, light; demand, good; dressed hogs, $8.75, with good demand; hams easier, 12½c, to 13½c.; bacon higher; 14½c. for breakfast bacon; Windsor, 14c.; lard, unchanged.

Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—There is nothing of any importance to report this week. Jobbers report only usual demand. Prices are unchanged. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—The spice market shows no material change with the exception of stronger feeling in cloves. The shrinkage in receipts at Zanzibar since August 1st, the opening of the season, is nearly 30,000 bales less than the same period last year. The entire new crop this season is expected to be low, somewhat under 60,000 bales. Peppers are in good demand, and the New York market particularly active in these lines. Cassias and gingers are in good demand at steady prices. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—Business is on the quiet side. A slightly better demand for white comb honey exists. Buckwheat, which is in better supply, is having somewhat better sale. There is no change to report however on prices of any grade. We quote:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 08
" comb, new	0 13	0 15
Buckwheat	0 06	0 06½

Maple Products—Maple syrup trade as well as maple sugar is in better condition, and dealers and blenders report good demand from all over the country. Some of this demand is no doubt due to filling up orders for Coastwise and river trade, and Lower Province business.

We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 08½	0 09½

Beans—The bean market is firm and strong, and higher prices are looked for by commission men and dealers. Conflicting reports as to the crop are circulating, and it would seem that the inability to get any quantity bears out the reported shortage. Several cars were sold this week for yellow eyed at $1.60. The ruling prices for smaller lots are from $1.65 to $1.75. We quote:

Choice prime beans	1 60	1 65
Lower grades	1 50	1 55

Fish—The demand for all kinds of fish is brisk, in fact the Fall trade is very heavy, especially on salted and prepared fish. In smoked fish there is a brisk demand for haddie and kippered herring, but bloaters have been scarce. New smoked herring now arriving and meeting with steady sale. In fresh fish haddock is scarce this week, and both lake trout and white fish are now out of season, the close season extending till December 1st. There is an unusual heavy demand for green cod and new salt herrings in barrels and half barrels.

New shell oysters, Caraquete, per bbl	3 00
No. 1 Malpeques per bbl	7 00 8 00
Fresh bulk oysters, standards, per gal	1 40
" " selects, per gal	1 60
Finnan haddies, 15-lb. boxes, per lb	0 07
Fresh, sea trout, per lb	0 09
Kippered herring, per box	1 00
Fresh dore, choice, per lb	0 08½
St. John bloaters (90 in box), per box	1 25
Fresh smelts, per lb	0 10
Smoked herring, in boxes, new, per box	0 12
Fresh B.C. salmon, per lb	0 13
Smoked salmon, per lb	0 25
Fresh halibut, per lb	0 12
Fresh haddock, per lb	0 05
Chilled halibut, per lb	0 10
Fresh steak cod, per lb	0 06
Chilled Gaspe salmon, per lb	0 15
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 20-lb. boxes, per lb	0 06
Boneless fish, 2-lb. bricks, "Gem of the Sea" brand, 20-lb. boxes, per lb	0 05½
Skinless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles, per bundle	6 00
Green cod, new, in bbls., No. 2, per lb	0 03
" " " No. 1, "	0 03½
" " " large, "	0 04

New Labrador salt herring, per bbl		5 50
" " " per half bbl	2 75	3 00
New B.C. salt salmon, per bbl		12 50
" " " per half bbl		7 00
New Labrador salt salmon, in tierces, per tierce		18 00
" " " in bbls., per bbl		13 00
" " " in ½ b ls per ½ bbl		7 50
No. 1 salt mackerel, 20-lb. pails, per pail		2 00
" pick ed lake trout, 100-lb. kegs, per keg		4 75

Evaporated Apples—A continued firmness in evaporated apples is reported by dealers. One of the largest handlers reports having had an offer of 8 1-4c. turned down. Holders in the West looking for from 8 1-2c. to 8 3-4c. and not any too anxious to sell. A leading jobber reports, however, that he was able to secure a car-load at 8c., and it would seem that 8 1-4c. to 8 1-2c. is about ruling price.

Flour—Prices rule steady under a fair demand for all grades. Local demand is good, and some little better feeling is shown in export trade. Considerable shipments have gone forward by the last boats for lower ports, as navigation will shortly close, and buyers are getting in supplies. We quote:

Winter wheat patents	4 90	5 30
Straight rollers	4 60	4 00
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
R yal Household		5 00
Glenora	5 00	5 20
Manitoba spring wheat patents		5 10
" strong bakers		4 60
" bakers		5 00

Feed—A good trade is going in mill feed of all kinds. Prices are steady and unchanged from last week's quotations. Ontario bran is a little easier and demand equal to supplies. We quote:

Ontario bran	14 00	15 00
Mouillie	20 00	21 00
" milled	21 00	24 00
" grained	25 00	27 00

Rolled Oats—The tone of the market is firmer again and the advance of 30c. noted last week has stimulated buying among the jobbers and flour and feed dealers. Higher prices are looked for, and this feeling has toned up the market materially. We quote:

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "		2 60
Rolled oats, "		2 60
"		5 25
" 90-lb. bags		2 70
" 80-lb. bags		2 55

Hay—Hay is in good demand, particularly No. 1, which is not in as plentiful supply as No. 2. Local trade is reported good. Export trade is also satisfactory, and as freight space has been somewhat better, shipments are being rushed out. Prices unchanged. We quote:

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

N. S. Markets.

Halifax, N.S., Nov. 7, 1905.

Provisions.

THE grocery markets are very firm, and some advances have been made in prices, perhaps the most notable being in American barrel pork, which, during the week, was sent up 50c. a barrel here. American clear back is now quoted here at $19.50, duty paid, and four dollars less in bond.

American plate beef is quoted at $14. There is considerable scarcity of hams and bacon, and also fresh pork, on the Halifax market this Fall. The receipts of pork are away below the average. Dealers here who were handling from 25 to 50 carcasses of pork at the same time last year have so far not had a single shipment.

The condition of the Prince Edward Island market, which is a very large producer, is very firm. Halifax buys largely in the Island, but this year shipments of pork from that place are coming in very slowly.

American lard is also firmer, although there has been no recent advance in this market. Dealers say that there has been no Canadian lard on this market for two months, the price being prohibitive. The American article can come in and undersell the Canadian lard even with paying the two cents duty. Canadian lard is now quoted at from ½ to ¼ of a cent above American.

Sugar and Molasses.

The sugar market continues very weak, and dealers here do not care to make any predictions regarding it. The ruling prices here are as follows:

XXX Granulated	$4.50
Austrian Granulated	4.40
Bright yellow	4.30
No. 1 yellow	4.10

There is no change in the molasses situation to report. Business is fairly quiet, though a good demand is looked for as the weather hardens, but no advance in price is anticipated. According to advices from Barbadoes, there is very little on hand there for shipment.

Dairy Produce.

The markets continue active and very firm. The receipts of Nova Scotia butter are not improving any, and the price holds firm. During the week a large quantity of Ontario and Quebec block butter was imported by dealers here. The butter is of fair quality and retails at 24 to 25c. per pound. In fact, the butter situation here this season is causing the dealers much concern. Eggs are firm at last quotations. There has been no improvement in the receipts, and none is looked for. Cheese remains the same.

Fruit.

The situation in the apple market here has not undergone any change. Good fruit is very slow coming in, the producer still holding off for higher prices. He knows the firm tone in the London market, and the shortage of the apple crop elsewhere, so, consequently, he is quite independent, and in consequence he is able to control the price. Good No. 1 fruit is quoted here at $4 per barrel. The quality of the fruit is good. Some hundreds of barrels which were left on the trees in the Valley, and badly nipped by an unexpected frost, are being packed and shipped to the vinegar factories in the Provinces. Except among the well-to-do people, the consumption of apples here this season is very small. The fruit inspectors here are not quite as active as they might be, and some jobbers are making strong complaint on the evasion of the Fruit Marks Act.

Flour and Feed.

Rolled oats have been advanced here about thirty cents per barrel, and are now quoted at $5.60 to $5.70. There is quite a scarcity of cornmeal reported from some quarters. Jobbing prices of flour here are:

75 per cents.	$4.75—$4.85
80 per cents.	4.60— 4.65
90 per cents.	4.30— 4.40
Straights	4.20— 4.30
Manitobas	5.65— 5.75

Vegetables.

Receipts of potatoes are very heavy. Delivered from vessels at the wharves they are quoted at 30c. per bushel. The commission houses ask ten cents more. New Brunswick potatoes are quoted at $1.50 per bag. Turnips, 75c. barrel. Beets, parsnips and carrots are selling at $1.50 per bag.

HINTS TO BUYERS.

"Vleena" figs in 1-lb. baskets are one of the best sellers of the season. The Eby, Blain Co., Limited, report very large sales of this line.

Buyers of canned fruit should communicate with H. P. Eckardt & Co., who are sellers at attractive prices.

"CANNED."

The difficulty of obtaining and transporting fresh foods in Alaska has resulted in an excessive use of canned goods, and the natives have come to consider Americans and canned goods as altogether inseparable.

Recently someone sent a present of a phonograph. The natives were intensely interested, and gathered round to hear the first selection, which happened to be the Lord's Prayer. When it was concluded there was a moment of impressive silence, and then one of the Indian chiefs, with a flash of inspiration, exclaimed, "Ah! Him canned missionary!"

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.
C. R. COOPER
TORONTO SALT WORKS
TORONTO ONT.
AGENTS FOR THE DOMINION SALT AGENCY

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

N. B. Markets.

St. John, N.B., Nov. 6, 1905.

THE trade are finding great difficulty in getting western goods forward, particularly in heavy lines. It is said the trouble is lack of cars, and it is feared the situation will not improve. The Winter export business is now opening and as export stuff must be rushed forward for the steamers, local freight is apt to be side-tracked; add to this the difficulty from snow which will appear later and the outlook is not a bright one. Flour is particularly affected and in this line the trouble is the more serious as stocks are light, the trade having held off from buying, not having confidence in the market.

Those who are fortunate in getting goods forward turn them over quickly. There is nothing of particular interest. The large quantity of American pure lard being imported is a feature. It is many years since such large quantities were brought here. It is a satisfaction to note that Canadian stock has the preference, at a slight advance in many cases, but it is almost impossible to get it. Except perhaps in sugar, values generally are higher.

Oil—Burning oil is still very low. Sales have been very large; this is of course the active season. Lubricating oils are dull. In this line this is the quiet time, prices slow, no change. Paint oils, though not active, are very firm. Turpentine keeps extreme in price. Linseed cannot yet be called high. Cod oil is held at full figures. Stock is small. That coming to hand has been largely exported.

Salt—In Liverpool coarse salt prices are firmly held. This is a rather quiet time. With the arrival of the regular Winter port boats stock can be easily obtained. Fine salt is also quiet.

Canned Goods—The extreme low prices are a thing of the past. The fight seems off; it is gravely doubted if the result warranted the cost. Retailers took advantage of the situation and bought largely. There is one thing which may help matters; the low price at which goods can be retailed should very much increase the consumption, particularly in peas.

Tomatoes are much firmer. The association are not making full deliveries and prices in the States are high.

There is quite a full stock of gallon apples, Maritime Province pack.

Fruits are quiet.

Salmon rather dull.

Domestic sardines are a fair pack.

Haddies and kippers firmly held.

Dried Fruit—In raisins, new goods continue to arrive. Valencias are low and good. In loose Muscatels, Malagas supply the market, being so much cheaper than Californias. In seeded, stocks will be light. Very few Malagas were bought as shippers could not supply the demand, and California stock is extreme in price. Apricots while low show quite an advance. Peaches sell at quite full figures. Prunes are quite high, stocks are light. In currants, large lots of New York cleaned have been received. Imported goods come to hand slowly. New York seeded raisins, quite freely offered. Evaporated apples are higher. Figs are reasonable this season. In onions for good stock higher prices are asked.

Sugar—This continues to be the dull line. While sales are fair, prices continue to drop off. The market is still considered weak. There has practically been no let-up in the decline since the very first of the year.

Molasses—While prices are unchanged and at least in Porto Rico no higher prices are expected, the situation seems quite satisfactory. There is fair, steady demand. Barbadoes is in somewhat light supply.

Fish—In fresh fish, variety as usual at this season is small, chiefly cod and haddock. Dry fish is high, particularly cod; the supply is light. Pollock while high is as usual well below cod. It is, however, not popular. Pickled herring is high. While little fancy stock, general quality is good. Boneless fish has had a large sale, prices ruling rather higher. Pure boneless cod is particularly fine. Smoked herring tends higher, supply not large.

Flour, Feed and Meal—In flour, Ontarios are higher. Manitobas unchanged. While the latter are relatively high there is a large demand. There is extreme difficulty to get stock. Oats and oatmeal are higher. Feed has a fair sale. Cornmeal shows little change. In beans quite full stocks are held, bought at lower prices. Stock of Yellow Eyes much larger than usual, because of the prices. Values are now higher. Barley is dull.

B. C. Markets.

Nov. 1, 1905.

THAT prices could be maintained at fixed standard in Dawson, where conditions do not materially change during the long Winter season, was thought possible by the business men of the northern city, when they formed a combination some weeks ago. It would seem as if they had a good prospect of success, as the supplies are all in for the Winter, and transient population is practically all out, by this time. With such a steady situation the merchants have, nevertheless, been unable to keep to a schedule of prices. Recent despatches announce that prices have been cut and merchants are advertising big reductions, each trying to best the other. People are putting in Winter stocks on the strength of the cut in prices.

* * *

Shipments of Canadian flour to the Orient are on the increase. The Empress of Japan, which sailed this week, took out 3,000 sacks of Lake of the Woods flour, and 25 tons of B.C. flour, from the Moffett Mills at Enderby, in the Okanagan.

* * *

Keeping pace with the growth of customs receipts in Canada, the port of Vancouver reports for October: Total revenue, $120,560.59; export values, domestic, $991,087; foreign, $3,654.

* * *

Interest continues to play round the prospective terminus of the Grand Trunk Pacific Railway. Rumor has off and on determined that it is to be on Kaien Island, not far from Port Simpson, pointing out that the charter calls for a terminus 500 miles north of Vancouver, and that the Kaien location was reserved from public location until the railway people were able to secure it. On the other hand, it is stated that the decision of the G.T.P. people was partly the outcome of purchasing the charter of the Pacific, Northern & Omiaeca Railway, which is to run northwest till it can be used to carry material from the coast for the construction of the rest of the mountain section, as the Skeena river is not practicable as a line of transport. It is asserted that the G.T.P. will cross from Edmonton through the Yellowhead Pass and, coming down the Fraser River, will strike direct to Vancouver across the Lillooet country, Pemberton Meadows, and by way of Howe Sound. To carry out this latter portion of the project, the V. W. & Y., which holds a charter over the Howe Sound and Pemberton Meadows section, will be pushed along to completion, and will be the southern outlet of the new transcontinental line.

* * *

In groceries, the market is quiet, demand light, prices unchanged of recent dates.

tin & Cie.

A MUTUAL RELATIVE.

A late story of Irish wit is located in New Orleans. An Irishman boarded a train in which every seat except one was occupied by two people. This seat had as occupants a young sport and a large, shaggy dog. The Irishman stood by the seat expecting that room would be made for him. The young man did not take the hint, but regarded the other, who was poorly dressed, with ill-disguised scorn. At last the Irishman remarked: "That's a foine-looking dog ye have with ye. What breed is it?"

"It's a cross between a skunk and an Irishman," was the sneering answer.

"Shure, then, it's a relative of both of us," was the instant retort.

BEE-STINGING EXTRAORDINARY.

Bee-keeping is not without its dangers. At present in Delaware a lawsuit is pending to recover the value of a team of horses that were stung to death a short time ago. A farmer was driving through a field of grain, when the horses ran into a swarm of bees, which attacked the horses and stung them so badly that they died. The driver escaped only with great difficulty, and with many reminders of his experience.

CANADIAN FISHERIES.

Canada's fishery industry produced in 1904 $23,000,000.

Canada exported in 1904 over $16,000,000 worth of fishery products.

Cod comes first in value, salmon next.

Canada has 100,000 men employed in the fishing industry.

Nova Scotia comes first in fishing industry, British Columbia second, New Brunswick third.

13,905 seals were caught in 1904 by Canadian sealers.

BEE-KEEPING.

This year the bee industry has been exceptionally prosperous, and the keepers feel justly gratified over the season's result.

KING OSCAR SARDINES

THE NEW PACK

is now arriving with the wholesale trade.
Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

GOODS
YOU CAN ALWAYS
RECOMMEND

GREIG'S WHITE SWAN

JELLY POWDERS,
FLAVORING EXTRACTS,
COFFEES,
SPICES,
COCOANUT,
FLAKED WHEAT,
S. R. BUCKWHEAT FLOUR,
GLUTEN FLOUR,
GRAHAM FLOUR,
WHOLE WHEAT FLOUR,
BREAKFAST FOOD,
THE KING'S FOOD.

All pre-eminent for quality.

THE **ROBERT GREIG CO.**, LIMITED :
WHITE SWAN MILLS
TORONTO

WINDOW AND INTERIOR DISPLAYS

TO MAKE THE STORE ATTRACTIVE

TO make the store attractive should be the supreme aim of every storekeeper. Watch every point of importance and have it right up-to-date.

Have you ever thought how your window display would be much enhanced by the judicious use of attractive lights?

Have you ever tried color lights for your evening window display? The soft, rich tone added from a deep red or green light makes many striking and very beautiful effects, and can be easily made.

There are a number of simple methods by which you can color your own lights to any shade desired.

One of these is the alum solution. Make a strong solution of alum water, and after carefully cleaning your globe, dip it in the solution. Have a rack to dry them on, and dry slowly and evenly. This gives you the plain white, frosted globe.

By adding cochineal, you have a red solution; tumeric makes a yellow; indigo a blue; a mixture of tumeric and indigo a royal purple.

It may be necessary to dip the globes several times that they may have an even coating.

Another good way, simple and inexpensive, is to color a bottle of mucilage and carefully coat the globes with same.

If the colored lights have not been extensively used in your town, try them at once, and you will be quickly convinced that they are most effective in attracting the crowds that throng the streets in the evening.

ATTRACTIVE WINDOWS PAY.

THE decoration of the store window is looked upon by a great many grocers from the standpoint of what it costs, the time of the clerk, etc., and not from the beneficial results, such as the increase in business, that may arise.

They have as yet to be convinced, shown in dollars and cents, that a well arranged window display is a paying investment, that it is one of the best paying advertisements any grocer can use to attract and maintain trade. This has been proven time and again by grocers all over the country, and to those who can't see anything in having well kept and attractive windows we would say, give the method a trial and, like many others, you will be convinced it is a good business policy.

The proof is seen from the fact that the brightest store in the block is always the attraction. Those in a hurry will stop and look at a well-lighted and well-dressed window, and in many instances the stopping means a sale.

WON'T BRING BUSINESS.

To the average grocer a window display simply means the packing of a number of cans or packages and then sticking a price on them. It is rarely ever that such a display brings any business. Of course, it is preferable to no display at all. But it is not a display that will bring new faces into a store or influence the sales of regular customers.

One thing at least every grocer can do, but to judge from recent observations few do, and that is to keep the windows clean and well lighted.

A TYPICAL COUNTRY STORE.

WE are enabled to produce this week a picture of an up-to-date general store at Brandon, Manitoba. This store has been recently purchased by W. Rourke & Co., from Mr. C. R. Bannings, the late proprietor.

One of Manitoba's Up-to-date Stores. W. Rourke & Co., Brandon.

Brandon has been making great progress of late years, and in keeping with the enterprising spirit, the new proprietors have set themselves to work to put everything on progressive lines. They have had the store remodelled and put in a fresh stock of groceries and provisions. It is a roomy store and measures 120 x 40 ft. It contains every modern facility for carrying on an up-to-date grocery business, has hardwood floors, electric lights, oak counters, cash registers, and computing scales.

Mr. Rourke is well known in the east, having been in the retail grocery business in Montreal for 18 years, and should enjoy a good trade in the west, if experience and ability count for anything.

The Grocer wishes them every success.

CANADIAN APPLE TRADE.

P. B. MacNamara, commercial agent at Manchester, writes:

Liverpool reports that the total arrivals of Canadian apples this season to Oct. 7, numbered 95,528 barrels, as against 127,650 barrels last season. The prices now being obtained for Canadian apples are vastly in advance of last year, yet, if the comparative failure of the English crop and the decrease in foreign arrivals are considered, it might have been expected that a higher range of prices would prevail. I attended the apple salesroom this week, and saw the contents of many barrels dumped into baskets for inspection by the buyers, and am pleased to be able to state that the packing and grading were right, and that the condition of the fruit was excellent. Fairly high prices were obtained, and as much as 25 shillings per barrel, or $6.07, was realized for 20 barrels of XXX Baxters.

FRENCH SUGAR FAILURES.

The Paris Journal states that the French sugar crisis involved known losses of 30,000,000 francs, equivalent to about $6,000,000. The unknown losses have added to the conditions an uncertainty, which makes the situation still more uncomfortable. Three large Parisian banks are said to have been heavy losers and to have tried to conceal their losses in order to save their credit. It is claimed that the banks are creditors to the extent of 100,000,000 francs, or $20,000,000.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 9th, 1905.)

LITTLE that is new offers itself for comment this week in the wholesale grocery market. Conditions are eminently satisfactory as collections show a marked improvement and the trade are buying liberally. Already there is considerable inquiry for groceries intended for the Christmas trade and it is already evident that the demand is to be for the fancy lines.

Sugar is still declining. As noted last week in our telegraphic despatches there has been another decline reducing the price to a base of $5.05 per cwt. for Montreal granulated in barrels. An important change has also been made in the method of stating the price of sugar for Manitoba points. Up to the present time different prices have been quoted for different points in the Province, but in future the base price will be the Winnipeg price. Merchants will buy at the Winnipeg price and pay their own freight. While the change is essentially one of method in reckoning it is said by the wholesale trade that it will have the effect of making higher prices in many parts of the Province.

New evaporated apples are arriving on the local market in quantities and are being sold at the high prices quoted some time ago in these columns. New dried apples are also opening high.

Owing to the high price of California muscatel raisins as compared with Valencias there are none selling in Winnipeg at the present time. At this time of year the Valencias are fully as popular as the muscatels when prices are on an equality and with the big difference now existing the demand has been entirely diverted to the Valencias. Unless the California prices are reduced there will be very small sales this season. The only California raisins selling in quantities on the local market at the present time are the seedless varieties for which there is always a steady demand.

New Digby chicks are on the market and they are quoted at 14c. per box.

Canned Goods—There is nothing new in the canned goods situation. Prices continue steady and they are quoted as follows:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, 1.s., group 1, per 2-doz. case	2 13
" " 2 and 3, per 2-doz. case	2 08
" Lombard, 1.s., group 1, per 2-doz case	2 23
" " 2 and 3, per 2-doz case	2 18
" greengage, 1.s., group 1, per 2-doz. case	2 33
" " 2 and 3, per 2-doz.case	2 28
Peaches, 2 s, group 1, per 2-doz. case	4 68
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2 s, F.B , group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3 s, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 4lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " 2 & 3..	3 58
" black, new " " 1	3 53
" " " 2 & 3..	3 48
Strawberries, " " 1	3 33
" " " 2 & 3..	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2 s, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunchtongue (Clark's). 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ¼ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—As noted above another decline last week reduced the price of sugar to a basis of $5.05 per cwt. for Montreal granulated in barrels. At the same time an important change has been made in the method of calculating the price of sugar in Manitoba. The Winnipeg price is now made the base price for the Province, and country merchants may now calculate the price of their sugar at the Winnipeg price plus freight charges to their station. That is, in future sugar will be on the same basis as any other goods bought in Winnipeg. It is true that Brandon will still be a distributing point for the refineries, but the price in Brandon will be the Winnipeg price plus the freight to Brandon. The general effect will probably be to raise the price of sugar throughout the Province. We quote:

Montreal granulated, in bbls	5 05
" " in sacks	5 00
" yellow, in bbls	4 55
" " in sacks	4 50
Wallaceburg, in bbls	4 95
" in sacks	4 90
Icing sugar in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 25
Powdered sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 90
Lump, hard, in bbls	5 75
" " in ½-bbls	5 85
" " in 100-lb cases	5 75
Raw sugar	4 25 4 50

Syrups and Molasses—The trade in molasses continues quiet and uninteresting. Syrups are moving in larger quantities and a revival of interest in corn syrups is reported. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00
" " 5-lb tins, per 1 "	2 40
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ½ "	2 15
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33½
" 5 gal. bats, each	2 25

Coffee—Prices are quoted as follows:

Whole green Rio, per lb	0 11
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 34
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. "	0 24

Cocoa—An improved demand is reported. Prices are still quoted as follows:

Epps' ¼ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 18
Cowan' in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 30
" " tins, "	1 30
" " 7-lb. tins, per lb	0 25
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 35
" " " strawberry, "	1 85
" " " raspberry, "	1 80
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 50

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes "	0 03
Blue fish "	0 13
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 12½
Halibut "	0 11
White fish (L. Winnipeg), per lb	0 06½
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " 20-1's "	5 00
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 06
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Packed, guaranteed and shipped in any quantity by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791 WINNIPEG.

Nuts—The Christmas trade is responsible for a greatly increased demand for nuts now reported by the jobbing houses. The new almonds and walnuts are moving fast. We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" " Marbots "	0 13
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Foreign Dried Fruits—Owing to the abnormally high price of California muscatel raisins as compared with Valencias very few, if any, are selling on the local market. When prices are on an even basis at this time of year many people prefer the Valencias; hence it is evident that unless the price of muscatels is reduced the demand will be entirely diverted to the Valencias. Of course California seedless raisins are selling well. We quote:

Sultana raisins, bulk, per lb	0 6¾
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers, "	1 85 2 00
California raisins, muscatels, 2 crown, per lb	0 09
" " 3 "	0 09½
" " 4 "	0 10
" " choice seeded in ¼-lb. packages per package	0 08½
" " fancy seeded in ¼-lb. packages per package	0 08¾
" " choice seeded in 1-lb packages per package	0 10¾
fancy seeded, 1-lb. packages, per package	0 11½
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06¾
" 70-80 "	0 07½
" 60-70 "	0 07¾
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05¾
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06¾
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—There is a brisk demand at present. Prices are quoted as follows:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Spices—Prices are quoted as follows:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70
Black pepper, per lb	0 18
White "	0 25
Cinnamon (ordinary), per lb	0
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Rice Tapioca and Sago—Tapioca is weaker, but there has been no quotable change. We quote as follows:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	5 00
Sago, per lb	0 03½

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B.

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Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick.
Wholesale only.

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

Pot and Pearl Barley—Prices continue steady and they are quoted as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated Apples—New evaporated apples are now on the local market in good supply, and the opening price is about 9 3-4c. per lb. in 50 lb. boxes. Dried apples are also opening high, the price ranging from 7 3-4c. to 8c. per lb.

Beans—As noted last week, the opening price for new beans is about $1.75 per bushel.

Woodenware—Prices are steady at the reduction noted two weeks ago. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 00
" " " No. 1,	8 75
" " " No. 2,	7 50
" " No. 3	6 40
" " nests of No. 1, No. 2 and No. 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Glass Fruit Jars—Prices for season of 1905-06 are as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins'	½ pints, per doz		$3 65
" "	pints, "		6 00
" White's	½ pints "		0 90
" Paterson's	½ pints "		0 90
" "	pints "		1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

"PRINCE OF WALES"

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

CLARK'S MINCE MEAT

is packed in Tins—1s, 2s, 3s, 4s, 5s;
in Wood Pails—25s; Tubs—50s.

If you are looking for quality

Try a sample order.

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are quoted as follows:

Rolled Oats, 80-lb. sacks, per cwt	....	1 85
40-lb. " "	....	1 90
20-lb. " "	....	2 05
8-lb. " "	....	2 25
Cornmeal, in sacks, per cwt	....	1 85
" in ½ sacks, "	....	1 90

HINTS TO BUYERS.

The Customs returns of last week show that there were 21,699 pounds of "Salada" Ceylon tea exported from Toronto to the United States; this is the tea that received the highest award and gold medal at St. Louis Exposition last year.

A. F. MacLaren Imperial Cheese Co., Limited, agents for Huntley & Palmers, Limited, the English biscuit manufacturers, have a large shipment of these goods coming in this month. This is the kind of article that your customers want for Christmas.

A. F. MacLaren Imperial Cheese Co, Limited, are landing ten or eleven carloads of Maconochie Bros.' peel, pickles, sauces, preserved fish, marmalade, etc., and have further shipments coming in shortly. These goods are coming to the front rapidly and only need introduction to you to make you as enthusiastic about them as are the agents.

A. F. MacLaren Imperial Cheese Co., Limited, call the attention of the grocery trade to their advertisement of maple syrups on another page of this issue, the perusal of which will be found to be very interesting.

COMMERCIAL TRAVELERS' OFFICERS.

The quarterly meeting of the Dominion Commercial Travelers' Mutual Benefit Society was held in Montreal last Saturday, with the president, Mr. Alex. A. Murphy, in the chair.

A most satisfactory report was read, showing an increase in the membership, and also an increase in the reserve fund.

The nomination of officers for the ensuing year was then proceeded with, resulting in the election of the following geotlemen by acclamation: President, J. S. N. Dougall; vice-president, Richard Booth; treasurer, Chas. Gurd; trustees, David Watson, E. H. Copeland, Max. Murdock, J. F. L. Dubreuil, and J. N. Christie.

The newly appointed president, Mr. Dougall, retires this year from the presidency of the Dominion Commercial Travelers' Association, having filled that office for the past two years.

PUSH ON.

Hold up your head and push on!

If you want to succeed and get to the top of the tree, devote all your thoughts of your business.

School yourself into being all eyes and ears.

Never miss the opportunity of meeting men likely to be of use to you. Make yourself pleasant to them at first, then try to make yourself useful; then, maybe, they will find you indispensable to them.

When you have made up your mind to do a thing, do it; let no one divert you from the road that leads straight to the goal.

Have confidence in yourself. If you cannot swim, go and look at people swimming, and say to yourself: "They can do it, therefore, I can," and you will do it after two or three "trys."

Put up with the hard times in a manly way, and they will be soon over.

No one who has character (with or without talent) has any business to be poor. Any one who has health and character must more or less succeed. No one has any business to vex his friends and acquaintances by grumbling, complaining, or striving to win pity or sympathy.

Hold up your head, push on, and you will get there.

Mr. F. A. Kelly, who has been with the Grimm Mfg. Co., Limited, Montreal, for ten years, representing them on the road, was married on the 18th ult. to Miss McGarry, of Peterboro, Ont. Mr. and Mrs. Kelly, after a tour through the Eastern States, will take up their residence in Montreal. As "Fred." has always been in the maple sugar business, the sweetness of married life will be thoroughly appreciated.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCIES WANTED.

MANUFACTURERS' agent desires correspondence with British and American manufacterers of grocers' specialties desiring representation in Western Canada. Address P.O. Box 702, Winnipeg, Man. [47]

ENGLISHMAN, lately representing large produce house, Manchester, Eng., seeks agency for specialty for Vancouver Island. Address Theo. Caldwell, Victoria, B.C. [47]

MECHANICS WANTED.

GROCERY salesman, experienced and good hustler for high-class trade; must be up in the business; state wages expected. McLaurin & Dow, Fort William. [f]

BAKER wanted, must be first-class man. W. C. Talbot, Aylmer West. [f]

BAKER wanted; good steady man for bread shop; state wages. Apply to C. Dannecker, Stratford, Ont. [f]

WANTED at once, third miller, capable of taking charge; part night work; steady situation. Apply, giving references, to Quance Bros., Delhi. [f]

WANTED immediately, first-class, all-round clerk, for general store; state age, salary and experience; none but first-class need apply. Ledingham & Corlett, Williamsford. [f]

WANTED, a good, all-round retail candy maker; steady work and good pay; at once. T. J. Leary, "The Chocolate Man," Montreal. [f]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

THE PATH THE CALF MADE.

One day, through the primeval wood,
A calf walked home, as good calves should;
But made a trail, all bent askew,
A crooked trail, as all calves do.

Since then two hundred years have fled,
And I infer, the calf is dead;
But still he left behind his trail,
And thereby hangs my moral tale.

The trail was taken up next day
By a lone dog that passed that way,
And then a wise bell-wether sheep
Pursued the trail o'er vale and steep
And drew the flock behind him, too,
As good bell-wethers always do.

And from that day, o'er hill and glade,
Through those old woods a path was made;
And many men wound in and out,
And dodged and turned and bent about
And uttered words of righteous wrath
Because 'twas such a crooked path.

But still they followed—do not laugh—
The first migrations of that calf,
And through this winding woodway stalked,
Because he wobbled when he walked

This forest path became a lane,
That bent and turned, and turned again;
This crooked lane became a road,
Where many a poor horse, with his load,
Toiled on beneath the burning sun,
And traveled some three miles in one;
And thus a century and a half
They trod in the footsteps of the calf.

The years passed on in swiftness fleet,
The road became a village street;
And this, before men were aware,
A city's crowded thoroughfare;
And soon the central street was this
Of a renowned metropolis;
And men two centuries and a half
Trod in the footsteps of that calf.

Each day a hundred thousand men
Followed the zigzag calf about,
And o'er his crooked journey went
The traffic of a continent.
A hundred thousand men were led
By one calf near three centuries dead,
They followed still his crooked way
And lost one hundred years a day;
For such reverence is lent
To well established precedent.

A moral lesson this might teach,
Were I ordained and called to preach;
For men are prone to go it blind
Along the calf paths of the mind,
And work away from sun to sun
To do what other men have done.

They follow in the beaten track,
And out, and in, and forth, and back,
And still their devious course pursue,
To keep the paths that others do.
But how the wise old wood gods laugh
Who saw the first primeval calf,
Ah! many things this tale might teach,
But I am not ordained to preach.

—National Live Stock Reporter.

A CASE OF LUCK.

Here are two striking advertisements which appeared once in a local newspaper. The first ran:

"In consequence of annoying mistakes, Thomas Smith, the baker, begs to announce that he is not the same person as Thomas Smith, the sweep, and that he has no connection with the latter individual."

The second, which appeared the following day, ran: "Thomas Smith, the sweep, who was stated yesterday to be a different person from, and to be in no way connected with, Thomas Smith, the baker, wishes, for the sake of distinction, to be known in future as Lucky Thomas Smith."

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

At the Desk

is where the most worry is encountered—to keep accounts straight—to have them always up-to-date, and to be able to render them when they are due. Adopt the

MONTHLY ACCOUNT SYSTEM

and you eliminate at least one-half the amount of work and worry.

Your customers will be better pleased when they get their accounts every month. Merchants all over the country will tell you they would not revert back to the old style again under any consideration.

We Manufacture Systems for All Kinds of Business.

Write for Catalogue A.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto :: Montreal :: Winnipeg

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

AN INDUSTRY FOR YARMOUTH.

MANY years ago, in fact since the first settlement of Yarmouth, its inhabitants have been deeply interested in the fisheries—not only so, but many of its hardy sons have toiled and built vessels for the purpose of prosecuting this industry.

As the place advanced in population and in enterprise the list of fishing vessels grew in proportion and for many years every resident could point with pride, as well to its fishing as to its deep sea sailing fleet.

Yarmouth seemed particularly adapted to the prosecution of the fishing business, but of late years, through some ill-starred fate, the fleet has dwindled until to-day there are but few, alas too few, vessels engaged in this important enterprise.

This is not as it should be, and Yarmouthians can easily take a lesson from their neighbors in Digby and Lunenburg Counties. For several years past quite a fleet of Digby vessels have entered Yarmouth with fares of fish caught immediately off their shores, and last week two Lunenburg vessels also came here with full fares to obtain some supplies.

With the best shore fishing grounds at hand and with a long experience in the construction of all sorts of vessels, it really appears to be too bad that not more of the coming generation are engaged in this hardy but lucrative industry.

INTERESTING TO POULTRY MEN.

Some practical experiments have been made by the American Government as to the proper construction of poultry houses, how much space should be allowed to a given number of fowls, etc.

At the experiment station in Maine it was found that the best possible results were obtained by allowing from eight to ten feet of floor space for each hen.

After scientifically ascertaining the number of respirations a minute of a fowl, the poultryman says that in a wooden poultry house with the ventilation at the top the air apparently changes about four times an hour.

Each bird must, therefore, have at least the amount of space mentioned above allotted to it. Overcrowding is said to diminish egg production and encourage croup, tuberculosis and other diseases. The air in a house with the bottom out is said to be twice as good as one with the bottom in, the air changing twice as quickly, probably accompanied by a draft.

A GOOD REPORT OF THE LAND.

One of the greatest Canadian enthusiasts in the trade is surely Martin Niermeyer, export manager for G. F. Sutton & Sons, London, England.

Mr. Niermeyer has recently returned to England from a trip round the world which occupied almost two years, during which time he visited almost every part of the British Empire. Of all the countries in the world, however, Canada attracts him most forcibly, and though he reached Halifax in February and did not arrive in Vancouver until April, he considers his Winter's experience one of the pleasantest he ever had. According to his judgment Norway and Sweden do not begin to compare with the west of Canada in point of scenery and climate. Mr. Niermeyer has been considerably on the move during the past 20 years, and is a much-traveled man, and though he visited Canada a few years ago he had not been across the country from Winnipeg to the coast. He is greatly impressed with the possibilities of Canada, and loses no opportunity of speaking in glowing terms to British merchants and manufacturers with whom he comes in contact.

TRANSPORT OF GRAIN.

As a result of the situation at the eastern terminals of the lake grain route the C.P.R. has made arrangements for shipping a million and a half bushels of wheat all-rail before the close of navigation. This grain is being sent forward for exporters who are unable to fulfil their obligations in any other manner. Although it is understood that the railway company is giving an exceptionally favorable rate, the exporters stand to lose a considerable sum by being compelled to ship by rail instead of by water.

THE BEST

is what you want every time and what your customers want all the time, and every time you sell

JAMES' DOME BLACK LEAD

your customers are getting the best stove polish that has been on the market for over half a century.

W. G. A. LAMBE & CO., Canadian Agents.

WANTED

1,000 GROCER CLERKS

to secure subscriptions for THE BUSINESS MAGAZINE. We will pay you 50 cents on every yearly subscription you send us.

This is an excellent opportunity to make money, as every business men will see it is to his best interests to subscribe. Call his attention to the following facts and secure his subscription:

THE BUSINESS MAGAZINE is designed to aid the busy man in his reading.

Hundreds of excellent magazines are being published, containing many articles the modern business man should read.

He has not time to read and cull from them the timely, interesting, entertaining and helpful articles he needs; we do that for him.

THE BUSINESS MAGAZINE contains each month a varied and carefully selected series of articles from the best magazines of the world.

In addition to this, the magazine will contain three other strong features:

A very complete list or index of the other important articles of the month and where they are to be found, but for which there is not room in the current issue of THE BUSINESS MAGAZINE.

A list of new books of special interest to business men.

And as the number of magazines in Canada from which extracts can be made is small, one or two interesting original articles on Canadian men and affairs will be published.

Annual subscription Two Dollars.

The MacLEAN PUBLISHING COMPANY, Limited

MONTREAL TORONTO WINNIPEG LONDON, ENG.

WALL PAPER

We have the factory equipment—the shipping facilities—the office system—the selling staff—WE HAVE THE GOODS to guarantee satisfaction and profit to the dealer handling our Wall Papers.

Have Our Salesman Show You the Line, or Write for Samples.

STAUNTONS LIMITED
TORONTO

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,			$4.50 per case		24 pints to case, wine measure,		$2.50 per case
12 ½-gal.	"	"	"	4.80	"	12 qrt. bottles,	2.40	"
24 ¼-gal.	"	"	"	4.80	"	5-gal. tin, Imperial measure, 1 to case,	3.90	"

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

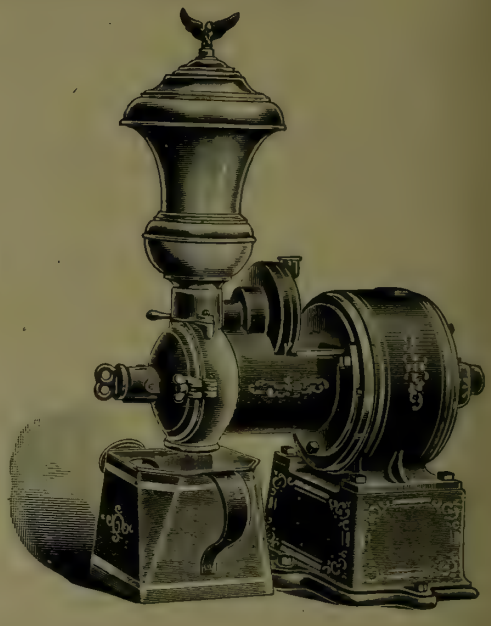
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

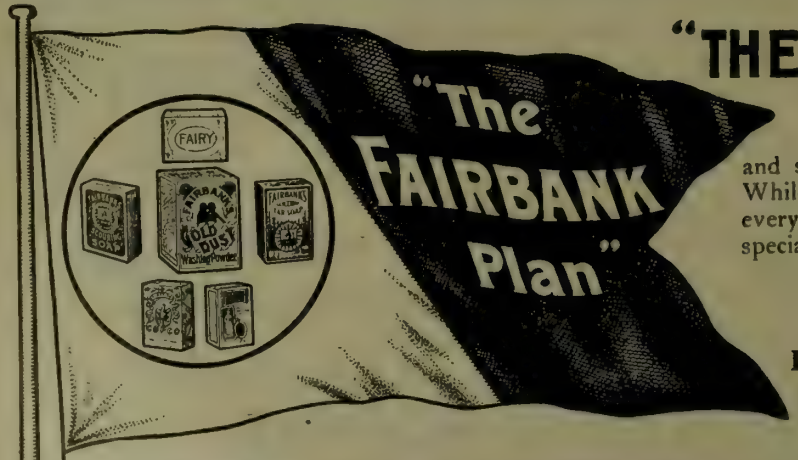
The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



"THE FAIRBANK PLAN"
LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

BOOKS FOR BUSINESS MEN

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on :

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Short Cuts, Correspondence Helps, Card Systems, etc.

$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

The Buyer, The Manager, The Superintendent, The Book-keeper, The Secretary, The Sales Agent and all those interested in knowing "what it costs" should secure a copy. Send for circular

Price, $3.00 Post Paid

Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

Some Subjects Treated

Accounts Receivable	Accounts Payable
Adjustments	Assets
Averaging Accounts	Bad Debts
Balance Sheet	Bond Accounts
Bank Accounting	Capital
Capital Stock	Card Ledgers
Cash Books	Cash Discounts
Checking Systems	Cost Accounts
Cross Entry	Distribution of Accounts
Depreciation	Double Entry
Expense	Installments
Interest	Journals
Ledgers	Merchandise Accounts
Etc.,	Etc.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Price, $3.00 Post Paid, Bound in Half Leather

The MacLean Publishing Co. Toronto Montreal Winnipeg Limited

FRESH AND CURED FISH

JAPAN'S GREAT FISHERIES.

JAPAN leads the world in the economical and scientific development of its fisheries. It has more persons engaged in this industry, says Dr. H. M. Smith, than any other nation. Sharks are among the commonest food fishes of Japan. They are sent to the markets to be "butchered," like beeves in other countries. The extent of the Japanese fisheries may be judged from the size of the nets employed by the fishermen. Doctor Smith tells, in the National Geographic Magazine, of a net employed for catching yellowtails which was more than a mile long. It had a bag 900 feet long, 250 feet wide at its mouth and 125 feet deep. On one occasion 10,000 fish, averaging 20 pounds in weight, were taken at a single haul.

NEW FISHERY STATION.

Five new fishery stations will be opened on the lower Detroit River by the Dominion Government, four on Fighting Island and one on Bois Blanc Island. Their chief purpose will be to gather spawn and eggs for the Government fish hatchery at Sandwich. The work will be under the supervision of Mr. William Parker, who has charge of the Sandwich hatchery.

COD PRICES IRREGULAR.

A Newfoundland paper is responsible for saying: "There is no doubt the price of fish is far from fixed or steady just now. A quantity of large cod caught off this port the past season and well cured, sold to one firm for $6.70, while another firm gave $6.80 for similar fish. Competition in buying is very keen, but there is nothing to warrant such figures. No one wishes to see a collapse of any one business house, but how can a firm exist that pays out money with a surety of loss? Fishermen themselves will be the sufferers eventually. If fish ruled at say $5 this autumn it would be better all round."

FISH NOTES.

The Dominion Government has not this year extended the season for taking whitefish and salmon trout for the usual ten days, and as a result the close season commenced on November 1st and will continue throughout the month. There is one exception to this rule, namely, that whitefish may be taken in Lake Erie in the waters bounding the Counties of Kent, Haldimand and Monck where the close season has been abolished.

* * *

Professor Prince, Commissioner of Fisheries, has returned to Ottawa after an absence of several weeks in British Columbia. The commission that have been sitting there adjourned until November 9th, when a conference will be held at Seattle with commissioners from the State of Washington to consider joint action for the protection of the salmon fisheries. The Georgian Bay Commission, owing to rough and boisterous weather, have postponed sittings until next Spring.

* * *

Notwithstanding the reported scarcity of oysters on Prince Edward Island, heavy shipments are being made, the boats running to the mainland carrying hundreds of barrels each trip. The largest single shipment was on Saturday last, when the boat from Summerside for Point du Chene landed 400 barrels at the latter place. These [illegible] were all for the upper Canadian market, where the demand is, as usual, good. The best hand picked oysters are quoted in Halifax at $7 per barrel.

* * *

A letter has been received at the Ontario Fisheries Department from a gentleman in England asking as to the feasibility of transporting Canadian black bass to the Old Country. The writer wants to stock some private waters. Mr. S. T. Bastedo, superintendent of the department, replied, saying that twenty years ago a shipment was made. He recommends that fish hatched this year should be only about four or five inches long, and would be hardy enough to stand a voyage.

* * *

The Department of Marine and Fisheries has decided to build a steamboat for the use of officers of the department employed on Lake Winnipeg. The craft will cost $10,000, and will be built at Selkirk during the coming Winter. Up to the present the department has been compelled to hire boats, and the outlay has been so great that it was decided to build a Government boat. The engineers engaged in the hydrographic survey of Lake Winnipeg and the officers connected with the fisheries will have the new boat at their command constantly, and the cost will be saved in less than two seasons.

* * *

The enormous business being done in British Columbia halibut by the New England Fish Co., of Boston, has been the subject of a good deal of protest by Canadians interested in the same line. The principal grievance lies in the fact or the alleged fact, that these splendid fish, some of which weigh several hundred pounds, are caught in what are regarded as Canadian waters. The halibut is plentiful along the Pacific coast from California to Alaska. T[illegible]lso abound in Hecate Straits and Dixon Entrance off Port Simpson.

The magnitude of the above company's operations may be gleaned from the fact that last year it paid in express charges alone to the C.P.R. over $300,000, whilst their catch was nearly half that of the whole Pacific coast, which amounted to 25,000,000 pounds.

The stock of J. S. Armstrong & Machum, grocers, St. John, N.B., has been sold to F. E. Williams, Limited, at 63 cents on the dollar.

JERSEY CREAM YEAST CAKES

We regret to say we receive numerous letters stating they are unable to have orders filled when ordered through their regular Wholesale House. While we prefer to have **JERSEY CREAM** sold by the wholesale trade, we do not want you ever to be without it—so if **JERSEY CREAM** is cut out write us direct, add a barrel of sugar which will make freight. If you do this a few times the Grocery traveller who sells you will then see that you get **JERSEY CREAM.** Remember, **JERSEY CREAM YEAST CAKES** are the best in Canada—and that they pay you the best profit. We guarantee every package of **JERSEY CREAM YEAST CAKE** sold.

LUMSDEN BROS., Proprietors **Hamilton Yeast Co.**

HAMILTON, - ONTARIO

You'll Be Sure To Handle "Acadia" Prepared Codfish Some day,

if you don't happen to handle it now, and then you'll wish you had tried its selling powers long ago. Why not try it now that you may longer enjoy the profits of handling a popular and fast-selling article?

AGENTS:

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Be sure and get our prices for

Oranges
Almeria Grapes
Figs, Dates
Nuts, Etc.

Have full lines, and prices are right.

NEW CROP

Florida Oranges
Messina Lemons

Ripe and Well Colored.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

It pays to keep Essences like

SHIRRIFF'S FLAVORING ESSENCES

They are sure sellers, and absolutely reliable.
Have you them ?

Manufactured by

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

AN INEXPENSIVE SHOW CASE.

MOST storekeepers have experienced more or less difficulty in displaying their stock of dried fruits. This question, however, has been solved in an easy and effectual way by some ingenious storekeepers. A case is made about the length of an ordinary counter, and any convenient width, a foot high at the back and 7 or 8 inches high in front. It is then divided into as many compartments as is required for the various kinds of fruit. This case can be placed either on a counter or a convenient shelf. By filling each compartment with a nice show of fruit, and a neat show ticket at the back, customers are at once face to face with an attractive and suggestive display. The addition of sliding glass tops will add to the appearance and more than repay the outlay by protecting and preserving from the atmosphere.

METHODS OF SELLING FRUIT.

SOME very interesting and instructive remarks have been made by Mr. A. E. Sherrington, of Walkerton, in the Canadian Horticulturist, on the packing and selling of Canadian fruits, from observations when visiting Europe. We give the remarks for the benefit of our readers :

"After visiting all of the principal fruit markets in England and Scotland, I am more convinced than ever that co-operation among the growers and shippers of Canada and other countries is an absolute necessity if the growers are to retain that market and receive a share of the profits on the products of the orchard. I saw some dickering in Great Britain last Summer that could scarcely be called square dealing, in fact, it was anything but square. Who was the loser in this particular transaction ? No one but the shipper. The commission merchant had his commission and was at no loss. The time is coming when our fruit and other produce will be sold f.o.b. here, instead of by consignment.

"Retail merchants I saw expressed themselves as very much pleased with our method of co-operation in packing apples, and agreed that all products should be sold direct, and not handled on commission.

"I interviewed several retail fruiterers in regard to shipping apples in boxes. A number of them had had no experience with boxes, but said they were willing to give them a trial, believing that they would be very convenient for their trade. Others who had handled apples in boxes were perfectly satisfied that it is the right package for the finer sorts.

During the short time that I was in Europe I had no difficulty in arranging with reliable parties to take all their requirements from our co-operative association f.o.b. here. If the right kind of man was over there one season he would be able to place nearly all the apples grown in Ontario by straight sales to reliable parties. It does not pay to send anything to Europe but first-class goods. When good fruit was offered the buyers vied with each other in bidding but when the goods were inferior bidding was slow.

"It is a great mistake to mark the barrels wrongly. I saw some apples on Covent Garden Market, London, put up at Cloborne, Ont., marked XXX Duchess. I opened some of the barrels and found one marked XXX Duchess which had not a Duchess in the barrel. They were green apples without a particle of color. Another barrel contained Duchess, but only number two, and marked XXX. This kind of packing will not do. It can be prevented by co-operation in packing.

"The need for greater co-operation on the part of Canadian growers becomes more apparent every year. Co-operation will mean better packing and higher prices, and will strengthen the fruit industry in all its branches. Wherever it has been given an honest trial in Ontario it has been a great success. The more of these associations we can have the better for the growers of the Province."

THE APPLE TRADE.

There is great dissatisfaction among fruit dealers over the apple trade in St. John, both as regards the packing done in Nova Scotia and the inspection there. It is stated that the duties of the inspector as carried out are to see that the barrels are all marked with the packer's name, the variety of fruit and the classification. If the marking is all right the barrels are passed, and no attention is paid to the quality of the fruit, to see whether it corresponds with the markings.

ONTARIO MARKETS.

Green Fruits.

Business has shown a good deal of activity during the week under review.

Oranges are coming in in good form, and prices have evened down somewhat.

Lemons are also easier in price, although supply is not over-abundant.

Bananas continue firm, with every indication of demand materially improving.

Grapes are active with previous quotations ruling firm.

The domestic fruits are still coming in in fair quantities. The trade in apples is very good with arrivals scarcely sufficient to fill early orders. Best quality apples are ruling high and good grade apples are easily placed.

We quote :

Oranges, Jamaica, per barrel	4 50	5 00
Oranges, Florida, per box		3 50
Lemons, new Messinas	3 50	4 00
Bananas, large bunches, crated	1 50	1 80
Bananas, 8's, per bunch, crated	1 10	1 35
Peaches, domestic, per basket	0 30	0 75
Tokay grapes		3 00
Almeria grapes, per barrel	6 00	7 50
Apples, barrels		3 50
Cranberries, late Howes, per bbl.		12 00
" crates		4 00

Vegetables.

The local market for vegetables has not been marked by any great activity. Demand continues steady with no particular feature of interest.

Tomatoes are practically finished for the season.

Potatoes are showing increased demand and remain firm at 90c. per bag. We quote :

Jersey sweet potatoes	2 75	3 25
Potatoes, per bag		0 90
Onions, per bushel		0 75
Spanish onions, per small crate		1 00
" large cases		2 75
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
Water Cress, per doz.		0 20
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 50
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 40

QUEBEC MARKETS.

Green Fruits.

Trade has been a little brighter this week, mostly attributed to the last sailings of the boats to the lower ports and buyers anxious to get in stock before cold weather sets in.

Jamaica oranges are doing a little better on account of their condition and quality being more palatable than they have been, and prices show an advance of 25c. to 50c. per barrel.

New crop lemons are a little lower, selling from $3.50 to $4.

Nova Scotia cranberries are very firm, selling from $8.50 to $9.50 per barrel.

Almeria grapes are steady with an upward tendency, due to light receipts and prices being much higher in United States markets. Stocks are light here, which looks like higher prices shortly.

Spanish onions in crates are selling 80c. to 85c.; in cases $2.50 to $3.75.

Red onions are selling at 90c. per bag and $2.50 to $2.75 per barrel, the latter price being for large, fancy stock.

Apples show an improvement in this market, the better variety, such as Spies, Baldwins, Greenings and Russets, in good demand and selling from $3.75 to $4.25; other varieties are in light demand and selling from $2.75 to $3.50. European markets report higher prices, but results do not seem to justify quotations that have been accepted here. Shipments are lighter this week, and cables ought to show higher prices at next week's sales. We quote :

Dates, per lb		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100		3 75
Pineapples	4 00	4 50
Jamaica grape fruit, per box	5 00	5 50
Apples	2 25	4 25
Sweet potatoes, per bbl	2 60	3 75
Lemons, per box	3 50	4 00
Jamaica oranges, per bbl		4 00
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
" California Tokay, per crate		3 50

Vegetables.

The vegetable market shown no change from last week.

Potatoes are coming in in good supply and prices are steady.

California reports a very fine crop of celery, but it is not expected that the first car will reach this market before about the beginning of December.

Onions continue strong in price, the

New Dates are Here

WE HAVE THEM AND ARE SELLING FAST

Hallowees, Sairs and Turkish

RIPE NEW MESSINA LEMONS

We guarantee no green lemons, but perfect, ripe, waxy fruit. Our HOME GUARD BRAND is a beauty.

FLORIDA ORANGES

Eating quality fine now. Heavy, juicy and sweet, $3.50 per box.

OYSTERS and FINNAN HADDIE

WHITE & CO., Limited, Toronto

HAMILTON : Phone 1115. Phone Main 4106.

W. B STRINGER ***The Smile!*** J J McCABE

Handle "ST. NICHOLAS" and you'll wear "the smile." It's the finest brand of **Lemons** put up in Sunny Italy. Equal pack from top to bottom—equal profit from top to bottom.

W. B. STRINGER & CO., Wholesale Fruit Brokers, TORONTO, Sole Agents

F. T. JAMES CO., Limited

FRUITS, FISH AND OYSTERS

Florida Oranges, Almeria Grapes, New Messina Lemons, New Golden Dates. Now in stock or due to arrive.

New Fruit Warehouse, 33 Church St. Telephone Main 5048

Don't buy your ***Malaga Grapes*** until you get our prices.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.

Consignments of Poultry, Butter, Eggs, Etc., Solicited.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto ; S. M. Culp, Beamsville ; C. P. Carpenter & Son, Winona ; Griffith & Woolverton, Grimsby ; Titterington Bros., St. Catharines ; Thos. Oliphant, Clarkson ; C. Lowrey, Queenston.

Malaga Grapes, Cranberries, Lemons, Florida Oranges.

Tally One for the Busy Store

I'll wager the store that is busy has my goods in ample quantity. One dealer tells me he sells more of the **E.D.S Brand** than all other brands put together. He gives two reasons: Reliability, Price. This dealer thinks out things and so "keeps busy." He knows the **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass are the fruits to make room for. If you ordered a trial supply you would soon see the truthfulness of this. Do it to-day.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

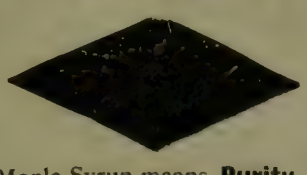
EXTRA FANCY *New Messina and California Lemons*
Almeria Grapes, Florida Oranges
New Hallowee and Sair Dates *New Eleme and Tap Figs*
Price Right. *Quality the Best*
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK
This design a guarantee of quality.

THIN CASE LINING PAPER
ALL SIZES **FOR SHOE CASES** CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

THAT WORD
DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.
ALL JOBBERS
Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.
APPLES A SPECIALTY
THOMSON & MATHIESON
Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.
REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington Ont. A B C Code. 4th Edition used.

POTATOES
Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - TORONTO

scarcity of red quality enhancing the value materially of this desirable grade. We quote:

Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz	....	0 40
Tomatoes, box	....	10 20
Home grown cabbage, per doz	....	0 40
Spanish Onions, cases	2 50	2 75
" " crates	0 80	0 85
Red onions, brl	2 50	2 75
Turnips, bag	....	0 75
Sweet potatoes	2 25	2 50

MANITOBA.

Green Fruits.

Prices are quoted as follows:

Apples, Ontario Northern Spys, per bbl	4 60
" " Baldwins and other red varities, per bbl	4 00
" " Greenings, per bbl	3 75
" Fancy snow, XXX, "	4 75
Almeria grapes, per keg	6 50
Jersey cranberries, per bbl	12 00
Cape Cod cranberries, per bbl	11 00
Late Valencia oranges, 150s to 250s, per case	6 50
" " 126s, 200s, 344s	6 00
Jamaica oranges, per case	5 50
California lemons, "	8 50

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

ST. JOHN, N.B.

Green Fruit.—Apples are high, at least for good stock. Ontario apples are now here and sell quite freely at full figures. While there are almost daily auctions of Nova Scotia apples, only the poorer grades are sold in this way, and prices this year are not as good as usual.

Oranges, rather out of season. Jamaicas are inclined to be poor. A few Floridas are seen, but it is too early for good fruit.

Lemons, while high, are rather easier.

Small fruits, as grapes, etc., largely out of the market, except Malaga and Tokay grapes.

VANCOUVER, B.C.

Fruits—Apples still in large supply, and local stock fill all grades. Demand large, with prices ranging from 75c. to $1.75 per box.

Some Winter pears still offering, the price from $1 to $1.75 per box.

California grapes in large supply yet, with quotations from $1.25 to $2 per crate.

Vegetables—Potatoes still maintain strong position, Ashcrofts being worth up to $28 per ton, and few offering. Local lower mainland potatoes from $14 to $18 per ton. Field roots, turnips, carrots, beets, etc., are in good supply, and prices still low. Cabbage is not so plentiful for Winter storing, and price is fairly firm at 2½ and 3c. per lb.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

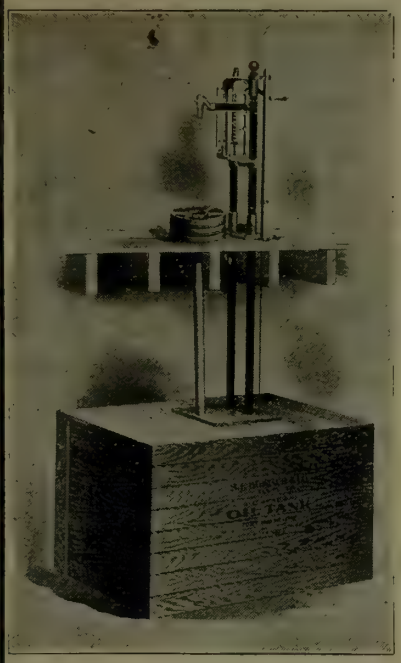
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day,

IT'S FREE

S. F. BOWSER & CO., 530 Front St. W., TORONTO.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited. - TORONTO, ONT.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

The time is here now when your customers will use **MAPLE SYRUP**

Naturally you want to please them and hold their trade You can do both by selling

GRIMM'S absolutely guaranteed

PURE MAPLE SYRUP

Direct from the sugar bush and unadulterated.

WRITE FOR SAMPLE LOT

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies **Montreal**

Sweetened

Unsweetened

STAND AT THE TOP FOR QUALITY

These Milks are the highest standards of excellence on all counts :

PURITY—FLAVOR—RICHNESS

Absolutely reliable

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

For

Quality, Taste, Finish and Style

STEWART'S CHOCOLATES

Are positively unequalled
Simply delicious. . . .

Made Especially for You

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S CHOCOLATES MONEY

"Diamond"
and
"Elite"

Every up-to-date Grocer Knows that the handling of these STANDARD Canadian brands means money to him and satisfaction to his customers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

LOOK AFTER THE CANDY TRADE.

THE candy business is really only in its infancy, each succeeding year developing or extending the avenues through which it can be sold, and the grocer who starts it now will be in position to participate in the enormous profits which are realized from the sale of candy during the holidays. Undoubtedly the sales of candy this year will be unprecedented in the annals of trade, owing to the wonderful prosperity of the country in general and the fact that everybody will have a few dollars to spend for "goodies" during the holidays.

In handling candy the grocer has a decided advantage over the retail confectioner, as the confectioner must pay all of his expenses out of his candy sales, while the grocer has no extra expenses for rent, heat, light or clerk hire over what they would be were he merely conducting a regular grocery business; in other words, his candy trade would be about one-half or two-thirds profit. Would that he could make the same profit off the sale of all his goods!

Heretofore druggists have made considerable out of candy by handling it as a side line, and the same inducement is now before the grocer, after having been tried by many brother grocers who have found good, substantial profit in it.

* * *

As it is with biscuits, so it is with candy—it must be attractively displayed in a neat showcase or in the display window, preferably in shallow pans, neat cartons or special packages or boxes. A display of candy can be made in the front window, along with other goods; but in the showcase it is best to make a separate display by having the cakes, etc., on one side and the candy on the other. The glass of the window or showcase should be washed several times a week and wiped off frequently, for next to having an attractive display, cleanliness will help to win custom and hold trade. A neat showcase of candy will also bring fancy trade, while customers for other things will often be tempted to buy a little candy. Again, a pretty showcase for the candy will add to the attractiveness of the store, and the grocer who has not an appropriate one will find it advisable to procure one at the start, as the candy sales will soon pay for it.

JAPANESE RICE CROP SHORT.

A cable despatch received from Tokio, Japan, says: Notwithstanding the silence of the Government, the real fact is disclosed that Japan made peace at Portsmouth in fear of a financial breakdown. The war proved more costly than had been calculated, and the rice and cereal crops seemed doomed to failure. Instead of sunlight and warmth during the month of August, when the crops ripen, there was continuous rain and exceedingly cold weather. While some improvement may still be in store, it is certain that the rice crop proves to be from 15 to 20 per cent. below the average and far below last year's crop, when it was marvelously large. Six months more of war would have meant very hard times, for the masses of the people are very poor and rice is bread and meat to them.—Modern Miller.

NEWFOUNDLAND FISHERY TROUBLES.

Another serious complication has arrived in the fishery situation at the Bay of Islands when the steamer Active, carrying eight small boatloads of local fishermen, sailed with the intention of proceeding outside the three-mile limit, and there transferring the fishermen to United States fishing vessels, on which they would ship as members of the crews.

The colonial cruiser Fiona chased the Active and threatened her with seizure if she went beyond the three-mile limit without clearance papers. The Active thereupon returned. The customs authorities refuse to grant clearance papers to the steamer except for a bona fide voyage. The United States fishermen are indignant, and threaten to appeal to Washington for a warship. The British cruiser Latona is patrolling the bay to prevent collisions between the rival fishermen.

THE LIMIT.

By the side of a certain portion of a suburban railway stands a glue factory which sometimes gives out a particularly offensive smell.

A lady who was obliged to travel on this line quite often always carried with her a bottle of lavender salts.

One morning an old farmer took the seat beside her. As the train neared the factory the lady opened her bottle of salts. Soon the whole car was filled with the horrible odor of the glue.

The old farmer put up with it as long as he could, then he shouted: "Madam, would you mind puttin' the cork in that 'ere bottle?"

A STROKE OF BUSINESS

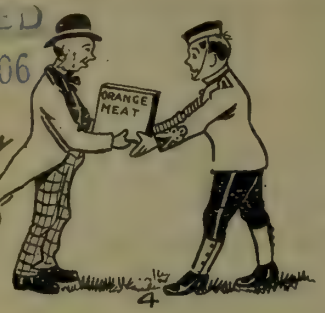
is to buy good goods in good quantity at a good time, and thereby save freight, increase profit and clinch trade. Any person keeping a Grocery Store can make such as troke of business **now**.

are more in demand than ever. We are turning them out as fast as we can. Our suggestion is this: As soon as your stock is sold send in your order—increased. If you haven't a stock send in an order at once. You will note before long that the sales of

PERFECTION CREAM SODAS

are on the "up-go." You'll share in it.

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.



TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
One day was very ill,
The doctors dosed him faithfully
With powder and with pill.
A friend advised him what to take
To put him on his feet;
He has it for his breakfast now,
A dish of ORANGE MEAT.

(To be Continued.)

The friend advised him and the grocer supplied him. That is taking place every day and grocers are gaining thereby. But it doesn't matter what turns the people to

ORANGE MEAT

It's all the same to the grocer who gets the business, and who has tangible proof that he gets it—the Profits. Take a peep into the other grocery stores in your town and see how many of them are without **ORANGE MEAT.** Mighty few! Reason from this, then, that it is time you swung yourself into line and let no sales nor profits escape you. An order for

ORANGE MEAT

is a good investment — more than that, a profitable one.

Send your order in.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

THE
Frontenac Cereal Co.
LIMITED
KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

DELAY IN SHIPPING GRAIN.

WHEAT deliveries along the C. P. R. system indicate that the estimates of the grain crop made early in the Fall will be far surpassed. Already deliveries exceed 25,000,000 bushels, as compared with 11,536,000 at the same period of last year.

The eastern blockade is having a serious effect on prices, and the farmers are the main sufferers. Some idea of the acuteness of the blockade situation may be gathered from the fact that a dealer buying cash wheat to-day would have absolutely no chance of delivering that wheat on December contract at Liverpool. A Liverpool dealer who is at present in the country is reported to have been refused space for cash wheat to be delivered on December contract more than a week ago.

The losses to exporters by the blockade across the lakes cannot be estimated. On one cargo shipped from Fort William the exporters had to pay $500 for delay at Depot Harbor.

This makes vessel owners decline to make charters except at such figures as will actually cover all loss of time. It is almost impossible to charter a vessel for Montreal at the present time under nine and one-half cents. There are rumors of ten cents having been paid.

Other rates known to have been made are seven and a half to Kingston and four and a half to Georgian Bay. Vessels are not averaging much more than one trip in three of former years owing to delays in unloading.

POINTS ON STORAGE CAPACITY.

THE total elevator capacity of Western Canada, including the elevators at Fort William and Port Arthur, with those at interior points, is 45,883,000 bushels.

The Canadian Pacific Railway built its first elevator at Fort William as early as 1884, when elevator "A" was begun. It received the crop of 1885 and was considered a giant in those days, having a capacity of 1,250,000 bushels. It has been joined by B, C, D, and E, all of modern construction and equipment and with a total capacity of 8,500,000, and in addition there are located at Fort William the Empire elevator with a capacity of 1,700,000 bushels, and the Ogilvie with a capacity of 500,000. This gives Fort William a storage capacity of 10,750,000.

Port Arthur, the adjoining town, has the largest wheat elevator in the world. This is the tile tank elevator of the Canadian Northern Railway with a capacity of 6,500,000 bushels. The King elevator in the same town has a capacity of 800,000 bushels. The terminal storage at Port Arthur and Fort William, twin towns on Lake Superior, reaches the immense total of 18,500,000 bushels.

In 1900, just five years ago, there were 519 elevators at interior points in the Canadian west with a total capacity of 15,379,000 bushels. This year there are 1,018 elevators with a capacity of 28,768,030 bushels, representing an investment of close upon $55,000,000.

FLOUR MILL SOLD TO AMERICANS

The Carberry flour mill has been sold by C. J. Hurt to a syndicate of American capitalists, represented by I. Bruce Howard, of Minneapolis. It is understood that the purchasers intend to establish a string of mills throughout the west, and will manufacture for the export trade.

WHEAT FOR MEXICO.

Mr. A. W. Donly reports to the Department of Trade and Commerce that the wheat market in Mexico has suddenly become stringent, and if samples of No. 2 red from Canada are satisfactory, good business may be done. Until December 31, wheat enters Mexico at 70 per cent. reduction on duty.

CEREAL NOTES.

Mr. Alexander MacLean, Canadian agent in Japan, reports to the Trade Department that the latest returns of the rice crops for the current year show a falling off of 19.9 per cent. over last year and 7.2 per cent. over the average yearly production. He reports quite an extensive demand in Japan for fertilizers. Last year the empire imported artificial fertilizers to the value of $2,878,540, while this year the value of the importations amounts to $6,538,178.

* * *

Hall & Son, of Manitoba are contemplating building a warehouse and wheat elevator in the immediate future at False Creek, B.C., on premises acquired from the Canadian Pacific Railway. They also intend building a flour mill in connection with the elevator, and it is understood that arrangements have been made for the supply of power. Wheat will be shipped in bulk from Vancouver until the mill is built, when, if the flour justifies it, the Oriental flour trade will be invaded with Vancouver milled flour.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN" FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO, Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

YOU SHOULD BUY
PEBBLE and PHARAOH

cigars because the inducements I can offer you are most inviting and the cigars themselves the pick of their respective classes.

The Filler of the **PHARAOH** cigar is thoroughly-matured tobacco from the Maincaragua district of Cuba, the Binder is the best Connecticut broadleaf, and the wrapper is a clear Sumatra.

The **PEBBLE** is a high-grade Havana-filled cigar, generous in proportion and extra goood in quality.

Both the **PEBBLE** and the **PHARAOH** are made by experts. I want these cigars to be known as the cigars that are always good.

Order 1,000 assorted and push the **PEBBLE** as a 5-center and the **PHARAOH** as a 10-center.

OTHER GROCERS ARE SELLING THEM

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Are You a T&B Salesman?

Do you sell tobacco? Are you a **T & B** Salesman?

T & B

is no experiment. It is the favorite tobacco.

T & B is attractively put up.
T & B sells well—better every day.
Say you order a trial supply of **T & B.**

DO IT TO-DAY

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

ENCOURAGE TOBACCO SALES.

AT this season of the year a fine opportunity presents itself to push tobacco sales, and nothing can help more than a careful utilizing of the show window.

Do you know that window space properly utilized is one of the most valuable mediums of publicity in the world and the one vehicle most convenient and desirable, calculated to meet the requirements of the conservative, dignified business man or firm who desires advertising ?

Some reasons why.

All other advertising space must be purchased or rented—window space, infinitely more valuable, costs nothing.

All other advertising space is for temporary use—window space constitutes the direct opposite, permanency.

No other advertising space has the article itself behind it—window space has your goods behind it, also the dealer behind it.

All other advertising space costs time and money to keep it in force—window space is ever in good repair and bright ; dealer does it himself.

All other advertising space is practically "dead" at night—window space "works overtime," night and day ; dealer pays for illumination.

All other advertising space involves large expenditure, risk and uncertainty —window space affords maximum results at minimum cost, and is certain.

What did you note in your competitors' windows the last time you went by them ? If something attracted you, it would probably attract your trade. Try it and see.

Pictures always attract attention in the window. If you have or can get anything unusual in the way of a picture, put it in your window the next time you make a change.

Many tobacco merchants are now supplying excellent advertising show cards.

IMPORTS INTO BRITISH INDIA.

The total value of the tobacco imports into British India in 1904-'05, $933,333.93, exceeds by about 20 per cent. the amount imported in 1903-'04. Cigarettes are mainly responsible for this advance. At Calcutta, 584,000,000 cigarettes were imported, of which England furnished 385,000,000 in 1904-'05 ; the United States, 111,000,000 ; China, 66,000,000 ; Egypt, 11,000,000 ; and Straits Settlement, 8,000,000.

THE COSTLIEST CIGARS.

"The costliest cigars in the world," said a tobacconist, "are made for the Barons Rothschild. These cigars cost $1.25 apiece.

"They are called 'Henry Clay Sobranos.' They are wrapped in pure gold leaf and packed in cabinets of cedar inlaid with ivory. A black, rough-looking cigar, they smoke with the most delicate aroma that you can imagine.

"King Edward's cigars only cost a little more than half what the Rothschilds' do."

GREEK TOBACCO.

A COMPANY is being formed in Greece under the auspices of the Bank of Athens with the support of the principal tobacco merchants of Volo, for the purpose of improving the cultivation of tobacco, developing the export trade and manufacturing cigarettes for export. Although the culture of tobacco has improved in Greece, still the quality produced is considered inferior. With the object of improving it the Government has for the past two years been distributing to growers Kavalla, Xanthi and Yenidje seed, which have given very satisfactory results. Experiments have convinced the promoters of the undertaking that they can produce as good tobaccos as Turkey if certain changes are made in the methods of cultivation. The principal market for Greek tobacco at present is Alexandria, but considerable quantities are also exported to Italy, Roumania, Germany, Tunis and the northern provinces of Russia.

TOBACCO NOTES.

Advices from Tokio state that the profits on the tobacco monopoly of Japan this year will be about sixteen million dollars, and probably five hundred thousand dollars more than they calculated upon.

Key West sent to the north the first six months of this year about 15,000,000 cigars ; Porto Rico threw into the United States during the same period about about 40,000,000 cigars, while there came from Cuba during that time 25,000,000 cigars.

Ovila S. Perrault, secretary American Tobacco Company, Montreal, was in the city recently. Mr. Perrault has just returned from a trip in the company's interests to the Pacific coast, taking in also the Edmonton and Crow's Nest Pass districts. Like all returning travelers from the west, Mr. Perrault is enthusiastic over the resources of the west and the development that is taking place.

Mr. Felix Charlan, an expert in tobacco growing, who has been loaned by the French Government to Canada for the purpose of giving instruction in the culture of the fragrant weed and its preparation for market, has arrived in Ottawa. He has been visiting at the Central Experimental Farm, and from there will proceed to the tobacco growing districts of Canada, where he will give demonstrations to the farmers and growers.

To produce the tobacco manufactured in this country during the last fiscal year, 8,110,800 pounds of raw leaf tobacco were imported, paying an excise duty of 25 cents per pound. With this was used 2,995,000 pounds of Canadian

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

tobacco and 1,550,000 pounds of "combination tobacco." Roughly speaking, between one-quarter and one-third of the tobacco sold in Canada is from Canadian leaf. Of the cigarettes sold in this country, only about four per cent. are imported. A few million of those made in this country are the product of Canadian leaf.

The following recipe for cement is considered an excellent one for repairing meerschaum pipes: Take of freshly burnt plaster of paris five parts and freshly burnt lime one part, also have embodied white of egg as much as may be necessary. The plaster of paris and lime must be reduced to very fine powder and mixed thoroughly together, then moisten the surfaces to be joined with a little of the white of the egg. When that is on rapidly mix the powder with white of egg and at once lay the mixture on the broken surfaces and firmly press the pieces together. This egg cement, as it is called, is by some considered the very best thing you can employ, while others say nothing acts as well as what they call the tree meerschaum cement. This is composed of garlic, which is crushed and worked into a dough; it is then rubbed into the two fractures, which are drawn very closely together and bound with fine iron wire and boiled in sufficient milk for half an hour, keeping the fracture well covered in the milk all the time.

BUSINESS CHANGES.

THE business of Harkness & Son, general merchants, Alvinston, Ontario, is advertised for sale by tender.

John Keefer, grocer, Merlin, Ont., is selling out.

John White, baker, Petrolea, Ont., has sold to John McPhee.

H. Snow, confectioner, Toronto, has sold to G. W. Mellish.

T. W. Lamb, grocer, Montreal, has sold to Pelletier Bros.

Robert McCausland, grocer, Boissevain, Man., has sold out.

The assets of R. A. Weilbrenner, Portneuf, Que., have been sold.

Smith & Shea, general store, Radisson, N.W.T., have sold out.

A. E. Wild, general store, Melfort, Man., has sold to W. Frazer.

V. W. Johnston, Rossburn, N.W.T., has opened a branch at Seeburn.

The stock of W. D. Bowes' general store at Stoughton has been sold.

J. H. English, grocer, London, Ont., has assigned to George N. Weekes.

John Courchesne, general store, St. Germain de Grantham, Que., is dead.

The assets of J. W. Cuillerier, general merchant, Cedars, Que., have been sold.

The assets of the Montreal Pasteurized Milk Co., Montreal, have been sold.

R. Cristall, general store, Newdale, Man., is succeeded by A. E. Martin.

Thomas Langton, general store, Lowville, Ont., is succeeded by J. H. Hellikker.

Singer & Co., bakers, Montreal, Que., have dissolved, Herman Singer, registered.

T. McDonough, confectioner, Rainy River, Ont., is succeeded by Ellen Bassett.

V. E. Paradis has been appointed curator of Jules Brisson, Ste. Blandine, Que.

Thomas Watson, general store, Corbetton, Ont., has been succeeded by Chas. Ebel.

Mrs. J. D. Levesque, fruits and provisions, has registered as J. D. Levesque & Cie.

R. H. Waddell, general store, Sperling, N.W.T., has sold his business to Smith & Slaney.

P. E. Beaulieu, general store, Salmon Lake, has assigned to V. E. Paradis. Paradis.

Alfred E. Hopkins, butcher, Woodstock, Ont., has assigned to Edward W. Nesbitt.

G. H. Thompson, general merchant, Renwick, Ont., is removing to Oil Springs.

Ferrie Bros. & Westaway, butchers, Battleford, N.W.T., have disolved partnership.

J. M. Roberts, general store, Strathclair, Man., has assigned to H. Detchon, Winnipeg.

The assets of Jos. Couture, general merchant, North Stukely, Que., have been sold.

Aaron Fink has registered under the style of Smoked Meat Provisions, Montreal, Que.

Bergevin, Gourdeou & Co., grocers, Winnipeg, have been succeeded by Bergevin Bros.

C. Sunderland, general store, Tyvan, N.W.T., has sold his business to H. Stevenson.

Walker & Longmore, general merchants, Lysander, Que., have dissolved partnership.

Jules Brisson, general store, St. Blanome, Que., a meeting of creditors will be held shortly.

R. M. Logan, confectioner, Edmonton, N.W.T., has sold his business to James McIlroy.

Alberic Frechette, general store, Daveluyville, Que., the assets of this trader have been sold.

Oullet & Goulet, fruit merchants, Lachine, Que., Leandre Oullet and Francois Goulet registered.

David Grierson & Co., manufacturers of oat cakes, Toronto, have assigned to E. R. C. Clarkson.

Joseph Hardy, grocer, Quebec, has sold his stock which has been purchased by E. Lafrane.

Eusebe Gibault, grocer, etc., St. Jerdine, Que., has assigned, V. E. Paradis, provisional guardian.

Chartrand & Turgeon have been appointed curators for A. Fiset & Co., grocers, Montreal, Que.

The stock belonging to the estate of O. Bellevance, general store, Letellier, N.W.T., has been sold.

A. A. Perry & Co., grocers, Westmount, Montreal, Que., have compromised at 25 cents on the dollar.

Louis Tremblay, general store, Peribonca, Que., is offering to compromise with 40 cents on the dollar.

J. Courchene, general merchant, S. Germain De Grantham, Que., has assigned to Chartrand & Turgeon.

Hannah Thompson, general store, Oak Lake, N.W.T., Wm. Thompson, the husband of this trader, is dead.

Arthur Martineau & Co., butchers, Montreal, (St. Cunegonde) Que., Mrs. Arthur Martineau registered.

Raoul Julien, baker and grocer, Beauville West, Que., has assigned, V. E. Paradis, provisional guardian.

Wm. Mason and Chas. W. Washer have registered under the style of Dominion Blend Tea Co., Montreal, Que.

W. G. Shoebottom & Sons, grocers, London and Dorchester, Ont., have sold their business to A. E. Mitchell.

R. A. Kirkpatrick, confectioner and tobacco merchant, Port Hope, Ont., has sold his business to Fred. Pedlar.

Jos. Wilfred Paradis and Albert Leclaire, grocers, Sherbrooke, Que., have registered as Paradis & Leclaire.

J. P. Royer has been appointed curator to A. E. Lachance, dry goods and grocery merchant, Sherbrooke, Que.

David Klebanoff and David Muscovitch, manufacturers of tobacco and cigarettes, Montreal, have registered as Klebanoff, Muscovitch & Co.

THE MAN WHO'S AFRAID.

I've paid close heed to the ways of men,
I've observed what the world calls luck,
I have silently marveled, now and then,
At the potent power of pluck;
And this as a bit of truth I hail,
A sentence that's worth one's heed:
The man who is always afraid he'll fail
Don't stand much show to succeed!

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

ARE YOU SELLING
McDougall's Clay Pipes?
THE BEST IN THE WORLD
D. McDOUGALL & CO., Glasgow, Scotland.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 9, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz.	1lb.	$0 85
doz.	6-oz.	1 75
doz.	12-oz.	3 50
doz.	12-oz.	3 40
doz.	½lb.	10 50
doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz. $0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.... per lb. 16½c

"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb. 12½c

"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	3 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 [illegible]
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.0[illegible]

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well,

ROSE & LAFLAMME
MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label- all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½	doz. to case	per doz.,		$ .90
½ " "	4	" "	"		2.40
½ " "	2	" "	"		4.75
½ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMIT

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. cins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	1" 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	2 40

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 2
" " 1-lb. tins	2 25
groats ½-lb. tins	1 25
" 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz. $1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

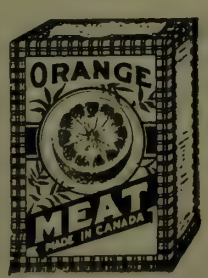
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
" 1-lb. jar. "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40
(Freight paid.)
Cases, 20 25c. packages 4.10
5 case lots 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents

Cement stoppers (pints) per doz.	$ 2 80
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$300 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $3 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 4-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-1b.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

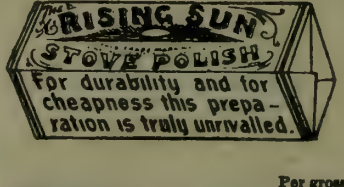
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

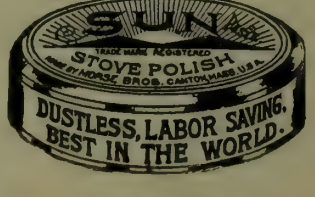
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

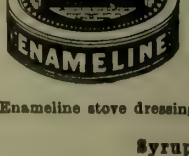
Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

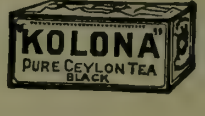
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

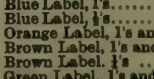
	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-1b. boxes	0 32½

EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz. 5c	1 00
Victoria " doz. 5c	1 00
" " 3 doz. 10c	1 00

GROCERS!

Do you keep a stock of

Southwell's

Jams and Marmalades

on hand regularly? Southwell's goods are standard. No better anywhere. The grocer who keeps up his supply gets the steady trade.

Don't Fail to Send Your Order in Regularly

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

GOLDEN RUSSET BRAND

FOR HOUSEHOLD USE

You can recommend

GOLDEN RUSSET VINEGAR

for household use and feel sure that your recommendation was warranted. Some Grocers carry no other vinegar, but

GOLDEN RUSSET VINEGAR

for they find it the only vinegar trade worth getting.

Recommend **GOLDEN RUSSET VINEGAR** next time and see that you have a stock on hand.

Put up in three strengths.

Prices proportionate.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

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10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Last Week

in the special number of THE GROCER we advertised a package of Opal Ware.

To-day

we received the first batch of Mail Orders, and if the demand continues in the same proportion we shall have to refuse orders.

Get yours in now

Just look up that assortment on page 74 and send a card to-day.

We sell Good Goods Cheap:

GOWANS, KENT & CO.

TORONTO

MINCE MEAT

Do not let your stock in packaged Mince Meat get too low, as the demand this season promises to be particularly good.

Insist on Wethey's

If your jobber does not send it to you, then write us direct. We also have a high-class bulk Mince Meat, packed in 7-lb. and 28-lb. pails. May we quote you?

J. H. WETHEY, LIMITED

ST. CATHARINES, ONT.

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 17, 1905. NO. 46.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

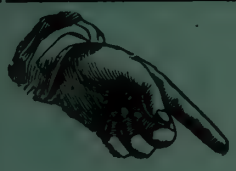
Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.



This brand of **TABLE SYRUP**

is a sure and safe guarantee to you and your customers that **"it is the Best"** that can possibly be made, bought or sold—

"Crown" **Brand**

Its flavor is delicious, color clear and golden, has the proper consistency and above all is absolutely pure product of the finest selected corn—**Buy it. All jobbers.**

Put up in **2-lb., 5-lb., 10-lb.** and **20-lb.** tins; also in **Brls., ½-Brls., Kegs** and **Pails.** Freight paid on 5 cases, or 250 lbs. bulk, to all railway stations east of North Bay.

We carry stock in **TORONTO, MONTREAL** and **CARDINAL, Ontario,** and can ship orders on the day they are received, from nearest distributing centre. We make it a point at this season of the year to ship all orders with especial care and despatch.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

It is Easy to Sell

Soaps that people believe in.

People believe in the Albert Soaps.

If they find you stock one kind they will come to you for the others.

They cover every kind of toilet and household soap; "Baby's Own," Queen's Laundry Bar, The Master Mechanic's Tar Soap, Oatmeal Soap, Burton's All-Healing Tar Soap (used in the leading hospitals).

These Are Good Soaps to Sell

Albert Soaps, Ltd., Mnfrs.

MONTREAL

Mathieu's Syrup

of Tar and Cod Liver Oil

Dealers buy Mathieu's Syrup with confidence—confidence in its selling power.

Sufferers from Bronchitis and other lung and throat affections buy it from dealers with confidence—confidence in its healing power.

This confidence between dealer and customer is the strongest foundation for business success.

Make your stock complete.

MATHIEU'S NERVINE POWDERS have the confidence of all who have tried them. The best remedy for Headaches and all other nerve pains. They are constantly selling.

J. L. Mathieu Co., Proprietors

SHERBROOKE - - - P.Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

"Busy as Bees"

Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"GRIFFINS" Brands

Castile Soap "Shell Brand"

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

Garafalo Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing—always. Profitable to you and the user, too.

SOLD BY LEADING WHOLESALERS

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal **20½ Front St. E., Toronto**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 BOARD OF TRADE, - MONTREAL
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

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TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.
Manufacturers' Agents and Importers.
29 Melinda St., TORONTO

25,000 cases canned goods to offer
TOMATOES PEAS
CORN CATSUP
Finest Goods Packed

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

ST. JOHN'S, N.F.

THOMAS B. CLIFT
Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

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J. K. McLAUCHLAN
COMMISSION MERCHANT
Warehouseman, Shipper and Steamship Agent
Owen Sound, - Canada

VANCOUVER.

J. McA. CAMERON
Manufacturers and Wholesale Commission Agent
Correspondence Solicited
Vancouver, B.C. P.O. Box 912
Reference—Bank of Hamilton

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CALGARY STORAGE
In a new brick block centrally located.
Dingle & Stewart
Winnipeg, Man. Calgary, Alb
COMMISSION BROKERS.

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Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
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Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY?
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
GEORGE ADAM & CO.
Wholesale Brokers and Commission Merchants
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Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CANNED SALMON
1905 PACK
Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
BRANCH HOUSE:
NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

POTATOES
Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - TORONTO

Good Printing Cheap
THE KIND THAT BRINGS RESULTS
Just for instance: 1,000 statements, $1.50; 1,000 billheads, $1.50; 1,000 letterheads, $2.50; 1,000 envelopes, $1.25; the lot for $6.00.
G. A. WEESE & SON,
Toronto, Ont.

Quaker Canned Goods

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

JAPAN TEA

has all the best attributes of the tea plant—is the purest and healthiest tea grown.
Pays you best Profit.

"The man who rests on his oars is apt to be capsized by the breakers."

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, MONTREAL.

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:
ROSE & LAFLAMME,
Montreal and Toronto

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St, Toronto.
Mr. E. A. Smith, St. John, N.B.

To-day's office tickler is a reminder to every grocer that this is the

Mince Meat Season

and that our Mince Meats this season are finer in quality than ever before. They never have been beaten. "Better than ever" means much.

—In small and
—large packages

The T. A. LYTLE CO., Limited

124-128 RICHMOND ST. WEST

TORONTO, Can.

"The Brand

of Quality"

Canned Vegetables, Fruits, Etc.

We are now busily engaged canning

PREPARED PUMPKIN and APPLES

Secure the "Essex Brand. If your dealer cannot supply you write us

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO - CANADA

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

IT'S HOLBROOK'S

"THEN WE KNOW IT'S GOOD"

This is the unanimous opinion of all who have tasted HOLBROOK'S GENUINE IMPORTED Worcestershire SAUCE.

LISTEN!

YOUR CUSTOMERS LIKE IT,
YOUR JOBBER SELLS IT.

YOU SELL IT TOO.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
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D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

RUN-DOWN CUSTOMERS

would buy

SYRUP OF MALT
EXTRACT OF MALT

if you carried them.

You are making a mistake—losing money.

Post Card brings sample.

GEO. SLEEMAN, Guelph, Ont.

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Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on:

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$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

The Buyer, The Manager, The Superintendent, The Book-keeper, The Secretary, The Sales Agent and all those interested in knowing "what it costs" should secure a copy. Send for circular

Price, $3.00 Post Paid

Thorne's Twentieth Century Book-keeping and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

Some Subjects Treated

Accounts Receivable	Accounts Payable
Adjustments	Assets
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Balance Sheet	Bond Accounts
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If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Price, $3.00 Post Paid, Bound in Half Leather

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Ceylon Tea

Green and Black

UNSURPASSED for EXCELLENCE

No Other Soil produces Tea to equal that grown on the plantations of the "Sunny Isle."

No Other Gardens preserve in such perfection the "essentials" of the fragrant leaf in their process of manufacture.

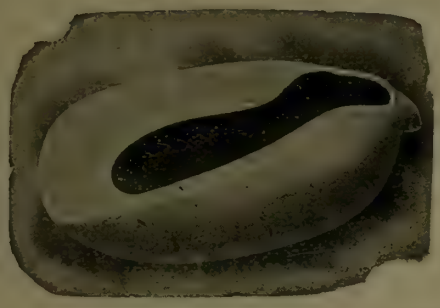
GROCERS!!!

Buy only **Ceylon Tea,** (Green and Black)
The **perfect-selling** Tea

Sell only **Ceylon Tea,** (Green and Black)
The **perfect-drinking** Tea

Ceylon Green, a Perfect, Natural Leaf Tea

The Comfort



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Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Redpath

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

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It's No Longer a Theory It's a Fact

that **Old Homestead Brand** canned goods are incomparably the finest canned goods ever put on the Canadian market.

We Had a Theory

that the fruit and vegetables grown in the fertile Picton district, put up by the best processor in the business, under condition of the most scrupulous cleanliness, would outclass any other canned goods on the market.

We Turned that Theory Into a Fact

We put up our fruits and vegetables in the stoutest tin and the handsomest labels, and we named them **The Old Homestead Brand.**

Then we began to tell the trade about Old Homestead Brand. The trade caught on, so that this year we had to double our capacity. The trade continued to catch on and are still catching on, because they find that **The Old Homestead Brand** are the kind of goods that hold old customers and bring in new ones.

The Old Homestead Brand are now handled by the best grocers all over Canada.

Have you put **Old Homestead in stock?** If not, send for a sample order. If your jobber can't supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario.

QUEEN'S BLEND COFFEE

is now acknowledged by the trade to be the best coffee retailed in Canada—at 40 cents—and is equal, if not superior, to coffees sold at 32 cents wholesale—our price is 28 cents. Join our Coffee Club—ask our travellers what this means. We may quietly hint that it means money in your pocket, better trade, better satisfaction. For further information inquire of our salesman.

Are you pushing the sale of **Jersey Cream Yeast Cakes** and saving the certificates? It means gold dollars to you. Do you not appreciate this way of advertising, giving it to the most deserving man that lives—the grocer?

LUMSDEN BROS.

HAMILTON, - ONTARIO

Canada's Pride Brand Corn and Tomatoes

are the finest things in canned goods that have yet appeared on the Canadian market. Take them any way or time you like, in the field, in the factory, in the can or on the shelf, they win out on comparison with other brands.

The Quality is Right
The Process Up-to-Date
The Label Inviting

Every time you sell a customer a can of Canada's Pride Corn or Tomatoes you may be sure she will come back for more. Insist on having Canada's Pride Brand. If your jobber can't supply you with Canada's Pride, write us direct.

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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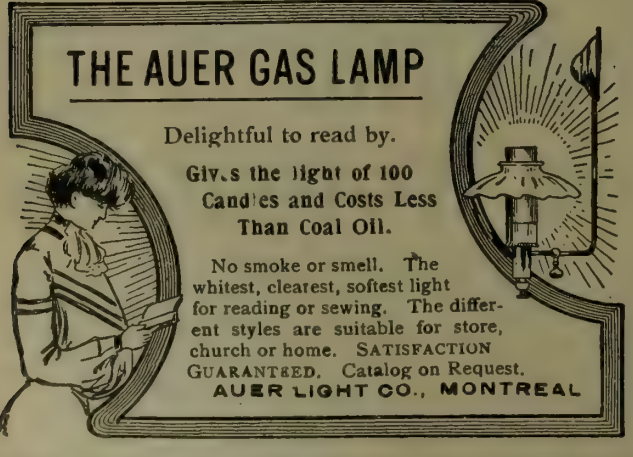
A, ONT, QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
UVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE AUER GAS LAMP



Delightful to read by.

Gives the light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

Automatic Grocer

MERCHANTS have been for years in quest of an Automatic Computing Scale for their grocery departments, and have been experimenting with all kinds of new ideas, but without success.

OUR AUTOMATIC BUTCHER COMPUTING SCALE was an **ERWHELMING TRIUMPH**, and we have adopted the same principle of construction in a Computing Scale for grocers' use which is bound to give the same degree of satisfaction to the grocer.

A SWIVEL BASE allows the scale to be turned to any desired position, so as to be as easily used from one side of the counter as from the other.

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

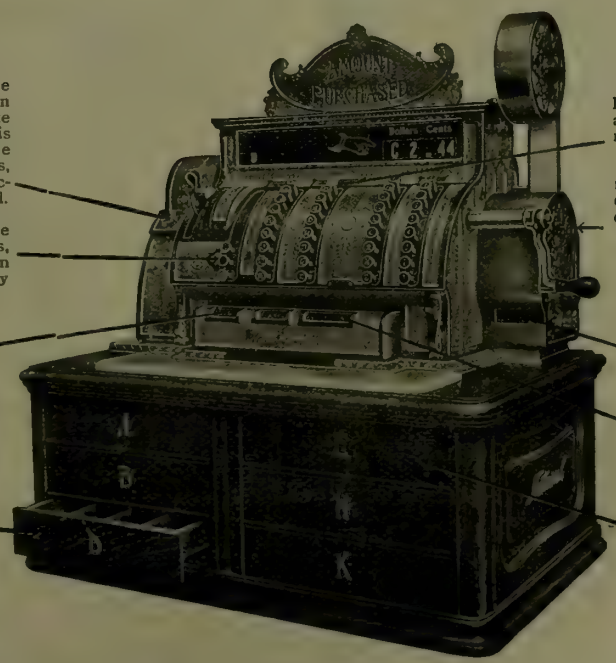
WE MAKE CLERKS ACCURATE

Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.



This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*
_____ *Address*
_____ *No. Clerks*

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

TRUEST AND BEST

Always buy what is known to be the best.
Always sell what is known to be true—Pure Coffee.
Do not let down the standard of your goods and try experiments.
They are costly and ruinous to your trade.

WOOD'S COFFEES

represent what is truest and best, being selected from the finest growths of the world.
We desire to communicate with all in the trade.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

We are pleased to say that the fire that visited our mills on Sunday, the 12th inst., did not in any way affect our Spice or Cocoanut Departments, which are working overtime, as usual.

We have new and more extensive machinery for the Cereal Department already on the way, and hope to be able to ship all orders for **WHITE SWAN** Cereals very shortly. Meantime we ask the indulgence of our friends for a few days.

The ROBT. GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

TEAS TEAS TEAS

Our Blends in Bulk :

Coronation
John Bull
King's Royal

"CEYLOYA" CEYLON TEA

In Lead Packages

For Strength, Flavor and Quality are Unequalled

Warren Bros. & Co.

Wholesale Grocers
Toronto

TARIFF COMMISSION IN MONTREAL

LAST week, on the 7th, 8th, 10th and 11th insts. the Tariff Commission met in the board room of the Board of Trade, Montreal. Hon. Mr. Fielding, Finance Minister, presided. Associated with him were the Hon. Mr. Paterson, Minister of Customs, and Hon. Mr. Brodeur, Minister of Inland Revenue.

At the first session of the Commission the wholesale grocery interests were heard, represented by Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., Mr. C. A. Chouillion and Mr. C. H. Binks.

The grocers, representing some of the largest importers, asked that raisins, currants, etc., be placed under the same classification as teas and coffees, that is, if imported direct from place of growth they be allowed to enter on such a basis as will prevent their re-importation from the United States. In the case of teas and coffees they are allowed to enter free when direct from the place of growth, whereas if brought in from the United States on other than a direct bill of lading they are subject to a duty of ten per cent. ad valorem.

The Americans, they claimed, utilized Canada as a slaughter market, and thus created unfair competition.

Interest of Shippers.

Hon. Mr. Paterson pointed out that the French treaty prohibited the altering of this Act so far as regards that country ; as far as other countries were concerned a change was possible. The Minister also brought up the question as to whether the wholesale grocers did not favor direct importation through Canadian ports on British or Canadian bottoms.

Messrs. C. O. Chouillion and L. E. Geoffrion stated that they were not opposed, only so far as there might not be sufficiently good facilities. They would be satisfied if the Government would so adjust matters that goods of this class could be shipped through from place of growth via the United States or any other country on through bills of lading. This would prevent the breaking of bulk in such centres as New York and do away with the competition which was undesirable.

Mr. Fielding : "Your resolution as presented does not go to build up Canadian shipping."

Hon. Mr. Brodeur : "Who is going to benefit by your proposal ? The shipping men of Canada would not benefit. Have you any objection to encouraging the Canadian shipping industry ?"

To this the deputation replied that they had no objection to Canadian shipping getting the business provided they could handle it.

Olives and Sardines.

Mr. C. H. Binks, of C. H. Binks & Co., asked for a change regarding the duties on olives and sardines. There is at present a duty of 20 per cent. on "green olives in natural state." This, said Mr. Binks, was a commodity which does not exist, because after picking, olives are put in brine.

He suggested that the regulation be amended to read, "Olives otherwise than in bottles or such packages, 20 per cent. ; in bottles, 35 per cent." Mr. Binks produced models of "boxes," "halves" and "quarters," set down as sizes in the Customs regulations. No such sizes as "boxes" or "halves" exist and on "quarter" boxes there is a duty of 2 cents a box on "quarters." When the size was established European packers made a box known as an "American quarter." This was too large for ordinary consumption, and the style of box imported is an eighth size. Yet there was no cognizance of this in the regulations, and the duty of 2 cents is imposed on boxes costing five cents. This box retailed at 12½ cents, and Mr. Binks considered that a reduction or rebate commensurate with the size of the box would mean a gain to the consumer of 2½ cents, as the retail price would fall to ten cents a box.

The Sugar Industry.

At the evening session Mr. Thomas Montgomery, of Thos. Montgomery & Son, importers of nuts, fruits, sugars, etc., appeared before the Commission, complaining that the enactment of the dumping clause had practically killed his firm's sugar trade and asked for redress.

The firm's sales during 1903 amounted to almost 4,000,000 lbs., in 1904, about 2,000,000 lbs., and the present year practically nothing.

Mr. Montgomery's contention was that under the dumping clause, the sugar he imported should now come in without the 50 per cent. extra duty being enforced. The Act declared that when ad valorem duty amounted to 50 per cent. no special duty would be enforced.

The imposition of the dumping clause is taken advantage of by Canadian refiners, who already enjoy heavy protection, placing a duty on the raw article of 48 cents per hundred pounds, against $1.26 per hundred on the refined article.

The public interest in the matter was thus shown by Mr. Montgomery : Centrifugals, 96 deg. test, are to-day quoted on the New York market at $3.50 per hundred pounds. Duty on West Indian sugar, which our refiners use, is $1.89, making cost by them of $1.61 ; add extra freight to Canada, say 10 per cent., and Canadian duty of 48 cents, make cost to them $2.20 per hundred, against $3.50 to American refiners. The refiners' price to-day is $4.40 per hundred pounds, or $4.30 net ; Canadian price, $4.30, less 5 per cent., or $4.09 net—so that while the American refiners pay $1.30 per hundred pounds more for raw materials than the Canadian refiner, the difference in selling price is only 26 cents, thus making the Canadian public pay in proportion to cost nearly one cent a pound above the American public.

"I am not indisposed," said Mr. Montgomery, "to a fair protection, but think our refiners have too much."

These sugars, he told the members of the Commission, were bought in the open market at Hamburg, and he could not understand how they could rightly come under the dumping Act.

Government Will Investigate.

After receiving all the particulars, Mr. Fielding stated that Mr. Montgomery had apparently a very good case. However, the market prices at the time of purchase governed the workings of this Act. It was a matter of detail with the department. Mr. Paterson assured Mr. Montgomery that he would have the matter investigated at once.

Dried Fruits.

Mr. Montgomery also suggested that while they were about tariff revision, it would simplify matters very much if all foreign dried fruits and nuts were placed upon the same scale of duty. For instance, filberts paid 2 cents per pound and other nuts 3 cents. Some fruits paid 1 cent per pound and others 2 or 3. He did not care what the duty was made so long as it was uniform.

The Friday afternoon session was taken up by the Tobacco Growers' Association, the spokesmen being Messrs. L. V. Labelle, L. O. Dugas, M.P., and J. A. Dupuis.

Mr. Labelle frankly declared that the planters had tasted of protection, and had found it so good a thing that they wanted a great deal more of it.

"We cannot but hope," said Mr. Labelle, "in view of the eminently satisfactory results attained by the revision of the tariff in 1897, as recommended by a similar commission, that our further representations will be equally well received."

What the planters asked was (1) a further duty of 20 cents per pound on all foreign raw leaf tobacco imported into Canada for manufacturing purposes ; (2) a uniform and single color of stamp for affixing on goods the product of the manufactories in any form — whether cigar, tobacco, cigarette or snuff ; (3) that a single license system be adopted for all such manufactories under control of the excise.

The present position was described in answer to the following interrogations : Has Canadian tobacco proven its claim as a marketable commodity since the tariff of 1897 ?

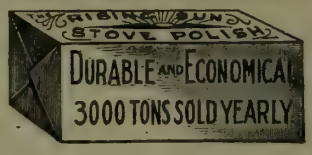
Is Canadian tobacco inferior in quality ?

Is further protection now desirable or opportune ?

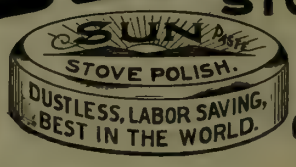
The first question was answered from statistics, which showed that in 1896 the fiscal year prior to the ten-cent tax on foreign leaf, the manufacture of Canadian leaf amounted to only 590,283 pounds, and the returns for the fiscal year ending 30th June last showed that 4,986,565 pounds of Canadian and combined tobaccos had been made and sold.

As to whether the tobacco had improved in quality and could undergo sufficient further improvement it was stat-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ed that all who had had an opportunity of inspecting the successive crops in Western Ontario and Quebec were agreed that they had improved materially in quality. This was due solely to better knowledge gained by the farmer through practical experience in planting, cultivating, curing and handling his crop.

The third question was answered by drawing conclusions from the two foregoing answers. Whatever difficulties they had was due to some defective arrangements in the law and regulations governing the industry and detrimental to the interests of the growers.

For that reason it was asked that the present regulations requiring separate factories and separate distinctive stamps for this class of goods should be abolished, and the regulations simplified, with a single stamp and single license.

In answer to Mr. Fielding, that the 20 per cent. of increased duty asked for was in addition to the 10 per cent. now received. This would bring the duty up from 35 to 55.

"The duty you ask for would be equivalent to 100 per cent. on the value of the article. How would you like 100 per cent. on your agricultural implements?"

Mr. Labelle: "But the increase of duty would mean in this case that the price would be still lower, because by keeping out a large proportion of the foreign product, the public would be able to have a good domestic article at a lower price than they pay for the foreign one."

Mr. Brodeur: "Don't you think the increase you are asking for is rather stiff?"

Mr. Labelle: "Possibly; but we are only praying for it." (Laughter.)

The Pickle Industry.

Mr. John Carsley, president of the Ozo Company, Limited, Montreal, at the Friday evening session of the Commission appeared on behalf of the Canadian pickle manufacturers. Mr. Carsley asked that a duty of 40 per cent. he imposed on all pickles coming from Great Britain and from other foreign countries in proportion.

He contended that Great Britain was able to manufacture pickles much cheaper than Canada, and for that reason the Canadian manufacturers were in urgent need of protection.

A statement was read showing that there were twenty pickle factories in Canada, having a capital of $165,000, employing 225 hands, with annual output of $230,000, and paying wages amounting to $65,000.

It was argued that the pickle industry in Canada was in a very bad way and that as matters stood now the manufacturers were practically forced to sell at a loss. The preferential tariff was held to be mainly responsible for this state of affairs, as under it Great Britain was exporting pickles into this country in vast quantities, and figures were quoted to substantiate this contention.

The competition from the United States was also somewhat severely felt, but this applied only to certain grades of pickles. Under the circumstances the pickle industry was falling off very rapidly, and something should be done to protect it. It was pointed out that it deserved encouragement, as it helped the farmers and as everything used in connection with it was grown in Canada. Besides this, Mr. Carsley argued that with proper protection the manufacturers hoped to become exporters of this commodity and everything considered it was only right that protection should be afforded the manufacturers.

Before concluding his case Mr. Carsley pointed out that it would not only be necessary or advisable to impose a protective duty on the imported article, but it would also be necessary to instruct the farmer to grow the better grades of vegetables, to grow them in a scientific manner, if the Canadian manufacturers ever wanted to compete with the British article.

In answer to an inquiry from Mr. Fielding, Mr. Carsley stated that the best grades of pickles could be manufactured in this country, but that if they did not do this, it was the merchants who were to blame, the latter as a rule giving the imported article the preference.

NOTES WORTH NOTING.

CANADA has exported $30,000,000 worth of cheese and butter during the past year. The mild and gentle cow is only second to our wheat fields as a source of prosperity.

* * *

A conference with regard to the work of the dairy instructors was held recently between G. H. Barr, London, chief instructor, G. P. Publow, instructor for Eastern Ontario, and Mr. Putnam, superintendent of the department. It was announced that the quality and quantity of cheese was never equalled in any previous year. Dairymen throughout the country are beginning to see the necessity for up-to-date sanitary equipment, and large sums of money have been spent during the year on modern curing and cooling rooms in many factories.

* * *

The make of cheese in the Maritime Provinces is now over. The stocks that are being held are of very fine quality. The sale of cheese at the Charlottetown board last Friday at 11 7-16c was rather a surprise to the trade, as they were looking for lower prices in line with the Upper Provinces markets. Dealers are looking for a firmer market on this article from now on until Spring, as the stocks on the other side are undoubtedly small.

BUSINESS PERSONALS.

W. H. DUNN, Montreal, spent a few days last week in Quebec among the trade. He reports most satisfactory business, in fact one of the best trips he has experienced there. All the jobbers and importers and wholesale houses are reported unusually busy, indicating that Quebec grocery trade is in a flourishing condition. Mr. Dunn left for New York on Tuesday, making his semi-annual trip to that market.

David McDonald, grocer, Hamilton, Ont., is dead.

The Metropolitan Bank has opened a branch at Bancroft, Ont.

Paschal Poirer, flour mill, Shediac, N.B., has been burnt out.

A. M. Anderson, general merchant, Franklin, Man., sustained loss by fire.

John Pugsley, of Pugsley, Dingman & Co., Toronto, was a visitor to Montreal this week. Mr. Pugsley reports Comfort Soap as more in demand than ever.

Joseph Irving, Toronto representative for W. H. Dunn, was a visitor to Montreal at the close of last week. Mr. Irving reports business particularly good in the west.

R. J. Sharp, representative for W. P. Downey, Montreal, has returned from a trip through Western Ontario. Mr. Sharp reports trade in a very flourishing condition.

E. Pelling, of Pelling, Stanley & Co., Liverpool, one of the large provision

PRESERVED GINGER

Our first direct shipment from **CHINA** now in store, packed in cases, 3 dozen each, stone wickered pots.

Also NEW LIMA BEANS (choice)
" SCREENED SULTANAS
" LAYER, NATURAL, and PULLED FIGS
" RAW SUGAR (bright)

LUCAS, STEELE & BRISTOL, - Hamilton

"Red Feather" Spices

There is no line in groceries that presents so much opportunity for deception as Spice.

There is no line that requires as much care in selection.

In order to feel you are securing the best goods, milled by the most improved machinery, sold under guarantee as to purity, buy only

"Beaver" and "Red Feather" Goods

Our travellers always have samples.

We invite comparison with any mills or wholesalers' goods in Canada.

JAS. TURNER & CO., HAMILTON

Ask for "Le Rayon D'OR"

VIRGIN SUBLIME OLIVE OIL

From our own productions in

BARI, LUCCA AND NICE

Purity guaranteed

Order through your jobber. If he cannot supply you it will be sent to you direct.

Address:—J. RUSSELL-MURRAY, 6 ST SACRAMENT ST., MONTREAL, exclusive representative in Canada for the World's Famous brand, *"Le Rayon D'or" Virgin Sublime Olive Oil.*

MENGERT, CAGNOLI & CIE., FORMERLY SUAUT & CO. PRODUCERS AND PACKERS

NICE, France.

NEW DATES

' Hallowees" "Sairs"

Extra Fine Stock Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

BENSDORP'S

ROYAL DUTCH

COCOA

"The Cocoa with the Yellow Wrapper."

PACKED AS FOLLOWS:

			Per Doz.
⅛ lb. tins,	50 tins	to case	$ 90
¼ "	4 doz.	"	2.40
½ "	2 "	"	4.75
1 "	1 "	"	9.00

Now is the time to push the sale of Bensdorp's Cocoa as the best on the market. Write us for quotations on quantities. It will interest you.

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited

Agents for Ontario, Manitoba, Alberta, Saskatchewan and Northwest Territories.

TORONTO, - ONTARIO

houses of that city, was a visitor to Montreal this week. Mr. Pelling has been on this side some six weeks, visiting large United States centres as well as Canadian points.

W. H. Halford, manager S. H. Ewing & Sons' tea department, Montreal, was in Quebec last week to meet his family, who are returning by the steamship Ottawa from a six months' trip to friends and relatives in England.

A. J. Moore, manager of the London, England, branch of the A. F. MacLaren Imperial Cheese Co., Limited, is at present in Toronto on a visit, and reports to the head office that MacLaren's Imperial Cheese is being more and more appreciated in Great Britain as time goes by.

Robert R. Rankine, of St. John, N.B., who has represented Bower & Bartlett, wholesale coffees and teas, Boston, Mass., in the Maritime Provinces, was a caller at the Montreal offices of The Grocer last week. Mr. Rankine is making a preliminary trip in the interests of his firm through as far as Winnipeg.

William Wilson, well known in the cheese trade as well as in curing circles, died at his home, 173 Metcalfe avenue, Westmount, recently, at the age of sixty-eight. Mr. Wilson had been confined to his house since last May with cancer of the stomach. He had been gradually sinking from this affliction, so that his death was not unexpected.

J. M. Hughes, of the Bailey Broom Co., Kingston, Ont., was met by The Grocer in Montreal last week. Mr. Hughes reported business most satisfactory and intimated that owing to the strong advance in broom corn manufacturers would be compelled to raise prices in the near future. Some broom makers had already raised their prices.

The building season in Port Arthur has been a most active one, and many creditable buildings have been erected, but one of the most handsome structures completed this Fall is that of Hy. Chausse, grocer, who has built a solid brick block on the corner of Cumberland and Ambrose streets. The building is 35x60, and is divided into two stores on the first floor, the second floor being fitted up for offices. The block was completed last week and Mr. Chausse has moved his grocery business into the corner store. The furnishings are all new, the counters being of quarter cut oak. He has a large stock of excellent goods displayed on the shelves, and the basement and a large warehouse at the rear are filled with merchandise.

UPTON'S

Jams,

Jellies

and

Orange Marmalade

are the best.

THE DAVIDSON & HAY, Limited

Wholesale Grocers

TORONTO - ONTARIO

BUSINESS CHANGES.

R. GERMAN, baker and confectioner, Arkona, Ont., has sold out to James George.

W. Gagnon & Cie, grocers, Quebec, Que., have dissolved.

A. Dionne & Co., grocers, Montreal, Que., have dissolved partnership.

Jones & Clark, general merchants, Winchelsea, Ont., have sold out.

W. J. Crowe, baker and grocer, Lipton, Assa., is giving up business.

L. H. Turcotte, general merchant, St. Norbert, Que., assets to be sold.

Ella Shavlin, grocer, Walkerville, Ont., has sold out to C. W. Clark.

Robert Haley, grocer, Lanark, Ont., has assigned to Alexander C. Shaw.

The American Importing Co., Montreal, Que. Nathan Binder registered.

Alfred Gauthier, general merchant, Labelle, Que., is offering compromise.

F. Lafortune, general merchant, St. Remi D'Amherst, Que., has assigned.

M. Agranovitch, grocer, Winnipeg, Man., has sold out to L. Zlobinsky.

H. B. Smith, general merchant, Sparta, Ont., has sold out to Arthur Clark.

Aemilius Jarvis & Co., bankers and brokers, Toronto, Ont., have dissolved.

G. C. Curtis, confectioner, etc., La Riviere, Man., has removed to Regina.

P. I. Dyck, general merchant, Osler, Sask., has been succeeded by Peter Miller.

Gill Bros., general merchants, Grand View, Man., has assigned to C. H. Newton.

Germain & Corbeil, bakers, Montreal, (St. Louis), have dissolved partnership.

P. Martin, cigar dealer, etc., White Horse, has advertised his business for sale.

Alphonse Olivier, grocer, Montreal, Que., has received demand of assignment

J. A. Christilaw, general merchant, Berton, has been succeeded by Marvin Bros.

N. J. Larsen, grocer, New Westminster, B.C., has been succeeded by Geo. Scott.

R. Goldberg, grocer, Ottawa, Ont. Assets sold to H. Brouse at 68c on the dollar.

C. H. Hultgren, general merchant, Crossfield, Alta., has sold out to A. W. Young.

E. A. Morris, tobacconist, Nanaimo, B.C., has been succeeded by W. H. Whitely.

L. Cain, general merchant, Pontypool, Ont., has assigned to Osler Wade, Toronto.

W. J. Dwyer, grocer, Montreal, Que., assets were to have been sold on the 16th inst.

M. Tremblay, general merchant, St. Simeon, Que.; assets to be sold on the 21st inst.

The Victoria Milling & Produce Co. has succeeded Victoria Milling Co., Pakan, Alta.

Reach & Gray, grocers and hardware dealers, MacLeod, Alta, have dissolved partnership.

P. E. Bourque, general merchant, Cape Bald, N.B., is offering to compromise at 25 per cent.

A. E. Fensom, general merchant, Bradwardine, Man., has advertised business for sale.

Wm. Sommerville, confectioner and baker, Chatham, Ont., has sold out to W. E. Smith.

S. Dumas, general merchant, Avignon, Que., assets were to have been sold on the 15th inst.

Nap. Gagnon, general merchant, Ste. Flavie Station, Que., V. E. Paradis appointed curator.

J. E. Brassard, general merchant, L'Anse au Foin, Que., V. E. Paradis appointed curator.

W. J. Montgomery, grocer, Vancouver, B.C., has been succeeded by Kyle Grocery Co.

Barton & Pucknett, general merchants, Little River, Y.T., have dissolved partnership.

Tremain & Tremain, general merchants, London Junction, Ont., have dissolved partnership.

Simpson & Co., general merchants, Ridgetown, Ont., stock advertised to be sold on the 17th inst.

Hardham & Dalby, grocers, Winnipeg,

Tartan BRAND

Consult our Travellers before buying, or phone our long distance phone No. 596 for information.

OUR STOCK IS COMPLETE, ALL GOODS REQUIRED FOR

CHRISTMAS TRADE

FIGS—all kinds
MALAGA RAISINS—all kinds
SELECT VALENCIAS
SULTANA RAISINS
CURRANTS
PRUNES
APRICOTS
PEACHES, PEARS, PEELS

Also we are agents for WAGSTAFF'S MINCE MEAT, the most delicious ever manufactured in Canada.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

There are others, But—

Blue Ribbon *Ceylon* Tea

is **so good** we **recommend it** on every side, **use it** ourselves and **talk about it** to our friends. If you could **see Blue Ribbon Ceylon Tea** as **we see it,** and so **know it** as **we know it** you would be **as enthusiastic** as we are. There are other teas, but - hold fast to your **Blue Ribbon** trade and work hard to make it **bigger.** You will be **amply** repaid.

Red Label Line—40c.—that's it.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

SECOND TO NONE

Is the universal opinion of the public for **Mother's Favorite**

"MELAGAMA" Ceylon Tea

If you have not IT already in stock—wire, telephone, write or give our courteous travellers an order—any way to get it without delay. Good profits on both package and bulk TEAS.

SEND FOR SAMPLES.

MINTO BROS., Toronto J. F. WHITE, MANAGER.

Send Us Your Orders for

MALAGA RAISINS

Boxes, - - - 22 lbs.
Qr. Boxes, - 5½ lbs.
1-lb. Fancy Cartons.

We have a very large stock which we are clearing at very close prices

A Snap in **FRENCH PRUNES**

56 lb. boxes—to sell at 5 cts. lb.

Our Stock will not last long at present quotations, so it will pay you to order at once

LETTER ORDERS SHIPPED SAME DAY AS RECEIVED TRY US

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

Man., have dissolved partnership. Samuel Dalby is retiring.

James Holiday, general merchant, Dewittville, Que., has compromised at 75 cents on the dollar cash.

J. W. Springer (estate of), grocer, Hamilton, Ont., stock, etc., was to have been sold on the 13th inst.

Robert Haley, grocer, Lanark, Ont., has assigned; meeting of creditors is to take place on the 18th inst.

Hardy & Buchanan, grocers, Winnipeg, Man., have sold Market street business to John Patterson.

LeBlanc & Caza, general merchants, Comber, Ont., are offering to compromise at 35c. on the dollar.

Joseph Demers, general merchant, Thetford Mines, Que.; Joseph Demers and Leonard Demers registered.

Fisher & Ross, general merchants, Claresholm, Alta., have sold dry goods and grocery stock to James Clark.

Hoffman, Ross (estate of), general merchants, Winnipeg. Stock of this firm was to have been sold on the 9th inst.

Patrons' Elevator, Mill & Supply Co., Boissevain, Man., has been sold to Turtle Mountain Milling Co., Limited.

W. A. Ross, general merchant, St. Godfroi, Que., has assigned; meeting to appoint curator called for the 1st prox.

Frank J. Riley, grocer, Simcoe, has assigned to Joseph Jackson; meeting of creditors is to take place on the 21st inst.

E. J. Spackman, general merchant, Exeter, Ont., has sold out to Jones & Clark, who take possession January 1, 1906.

Louis Allaire, grocer, Montreal, has assigned on demand of Charles Mignault. The liabilities amount to about $6,000.

Chas. W. Libby and U. G. Libby have registered under the style of C. W. Libby & Bros., general merchants, Libbytown, Que.

Campbell Bros., grocers, Kenora, Ont., have assigned to C. S. Scott; meeting of creditors was to have been on the 17th inst.

Auguste Dionne, Camille Legault and J. Alex. Dionne have registered under the style of A. Dionne, Son & Co., grocers, Montreal, Que.

Joseph Wilson, cheesemaker, Mountain township, Ont., has assigned to Irwin Hilliard; meeting of creditors is to be on the 18th inst.

Jordan Bros., general merchants, Holstein, Ont., have assigned to Geo. T. Calder; meeting of creditors was to have been held on the 16th inst.

J. H. Dixon, (late) grocer, etc., Sturgeon Falls, Ont., has assigned to Jesse Bradford; meeting of creditors was to have been on the 17th inst.

Elisha H. Schiedel, general merchant, Underwood, Ont., has assigned to C. B. Armstrong; meeting of creditors was to have been on the 15th inst.

Ludger Lavoie, general merchant, St. Leon Le Grand, has assigned. Lefaivre & Taschereau provisional guardians; meeting to appoint curator called for the 18th inst.

NEW PRODUCE COMPANY.

As was mentioned in this paper three weeks ago, a strong new wholesale produce company is being organized in Winnipeg. It will be under the active management of Geo. W. Prout, who was formerly manager of the produce department of J. Y. Griffin & Co. Application has been made for a Dominion charter, and if the request is granted in all details the business will be conducted under the name of the Dominion Produce Co., Limited. The new company will be capitalized at $100,000, and it should be in a strong position to compete for the western trade.

J. Y. Griffin will be president of the new company, and J. Griffin will be vice-president. Kenneth McKenzie, of Kenneth McKenzie & Co., wholesale grocers, and D. W. Bole, M.P., president of the Bole Drug Co., are directors. Premises have been secured at 127 Princess street, Winnipeg, and business was commenced this week.

HEAVY OYSTER SHIPMENTS.

Notwithstanding the reported scarcity of oysters on Prince Edward Island, heavy shipments are being made, the boats running to the mainland carrying hundreds of barrels each trip. The largest single shipment was on Saturday last, when the boat from Summerside for Point du Chene landed four hundred barrels at the latter place. These oysters were all for the upper Canadian market, where the demand is, as usual, good. The best hand picked oysters are quoted in Halifax at $7 per barrel.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Fresh Pork Sausage

You cannot talk too much about a good thing. That is why we talk so much about Sausage. It is good. We say so, our customers say so and you will say so. If you would like a sample shipment, say so. We will be only too pleased to send it.

F. W. FEARMAN CO., LIMITED
HAMILTON

MAGIC
BAKING POWDER

every wide-awake merchant handles MAGIC BAKING POWDER

the best advertised, most popular most profitable Baking Powder to handle—

makes friends and customers for you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 15, 1905.

THE cheese market has had a further sharp advance in prices since our last report, and it is most remarkable this year that the highest prices of the season should be paid for the poorest quality, viz., late made October and November cheese.

Undoubtedly the cheese is wanted in Great Britain and the latest reports speak of a short make in New Zealand. If this proves to be true, we must certainly look for exceptionally high prices during the Winter months.

Shipments during last week were very light. Reports from British markets, while showing an advancing tendency, are not up to our ideas of value and holders here in many instances refuse to name a selling price, feeling sure of higher prices in the future.

Meanwhile our Canadian merchants feel confident of the situation so that they would rather buy than sell at present market prices. The situation is undoubtedly "bullish." Stocks are light as compared with former years, and trade conditions in Great Britain are favorable for a good consumptive demand, and while present high prices would or should be a mark of caution, there seems to be nothing in sight at the moment to prevent a further advance.

Although the retail prices in Great Britain have been raised about two pence per pound, the demand has not yet been checked materially and the supplies, as far as we have figures at hand, are none too large for the ordinary trade requirements and the present outlook is certainly for higher prices.

Nevertheless it is just as well to be cautious for merchants. There is certainly a limit to any advance in prices, and no matter how strong the situation may appear, there are other articles of food to be considered besides cheese, and when the price of one article gets too high the consumption will usually get on another article of better value.

If, as it appears at present, the supplies of cheese are short for a natural consumptive demand, the prices are likely to advance, but when the consumer finds that he has to pay a fancy price for cheese, he may stop buying it and take something else instead. In this case cheese would become an article of luxury instead of an article of necessity and the consumption would fall off.

This is not what we want. We produce so much a year and we want this production consumed. Cheese is good, wholesome food. We produce a large quantity every year and we certainly have no desire to have the demand for it diminish, but fancy prices might curtail the consumption unless other articles of food advance correspondingly.

This has been an exceptional season for dairy products, both for cheese and butter. The farmers have done remarkably well, but the merchants on the whole have not had a profitable season. Prices here have ruled high and the lack of confidence in the United Kingdom has prevented our merchants from making a fair profit on their country purchases, and on the whole there is a good deal of dissatisfaction with this year's business.

Butter, as far as the export business is concerned, is getting almost out of the question. Great Britain is commencing to get butter from Australia, our own supplies are running very short and prices here are advancing, while British markets actually show a declining tendency. The fact is we really have no butter to spare for export and Great Britain is getting supplies from other sources. This means that exporters of butter may now expect a dull time until the new season opens next year.

Exports of butter since May 1st show an increase of over 70,000 packages as compared with the same period last year. Even if our production this year has been heavier to the same extent, we must run short in our own requirements and higher prices will undoubtedly prevail later on.

LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

November 4, 1905.

Butter.

THE demand for Canadian butter during the past week has been on the whole, satisfactory. Particularly is this the case for brands of "choicest," which at the present moment is scarce. Arrivals of Canadian butter during the past few days have been small, and the total receipts for October show a decrease of some 15,000 cwts, as compared with October, 1904. This is to be expected when the comparatively small stocks of butter in Canada are taken into consideration. There has been some easing off in price, and quotations are now 2s. lower, being 100s. to 102s. for finest and 106s. to 108s. for choicest. These prices, however, are 8s. more than was asked for finest at this time last year, and 10s. more for choicest.

Cheese.

There has been no display of activity for Canadian cheese on this market during the past week. The demand may be described as fair and prices remain practically unchanged at 57s. for choicest white and 58s. for choicest colored. The total stocks of Canadian cheese in London, held by and for importers, are about 200,000 boxes. This figure, it must be noted, is not exact, but may be relied upon as an approximate estimation, founded upon good sources of information.

Some very pleasant comment was made lately as to the quality of Canadian cheese, particularly the September make. One importer, of long experience, said that some of the cheese he had been recently handling was of finer quality than anything he had previously received from the Dominion. It was almost perfect. This same man, when discussing the outlook for the next few weeks, remarked that, although he had heard that stocks in Canada were not large, still he did not believe that there would be any material decrease of supplies for this market, but, if there was any advance in price, he thought that it woud not affect trade any more than the present quotations. However that may be, it must not be overlooked that the present prices undoubtedly are curtailing the consumption, for, as was reported some two weeks back, all the large retail concerns have advanced the price to seven pence. Whatever may be said to the contrary, there can be no doubt that this will affect consumption in a greater or lesser degree. Moreover, other food-stuffs, particularly meats, are becoming plentiful just now. When the c.i.f. prices of Canadian cheese are considered, it will be seen that the dealers and large retailers are quite justified in advancing their prices as they have.

Bacon.

In reviewing the position held by Canadian bacon on this market, one must take into consideration not the opinions of the packers' agents alone, but also of the dealers and large retailers. It is not surprising to find that the opinions of these two classes are of a very conflicting character, for they look at the matter from entirely different standpoints. But there is something to be learned from both. In the matter of price they disagree entirely, but in the matter of packing and quality they have, for the most part, a great deal in common.

From the dealers' and large retailers' point of view, there is much cause for dissatisfaction. There are several dealers who contend that the packers' agents are forcing prices of Canadian bacon nearer to the prices of Danish and Irish than the quality will justify. Such as these are loud in their protests, and say that with prices for Canadian bacon

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C. S. PAGE, Hyde Park, Vt.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO ONT.
AGENTS FOR THE DOMINION SALT AGENCY

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When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

so high they prefer to leave it alone whenever it is possible. It simply does not pay them to handle it, for they either have to put the price of Canadian bacon up to nearly the same figure as Danish or Irish, and let the public purchase or not, as they choose, or else they must be content to sell at a lower figure, making little or no profit. That is the general feeling amongst dealers. There are some, of course, who handle certain brands of Canadian bacon which are proverbial for their good quality. Such as these are quite content, but those who receive the exceedingly small and "skinny" pigs, which some Canadian packers are sending over have real cause to complain.

The bacon agents' views are different They do not deny that prices are very high, and they agree that, on the whole, lower prices would bring better business But at the same time they are in business to get just the best prices possible, whether it be for full-sized or small pigs. Moreover, most agents report good business, from which one may gather that dealers, in spite of their complaints, are buying Canadian bacon in such quantities as short supplies will permit. The agents, too, agree that much improvement could be made in the packing and feeding of Canadian pigs, and they frequently place themselves in communication with packers in order to emphasize this point, but the shortage of what might be termed raw material in Canada is a drawback which is fully realized.

The trouble, such as it is, evidently lies in the fact that agents here are asking prices which do not appeal to the dealer, and also that there is a good deal of undersized bacon being recieved which does not seem when compared to Danish or Irish, worth the price.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Trade in provisions has continued on a steady basis during the week under review. The arrivals have been only in moderate quantity and barely sufficient to supply the demand manifested.

Prices generally are firm with a slight weakening in lard and rolled bacon.

Beef is fairly plentiful and arriving in excellent condition, with previous quotations ruling firm.

Dressed hogs continue to arrive in fair quantity and previous quotations are well maintained.

Meat—We quote:

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 11½
Small hams, per lb	....	0 14
Medium hams, per lb	....	0 14
Large hams per lb	....	0 13
Shoulder hams, per lb	....	0 10½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	....	18 00
Short cut, per bbl	....	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 10½
" tubs "	....	0 10¾
" pails "	....	0 10¾
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	3 50	4 50
Mutton	....	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	7 75	8 25
" dressed, car lots	....	7 25

Butter—There has been no marked improvement in the arrival of butter since our last issue and it is not expected to show any material change until cheese making is finally shut down.

Creamery butter has shown a hardening aspect and dairy prints have advanced from one to two points. Large rolls are added to our list, the present quotation being 20c.

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 22½	0 23
Dairy prints	0 21	0 22
" in tubs	0 18	0 20

Eggs— There are practically no arrivals of new eggs to take acccount of. A few are said to be coming in and are fetching fancy figures, quotations, however, are nominal. Fresh and pickled eggs have taken an upward tendency, present quotations being 1c. advance.

New laid eggs, per doz	0 25
Fresh " "	0 23
Pickled " "	0 21

Cheese—The domestic market has shown very little activity, in fact, it might be accurately described as dull. Reports from the various cheese boards have had the effect of still further strengthening quotations, although little business has been effected. Spot stocks are considered light and although it is believed there are good stocks on hand they are mainly carried by speculative holders. Our quotations show an advance of from 1-2c. to 1c. advance.

	Per lb.
Cheese, large	0 13
" twins	0 13½

Cheese Board Report.

(For week ending Nov. 11.)

Board.	Boxes.	Price.
Kingston	764	0 12½
Campbellford	415	0 12
Winchester	571	0 12⅝

MONTREAL.

Provisions — The provision market rules steady and prices are unchanged.

Live hogs selling at from $5.75 to $6.00, the latter for selects.

Abattoir fresh killed hogs quoted at $8.50 and country dressed $7.50.

Bacon is reported in good demand with hams somewhat less called for.

Lard is in good supply at unchanged and steady prices.

Lard, pure tierces	....	0 10¾
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10¼)	0 11¼
"	cases, 10-lb. tins, 60 lbs. in case	0 11¼
"	" 5-lb. "	0 11¾
"	" 3-lb. "	0 11¾

Lard, Boar's Head brand, tierces, per lb...	....	0 06½	
" " ½-tierces, per lb.....	....	0 07	
" " 60-lb. fancy tubs.....	....	0 07½	
Cases, 20 3-lb. tins, per lb.....	....	0 07½	
" 12 5-lb. tins "	....	0 07½	
" 6 10-lb. tins "	....	0 07½	
20-lb. wood pails, each	....	1 47½	
20-lb. tin pails, each.....	....	1 37½	
Wood net, tin gross weight—			
Canadian short cut mess pork.....		$19 00	$20 00
American short cut clear		19 00	20 00
American fat back		19 60	21 00
Breakfast bacon, per lb.....	....		0 14
Hams.....		0 12½	0 13½
Extra plate beef, per bbl.....		11 50	12 00

Poultry—The advent of cold weather the early part of this week has made an improvement in the demand for poultry of all kinds and wholesale houses report better enquiry.

Turkeys are scarce and quoted at 14c. to 15c.

Geese in fair demand at 10c. per lb.

Ducks are in short supply and quoted from 12 1-2c. to 13c.

Chickens are plentiful at 10c. to 12c., and fowls, 7c. to 9c.

Butter—The market holds a strong position. This is largely attributable to good local demand and the anxiety for dealers to stock up. Stocks are light with a good demand for choice creamery. Fancy Townships are quoted 23 1-2c. to 23 3-4c., choice 23 1-4c. to 23 1-2c. and good to fine, 22 3-4c. to 23 1-4c.

Fancy Townships.....	0 22½	0 22¾
Finest creamery.....	0 22½	0 22¼
Fine	0 21	0 21½
Medium.....	0 20	0 21¼
Fresh dairy tubs	0 18½	0 19

Eggs—The market continues steady. Receipts are very light. Exporters are rushing out all they can before close of navigation. No. 1 fresh are quoted at 21c. and select fresh at 24c. to 25c. Cold storage, 20c. to 21c. Montreal pickled, 20c. to 21c. and Western, 19c. to 20c.

Straight receipts.....	0 18½	0 19
Selected stock.....	0 22½	0 23

Cheese—The market shows no change since our last report. Firmness is the principal characteristic and the high prices that were obtained on the cheese boards towards the end of last week would indicate that holders are confident of maintaining firmness. Export orders are reported light.

Finest Quebecs.....	0 11½	0 11⅝
Townships	0 11⅜	0 11½
Ontarios	0 11⅜	0 11½

WINNIPEG.

Creamery Butter—The price is firmly maintained at the advance noted last week: We quote:

Finest fresh creamery, in 56-lb. boxes.....	0 26
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes.....	0 26
" " in 1-lb. bricks.....	0 27

Dairy Produce—Produce houses are paying 19c. per lb. for No. 1 dairy butter delivered in Winnipeg.

Cured Meats—We quote again as last week:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30.....	0 13¾
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies,.....	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned.....	0 10
" " boneless and rolled.....	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked.....	0 11
" " " boneless backs.....	0 11
Shoulders " "	0 08

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Bottles.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

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67 Broad Street,

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

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Head Office. 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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Cable Address "RAPP, LIVERPOOL"
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Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
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This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

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IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, "				0 04

Eggs— Produce houses are paying as high as 23c. per doz. for eggs delivered in Winnipeg.

Cheese—Prices are steady at last week's figures. We quote:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Lard—We quote:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

VANCOUVER, B.C.

Produce—Eggs continue to attract attention by their scarcity. It is almost impossible to obtain the strictly fresh laid article and the predicted retail price of 75c has been paid in the last week. On the New Westminster market the lowest price to jobbers was 55c. and few eggs offering at that figure. Case stock is worth 28 to 30c. and not too much on hand.

Butter— Is fairly plentiful, both of local origin and imported from east of the mountains. The local stock is now quoted at 30c. for creamery, strictly fresh made.

Poultry—Chickens are in liberal supply, and sell on the market at $3 and $4 per dozen for broilers, and $5 to $7 for large fowls. Ducks bring $8 to $10 per dozen, and geese 75c. to $1.25 each.

ST. JOHN, N.B.

Provisions—In both barrel pork and beef quite full prices rule.

There is steady business in pure lard and the market is largely supplied with American goods. Prices are high. Refined lard is still low and selling freely.

Smoked meats higher.

Fresh beef is low particularly domestic, which is very freely offered.

Lamb is still held at full prices.

Mutton is dull. Very little veal seen.

While more pork is offered, full prices rule. We quote:

Mess pork, per bbl	$19 00 $21 00
Clear pork, "	18 00 21 00
Plate beef, "	13 00 15 00
Domestic beef, per lb	0 05 0 07
Western " "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 06 0 07
Lamb	0 09 0 10
Pork, per lb	0 07½ 0 08½
Hams, "	0 13 0 14½
Rolls, "	0 10 0 13
Lard, pure, tubs, per lb	0 11½ 0 11½
" " pails, "	0 11½ 0 12
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter—Full prices are asked. Some good stock is being received from Prince Edward Island. There is a good demand. We quote:

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 22
Good dairy tubs	0 18 0 19
Fair "	0 16 0 18

Eggs—Prices are still high and market is again rather firmer. Western eggs which have been received tend to hold prices from advancing. We quote:

Eggs, hennery	0 24 0 26
" case stock	0 20 0 21

Cheese—Prices while quite high are not quite as firm. Local stocks while not large are ample for the present. We quote:

Cheese, per lb	0 12½ 013½

TOUR OF THE WEST BY A PROMINENT PACKER.

MR. J. W. WINDSOR, Montreal, the well-known packer of lobsters and other sea fruit, has just returned from a six weeks' trip to the Canadian Northwest, British Columbia, and the Pacific Coast States. In an interview with The Grocer representative, Mr. Windsor stated that, though a Canadian, and with a good knowledge of the western country and trade, he was forced to admit that this trip was an eye-opener to him. "It is my first trip," said Mr. Windsor, "beyond the Great Lakes, and I was agreeably surprised that even my sanguine anticipations were exceeded by what I saw in the way of trade and development of our great western country. The city of Winnipeg, of whose development and growth our papers have been so full of laudatory reports, impressed me very much. I found the merchants pushing, up-to-date in every respect, and I received a most pleasant reception at their hands, and everyone full of that optimism that augurs well for the future of Canada's great inland centre. Calgary, my next stopping place, also impressed me very favorably as a wholesale distributing centre of great possibilities. The merchants and citizens generally have every confidence of a great future for their town. Many of the Winnipeg, and several Western Ontario, wholesale houses have established branches in Calgary, and all of them are doing a large trade. In Vancouver I was very well received, indeed, and found business most satisfactory and the merchants all reporting a good season's trade. The salmon fisheries, as well as the lumber industries, of the past season have made business very good in Vancouver. I went up the Fraser River as far as Steveston, where I inspected the salmon canning industry, which I found most interesting, being a canner myself of eastern water fish. Victoria also struck me as bound to have a great future. From Victoria I visited Seattle and Portland, in both of which places I found business very brisk, and made numerous satisfactory sales.

"While in British Columbia I was informed that a new departure had been made in the past season on the Coast by the canning factories in the manner of disposing of their products to the English markets. In former years it was customary for the canners to ship their goods to the British market largely on consignment to commission houses and brokers in Liverpool, London, Glasgow, and other centres. After arrival of the goods there disposal was made and returns sent to the Canadian canners. Often many months would lapse becore account sales would be rendered, and these account sales frequently were not of such satisfactory character as to make this business profitable to packers on this side. It appears that the British Columbia canners this year adopted the principle of having British buyers visit the canneries, inspect the stock there and arrange for settlement. I met several agents of large English houses making their inspections. This new rule no doubt will work out to good advantage of both parties, as the Canadian canner will get full returns for his pack and there will be no opportunity for complaints on part of English buyers. There is no doubt that the sending of inspectors by the large English importers will be to their advantage, as they have a personal opportunity of visiting the various canneries on the Coast and making a selection of such goods as will suit their market."

Asked as to the condition of the lobster trade this year, Mr. Windsor stated that although the catch was shorter than last year, he had been able to secure a fair amount, sufficient to keep his brands prominent before the trade. It was very pleasant to him to have to report good sales on his western trip, and particularly was he pleased to mention that he had received a very satisfactory order from Constantinople, Turkey, as well as large orders from other continental trade centres.

1906 B.M.A. FOOD EXHIBITION.

The seventy-fourth annual meeting of the British Medical Association will be held at Toronto, Canada, from Tuesday, August 21st, to Friday, August 24th, 1906, inclusive.

Arrangements are being made to hold the usual exhibition of foods, drugs, surgical instruments, etc., in connection with this meeting, and a convenient building will be secured for the accommodation of such exhibits.

The 1906 Exhibition promises to be one of the largest and most successful in the annals of the association. A good attendance of medical men from this country is anticipated, while in addition the Canadian Medical Association will meet at Toronto during the same week.

A DISTINCTION.

Horatio G. Herrick, of Lawrence, Mass., for many years county sheriff, took a lively interest in the schools of his home town. Shortly after Garfield's death Mr. Herrick visited one of the schools and made an address upon the life of the statesman. He asked:

"Now, can any of you tell me what a statesman is?"

A little hand went up, and a little girl replied:

"A statesman is a man who makes speeches."

"Hardly that," answered Mr. Herrick, who loved to tell this story. "For instance, I sometimes make speeches, and yet I am not a statesman."

The little hand went up again, and the answer came, triumphantly:

"I know: a statesman is a man who makes good speeches."

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Freight paid on 50 lbs. in Ontario and Quebec.

Teas just in. All bought before the advance.

36	H/chests, Fancy Leaf, Ceylon Green, Young Hyson, a great bargain, at -	**15c.**
200	H/chests, Large Natural Leaf, Choice Liquoring Fannings, at - - -	**8½c.**
56	" New Season Panyong Congou, at - - - - - - - - -	**12½c.**
134	" Japan, Condor xxxx, at - - - - - - - -	**21½c.**
100	" " " xxx, at - - - - - - - - -	**19½c.**
100	" " " xx, at - - - - - - - -	**18c.**
50	Matts, 8 x 5 lb. boxes each, nice uncolored Japan Tea, at - - - -	**18½c.**
101	H/chests, Choice Liquoring Sundried Siftings, at - - - - -	**6½c.**
10	Chests Celebrated **"Concordia"** Ceylon Black Tea, extra choicest flavoring, at	**32½c.**

This tea has very little in appearance, but in cup quality it will delight a lover of good tea.

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If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

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Montreal Maple Co., Montreal.
Nicholson & Brock, Toronto.
Sawyer Crystal Blue Co., Boston, Mass.
Tillson Co., Tilsonburg, Ont.

THE IMPORTANCE OF PACKING BUTTER.

THE Department of Agriculture and Technical Instruction for Ireland has issued a leaflet in the course of which it states that the important part that proper packing plays in the marketing of butter can hardly be exaggerated.

Experience has proved that in the present condition of English markets the packing of butter has a considerable influence on the price received.

If butter is to be properly packed it is essential that a clean, dry, well-ventilated and well-lighted store be available for the materials used in the various packages. Damp and dirty stores frequently cause mouldy growth on the wood and parchment, and much injury may thus be done to the butter packed in such materials.

The wood used for butter packages should be thoroughly seasoned and free from odor. For this reason it is recommended that all packages should be made up and well aired some time before their use.

If, after all precaution has been taken, the wood has a strong odor, the bad effects may be lessened by heating the package thoroughly, and painting the interior with a thin coating of melted paraffin wax, using a soft brush for the purpose.

Each package should contain as nearly as possible the quantity required to fill it, as considerable inconvenience and frequent loss are occasioned by the use of insufficiently-filled packages. A filled package travels better than one with room to spare. The quantity of butter to be put into packages should be weighed out accurately, allowing one-half pound extra for a 56-lb. package, and 1 pound for a 112-lb. package.

Small quantities only should be put in at a time, and should be well pressed against the sides and into the corners by a heavy packer. Great care should be taken against creasing the parchment.

The butter when turned out on the shop counter should show perfectly solid and smooth, without holes or crease marks, and showing clean angles. The top should be finished off smooth and flat, and carefully covered with a neat-fitting piece of parchment paper.

If the foregoing instructions are carried out better prices will result, which more than pays for the extra care.

AN IMPERIAL BOARD OF TRADE.

A LARGE meeting of Montreal business men, recently held in the Board of Trade chambers, was addressed by Sir Frederick Pollock and Mr. Geoffrey Drage, who have been visiting this country in the interests of binding more closely together the various parts of the Empire. Although it was frankly admitted that the time is not yet ripe for the formation of any new body, whether it be styled an Imperial Council or anything else, still it will be interesting to note what these gentlemen are aiming ultimately to establish in the way of creating better understanding between the component parts of Britain's domain.

In the first place, if any more formal union is to come about it must be a gradual evolution and come out of business arrangements. And in the process of this evolution there are many practical problems to be solved. The all-British cable must be dealt with; the question of naturalization and that of copyright must be settled, and there should be one uniform commercial law ruling throughout the Empire, consolidated and codified by the Imperial Government. Such an arrangement would remedy the glaring discrepancies which now exist in the insolvency law and the law of patents. It is said that in order to patent any invention throughout the Empire it is necessary to take out no less than twenty-eight distinct patents.

In solving these and similar problems the idea of Imperial co-operation and closer union would work itself out; but without assistance the evolution would be a painfully slow one. And in order to hasten the result it is proposed to make a systematic attempt at getting adequate information to bring about the various reforms suggested. How could this be better accomplished than by establishing an Intelligence Department, which would perform the same function towards civil business as similar Intelligence Departments do towards the army and navy? A competent secretary could be appointed in England, and he should be assisted by an able staff of clerks throughout the Empire. The British House of Commons would, no doubt, be willing to defray the expenses of this system. Furthermore, the conference of Premiers should be revived, and meet periodically under the name of "Imperial Conference," to promote the affairs of the whole Empire. The result of these investigations and deliberations could be incorporated in a uniform statistical blue book for the Empire.

This is a dream of the future, but it is one that could surely be realized, if natural evolution were assisted in some such manner as that described. Canadians will wish the project every success.

THE ONTARIO HORTICULTURAL EXHIBITION.

THAT the annual meeting of the above society being held at the time of writing in Toronto is one of exceptional success is confirmed by all who visit it.

Each recurring Autumn has seen the annual fruit, flower and honey show attended with increasing prosperity, and the Exhibition so auspiciously opened on Tuesday afternoon should easily prove the most notable of any yet held.

The floral display is one of exceeding beauty. It is doubtful if such a fine lot of chrysanthemums has been before shown in Toronto. The orchid display is also very fine, and shows some unique varieties. Other flowers are in equal beauty and profusion.

The fruit show is one of particular interest, and reveals a high state of cultivation. To award the prizes will be no easy matter. Of still further interest are the various systems of packing and packages, which present an object lesson of no mean order. It is intended to

hold demonstrations of packing at intervals during the four days' Exhibition.

There are samples of the standard cases used in British Columbia and California, some packed in the manner adopted at those places.

Vegetables, too, are well in evidence, notwithstanding it is their first appearance at this show.

There is no doubt the Exhibition must be conducive to the education of all who visit the show, and it is to be hoped that every available opportunity will be utilized for instruction. The fruit industries of Canada have reached a crucial point in their history, and it is of the first importance that not only should every care be given to the cultivation, but that systems of packing and crating should be uniformly correct, and there is no better way of educating the growers than by an Exhibition of this character.

The show itself presents an exceptional display of beauty and attraction, and will be a source of pleasure and profit to even the mere ordinary visitor.

There is, however, one point which should be seriously debated before another season comes round, and that is as to whether a more suitable building could not be secured. The Massey Hall is, of course, a fine building and very popular, but scarcely suited to such an Exhibition as the fruit, flour and honey show. A more adaptable building could surely be found, where the whole display might be on one level, and laid out to artistic effect throughout. A suitable hall could be found in the Armories, if it were possible to secure it for the purpose. Ample space would be available, and a portion could be well marked out for such objects as demonstrations and informal lectures on the science and art of packing various fruits, and the increased profit which accrues in doing so on a correct basis.

THE TRADING STAMP ACT AND ITS PURPORT.

CORRESPONDENCE still continues to come to hand from retailers who are anxious to know whether or not to continue their respective coupon systems.

Last week we gave in our editorial columns the full text of the new Trading Stamp Act, and from a careful perusal of the four clauses it contains, our readers should be able to measure their systems of premiums by its text.

The first clause in its sub-division (a) gives clearly and concisely the description of what it is intended to cover under the expression "trading stamp," and reads as follows :

"(a) The expression 'trading stamps' includes, besides TRADING STAMPS commonly so called, ANY FORM OF CASH RECEIPT, RECEIPT, COUPON, PREMIUM TICKET OR OTHER DEVICE."

The words in capitals are so comprehensive that we question very much whether any device can be invented that could possibly be considered outside its bane. Take for instance the word "premium." It will be found that that word alone embraces in itself wellnigh every device. It means "a prize," "a reward," "a bonus," "a fee," "interest paid," or anything of the nature of an "inducement." So that it will at once be evident that almost the whole of the systems in vogue at the time of the passing of the Act are effectually assailed. Further, if there were any doubt the closing words remove it : " * * designed or intended to be given to the purchaser of goods by the vendor thereof or his employe or agent, and to represent a DISCOUNT on the price of such goods OR A PREMIUM to the purchaser thereof, WHICH IS REDEEMABLE either * * "

"Which is redeemable" clinches the question completely.

The Act next deals with the persons giving any such trading stamp, and includes any person selling or connected with the selling or manufacture. In the case of the grocer, the word "vendor" or his agent touches him distinctly. The latter paragraph 3 of clause 1 is a very important one and will be dealt with presently.

Sub-division (b) (c) then proceeds to explain the meaning of certain terms used.

We now come to clause 2, which deals more particularly with the relation between wholesaler and retailer, or any corporation and the retailer, and fixes the amounts of penalty.

Clause 3 deals directly with the retailer and fixes the penalty as against the retailer who actually gives the stamps, etc., to the public.

Clause 4 then proceeds to indict and penalize the purchaser, or in other words the general public, who purchases and who accepts trading stamps, etc., from their storekeeper.

It is clear from the foregoing that the Act is most comprehensive, dealing first with any and every description of coupon, second with any and every person concerned in the selling and issuing, third with any and every person concerned in the receiving of such coupons, and lastly with any executive officer of a company who acquiesces in their being used.

Provision was made in the Act so that any coupons, etc., issued before the 1st November could be dealt with by the vendor, but at that date the law came into active operation.

We now go back to paragraph 3 of clause 1, which appears to be the sole exception and which reads :

"But an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is NOT a trading stamp within the meaning of this section."

It would seem from this that manufacturers whose coupons form part of the wrapper or receptacle are exempt from the provisions of the Act, and that this form of premium is allowed to continue.

Our advice, therefore, to those who have written us and to our readers at large is to break at once with the whole business of trading stamps of whatever kind, as in our judgment the reading of the Act makes the giving of trading stamps, receipts, coupons, premium tickets, or any such device, which is redeemable, clearly and distinctly an indictable offence.

LOOKS FORWARD TO THE GROCER.

Extract from a letter from Alfred Powis, Manufacturers' Agent, 141 Bannatyne Ave., E. Winnipeg :

"I am a subscriber to THE CANADIAN GROCER and look forward each week to its arrival, as I think it one of the best mediums for keeping posted about things of interest to the trade throughout Canada."

THE-OUT-OF-TOWN TRADE.

IF there is any trade to be drawn to your store from surrounding towns, you ought to make every effort to get as much of it as you can.

People often have a lot more faith in a store located somewhere else than they do in their own local stores. No one knows why—it is the old principle of the prophet without honor in his own country.

If you advertise in the surrounding towns, you will create the impression that your store is a good one, or it could not expect to attract trade from other centres—and you will find shoals of people who will take you at your word.

If you are the first man in your place to reach out after this outside trade, you will get a good start on your competitors.

The big department stores in the larger cities have long recognized the value of this plan, and you will find that they advertise just as carefully and as persistently in the small local papers in the adjacent territory, as they do in the big city dailies.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

FROM reports received by The Canadian Grocer from all parts of the west it would seem that, speaking generally, the association programme regarding credits is being pretty generally adopted this month by the members. In order to ascertain to what extent the plan was actually being put in force, letters were sent out about the first of the month to dealers in different parts of the west who were known to be members of the association. Upon the whole the replies were very encouraging to those who are interested in seeing the credit evil stamped out. The great majority of the letters received were to the effect that credit had been stopped the first of the month but that it was too early to report how the cash system was working. In most of the letters received there was noticeable an optimistic spirit which augurs well for the success of the movement.

* * *

It would be impossible to print all these letters, and hence space is given in this issue only to two or three letters which indicate a state of affairs different from that existing in most western towns. Wm. Chambers, secretary of the Hamiota section, writes The Canadian Grocer as follows under date of November 8th :

"Dear Sirs : Your favor of the 2nd inst. to hand and I beg to reply as follows to the questions you ask about the association work here :

"First, the dealers in this district have made no concerted effort to put in force the no credit programme of the association as the evil in this district is not considered to be so great as to demand it. It is felt that it can be dealt with best by individuals.

"The above being the answer to your first question, your other questions as to the difficulties in introducing the cash system and whether 30 days' accounts are treated as cash require no answer. As to the prospects of the association in this section, they are very good, and with a little 'give and take' from the various parts of the district, I think the organization will work quite harmoniously.

"Yours truly,
"WM. CHAMBERS,
"Secretary Hamiota district
of the Association."

* * *

Hamiota merchants are fortunate if the credit evil is not of sufficient extent to render drastic measures absolutely necessary. But when there is so little to be accomplished, when there are so few long standing accounts to shut off, why not fall in line with the movement in other parts of the Province and shut off credit during the Winter months ?

* * *

In the course of a letter to The Canadian Grocer relating to association affairs, Jas. A. Clare of Neepawa deals with the credit evil and says :

"In my opinion this credit question, in order to be handled effectively, must be handled by the wholesale houses. Just so long as they will scatter goods to any person, giving long dating and constant renewals, so long will these goods in turn be scattered on the same condition by the retailer and it is usually the case that the dealers who can afford it the least are those who take the greatest risks. In many lines the present inducement to retailers is 'the more you buy, the lower the price.' The correct way to get business on a sound financial basis would be for the wholesaler to say, 'Buy only what you can pay cash for, save your discounts, and don't ask for credit.' If this were done it would force out of business many who have no capital or business ability, it would prevent over-stocking, depreciation of value, and heavy tax and insurance bills on dead stock. It would enable those who have heavy investments in business to make a fair return on their capital. It would give the wholesaler less expense for travelers and fewer accounts, but all good healthy ones. It would be a great benefit to all. But it must come from the banks and wholesale houses as they have the remedy in their own hands."

* * *

In writing The Canadian Grocer to this effect Mr. Clare said he did so not as secretary of the Neepawa section of the association but as expressing his own individual opinions. His letter directs attention to the fact that without the co-operation of the financial and wholesale interests, the association can not accomplish its objects. If the wholesale houses will recklessly give credit to all comers, long credits by retailers can not be stopped. One man in a town who gives long credits can demoralize the trade in a whole district, and he can do it if he can get unlimited credit from his wholesaler.

But the association have definite assurances of support in this matter from the wholesale houses and a few minutes' conversation with the wholesale men will convince the most skeptical that the jobbers mean business in this matter. A strong effort is being made to collect outstanding accounts and indiscriminate credit is being cut off. In this matter, the retail trade can count upon the effective and enthusiastic support of the wholesale and financial interests.

* * *

It is evident that in some parts of the country the trade expect too much of the secretary. Two or three complaints have been received at this office to the effect that the only thing the secretary has done has been to visit their district and collect their fees. Up to the present Mr. Coulson's work has consisted in visiting the merchants, enlisting their support, collecting their fees, and organizing them into local sections with their own secretaries. Evidently some dealers regard the organizer as a Son of Righteousness with healing in his wings and expect him to do the whole work while they look on with folded arms. But the secretary can not stay in any one district to smooth over disputes, nor in view of the immense field which he has yet to cover can he afford the time to re-visit every town where local difficulties arise. Having provided each district with its local organization and its own secretary he is compelled to leave the dealers in each section to work out their own commercial salvation. In most districts the local organizations are working well.

* * *

Secretary Coulson is still in the far western Provinces promoting the organization of the association in the newer parts of the country. An encouraging list of new members is promised very soon, probably for next issue.

MR. C. D. PICKFORD ON THE WEST INDIES.

Mr. C. D. Pickford, a member of the firm of Pickford & Black, Halifax, N.S., was a caller at the Toronto office of the Grocer this week. Mr. Pickford spoke well of the prospects of trade with the West Indies, from which place he has but recently returned. He informed The Grocer that his firm had recently added a new steamer to their fleet, expressly for the West Indian trade. There will now be a regular fortnightly service between Jamaica and Halifax, calling at Bermuda and Santiago, taking only seven and a half days. An interesting and very satisfactory feature of this service, and particularly of the new boat referred to, was demonstrated on its first return trip, when out of a cargo including some 2,500 bunches of bananas, only "nine" were found to have ripened on the voyage. This result is considered to speak well for the superior preserving capacity of its storage, and is an important feature, seeing that the bulk of the trade is in eatables needing careful storage, such as fruit, vegetables, flour, etc. The firm have made a special feature of fitting their vessels for fruit traffic. Mr. Pickford intends returning to Jamaica at a not very distant date to take up his firm's interests at that end.

A CAUTION.

Beware of the statement, "Selling below cost." The vital question to the customer is what it costs him, not what you lose. He knows you are not in the business for fun, and if you are continually admitting that you are selling below cost, he is likely to conclude that either you do not know your business well enough to buy right, or that you are deceiving him. In either case his confidence in you is shaken. Better say "We bought them right, you get the benefit."

THE APPRECIATION OF YOUR CUSTOMERS

is what you endeavor to obtain, but they will not be really satisfied unless you give them

"SALADA" CEYLON TEA

This also means **increased profits** for you as there is no necessity to carry a heavy stock. There is **no loss in weight** as **"SALADA"** is packed in sealed lead packets, and as it is **never sold by peddlers** there is nobody to cut into your trade.

We prepay the freight and guarantee its sale.

Wholesale prices and terms from

"SALADA" Toronto or Montreal.

"SALADA" received the Highest Award at St. Louis last year.

The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit.
Write for particulars and sample.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

You Can't Fool the Cook

BRANTFORD PREPARED CORN STARCH

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for royal households or millionaires' palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of Corn Starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious, natural flavor of bottom-land corn retained :

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands.

You Need It In Your Stock.

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Nov. 16, 1905.

REPORTS of local trade denote continued slowness. The activity which has been noticeable for some time past is now somewhat abated, most of the outside points having placed their orders for the coming season.

In canned goods there is little of importance to note. Strawberries are practically off the market, the canners having been only able to supply about 50 per cent. Prices, therefore, are merely nominal.

In sugar the market continues on basis of our last report. Trade has been noticeably quiet during the week in review and whilst the general opinion is that prices have reached about bottom there appears to be no indication of any desire to lay in stocks.

In molasses trade has been particularly quiet whilst the activity in syrups has abated, owing to buyers having well stocked up.

Whilst coffee is attracting increased attention there is no great activity to be noted and prices remain on previous basis.

Dried fruits are arriving in good condition and the last direct shipment is expected during the coming week. Immediate trade in these lines, however, is quiet, no fresh orders of any importance being reported.

Rice is showing great activity and supply is barely equal to the demand.

Spice is uninteresting.

Honey has somewhat slowed down in demand, the activity which has been ruling for some time having settled down. Prices, however, are remaining firm at previous quotations.

Beans are showing fair activity, with prices stiffening to advance.

Tapioca whilst in active demand is difficult to supply as spot stocks are very low.

Fresh fish has been very active, with prices ruling extremely firm.

Dried and cured fish are unsatisfactory on account of buyers being unable to secure shipment from points of production. Orders are in plenty but are awaiting execution.

The hide market still shows a more satisfactory standing than was manifested at earlier dates. The United States markets continue to manifest great firmness. Quotations still advancing and with good business being done. The effect of this on the Canadian market is to strengthen the present position. Arrivals are barely equal to the demand and no stocks are expected to accumulate until a material break in prices occurs.

Canned Goods—There has been no development of importance during week under review. Strawberries have practically left the market, since packers reported short deliveries of 50 per cent. Other lines continue unchanged. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's		0 90
" preserved, 3's		1 25
" standard, gal.		2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's, tips	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 17½	3 15
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 8/
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½
Sardines, French ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s. "	17 50
Lunch tongues, per doz	2 75
Potted meats, ¼s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—Showing an uninteresting market. The drop reported in our last issue has not had the effect of strengthening the market. During the past three months there has been a constantly declining market, the total drop during

that period being equal to about $1.50 per barrel. The general opinion is that bottom has been about reached, yet no disposition is shown to lay in stocks, partly due to the fact that the heavy season has now passed, and that all that is expected is a steady consumptive demand. There are some, however, who think that there will be some further drop before markets improve. From outside points reports denote weakness and uncertainty. We quote :

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 23
Berlin granulated	4 23
Phoenix	4 38
Bright coffee	4 23
Bright yellow	3 38
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses— Molasses have shown but little interest. In syrups the active demand previously reported has somewhat abated, as buyers' stocks are now well made up. Prices, however, continue firm at previous quotations.

We quote :

Syrups—		
Dark	0 33	0 34
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb		0 02¼
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. " "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts " "		6 00

Coffee—Whilst trade has been fairly active, there are no great signs of advancing demand. There is little doubt but that the consumption is increasing, but on a steady progressive basis. Reports from New York denote greater activity and a stronger market for price. Cable advices were received from Santos reporting drought, unfavorable for the growing crops. European markets reported steady. Brazilian markets holding steady and firm.

We quote :

	Per lb.	
Green Rico, No. 7	0 10	0 10½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
Green Guatemala	0 22	0 25
" Jamaica	0 12	0 18
" Maracaibo	0 16	0 23

Tea — The local tea market has been less active. Wholesalers have shown small interest during the week under review, and trade generally is on the quiet side.

The London market reports that in Indians the somewhat heavy offerings, an appreciable proportion of which afforded a rather lower standard of quality than has been available for some weeks past, caused an easier tone for all except the best in each class. Good medium to finest were steady, tippy Broken Pekoes from about 1s 2d to 1s 8d per lb. being a feature at distinctly higher values.

In Ceylons the offerings were again on a moderate scale, and appeared to be well within the scope of the inquiry. There was an active market, good medium kinds generally being in request at higher values. The special feature of the sale was the strong demand for flavory Pekoes for home use, which in many cases were ½d and 1d dearer, thus showing that teas showing quality are in active demand and continue firm.

Foreign Dried Fruits—New fruits are coming in on account of previous orders, but in some instances are not showing up to expectations. Reports from primal markets denote strengthening prices. Currants are quoted at an advance on early prices of some twelve cents per cwt. Sultanas have firmed up equal to fifty cents per cwt., and walnuts are showing a very much stronger position. It is expected that a much higher parity will rule in dried fruits as the season advances and the true state of the market at primal points is realized. The last direct steamer is arriving at an early date from the Mediterranean. We quote :

	Per lb.			Per lb.	
Prunes—					
90-100s	0 05	0 05½	60-70s	0 06½	0 06¾
80-90s	0 05½	0 05¾	50-60s	0 07	0 07¼
70-80s	0 06	0 06¼	40-50s	0 08	0 08½
			30-40s	0 09	0 10
Candied Peels—					
Lemon	0 09	0 10	Citron	0 15½	0 17
Orange	0 09½	0 11			
Figs—					
Elemes, per lb				0 10	0 17
Apricots—					
Californian evaporated				0 13	0 15
Peaches—					
Californian evaporated					0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05	up	Vostizzas	0 08	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Sultana selected Valencias				0 05½	0 07½
Seeded, 1 lb pckets				0 10	0 12½
California, loose muscatels—					
3-crown					0 05
4-crown					0 08½
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples				0 07	0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 08¼
Virginia "		0 10

Foreign Nuts—We quote:

For sack lots roasted add 2c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 13½	0 14
" Bordeaux, "	0 09	0 10
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 13½	0 14½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08
Peanuts, roasted, per lb	0 10	0 11
" green "	0 08	0 09

Rice and Tapioca— The demand continues active for these cereals and the situation is one of strength all through. Tapioca continues to be asked for, but spot stocks are practically depleted, with the result of still further strengthening the situation of rice. We quote :

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 04½
" double goat		0 05½

Spices— There is no feature of interest to report, and previous quotations are firm. We quote :

Spices—	Per lb.	
Peppers, blk	0 16	0 19
" white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 20
Mace	0 80	0 90

Honey—Trade continues of good activity. Demand is gradually increasing and prices are showing still further strengthening, but no notable change is reported. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 08	0 08½
" " " in 5 lb & 10 lb. cans, lb.	0 08½	0 10
" sections, No 1, per doz		2 00
" " No. 2, "		1 75
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—Demand continues active, with prices continuing firm with upward tendency.

Beans, handpicked, per bush		1 85
" prime, No. 1		1 75
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fresh Fish—Demand continues good in all lines, with prices ruling firm at previous quotations. We quote :

Frozen halibut, per lb		0 10
Fresh haddock "		0 07
Frozen trout "		0 09
Fresh cod steak, per lb		0 08
" lobsters, boiled, per lb		0 25
Frozen B.C. salmon, per lb		0 10
Shrimps per gal		1 25
Whitefish, per lb		0 09
Herring, "	0 06	0 07
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies	0 07½	0 08
Ciscoes		1 25
Kippers, 80 to box		1 25
Bloaters, 80 to box		1 25
Mackerel, per lb		0 10
Labrador herring, salt, No. 1, half bbl		3 00

Dried and Cured Fish—There is a good deal of dissatisfaction expressed in the treatment received by points on Atlantic coast. Orders have been well placed ahead but it seems impossible to get delivery, consequently wholesalers are seriously inconvenienced. We quote :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 07
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06½

Hides, Etc. — The local market continues to settle to a steadier basis at present quotations. Arrivals are coming to hand plentifully but yet are only found sufficient to supply the steadily increasing demand.

Reports from the Chicago market continue to denote great strength in quotations and are ruling one or two points higher than Canadian prices. Although there is apparently not sufficient reason for the great strength of the United States market the general opinion is that it will maintain its present strong condition for some time.

Domestic dealers are more satisfied with the present condition of the market and although prices would not warrant materially laying in of stocks, it is considered that the condition is more healthy and as long as arrivals are only equal to demand, present prices will continue to rule.

We quote :

Hides, inspected, No. 1 per lb		0 11½
" " " 2 "		0 10½
Country hides, flat, per lb	0 10	0 11
Calf skins, No. 1, selected		0 13
" " No. 2		0 11
Lamb skins, best city slaughter		1 05
Deer skins, green		0 12
" dry		0 22
Moose hides, green		0 07
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 16½	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

portion of the future orders and after the closing of navigation a quiet business is expected. Corn syrups are commanding a fair trade. Some jobbers report that their trade seems to be gradually getting more in the way of handling these corn syrups. We quote:

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls		0 02½
" ½-bbls		0 02½
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Coffee—Local coffee trade is unchanged and quiet. Roasters report only a steady trade and jobbers are buying light. Messrs. Watt, Scott & Goodacre in their weekly report of Nov. 14th say as follows:

"The liquidation in options has been very extensive and against most predictions, prices remained firm so that stocks of coffee are now strongly held. We have reliable information from Europe that heavy operators, active on the bull side of the market, control some million bags of stocks in Havre. The gossip is that very strong financial interests in Brazil, Europe and the United States are as quietly as possible accumulating enormous stocks of coffee. Their policy has been directly opposite to that of previous heavy bull operators, in that they are working quietly and not taking the public into their confidence. The result is that to-day this strong interest practically controls the larger part of the world's supply, and that consuming markets are practically short.

The bulk of coffees offered from Brazil are commercial grades, which are seldom operated against on New York exchange.

Brazil continues very firm. Receipts are beginning to decrease and there is no pressure to realize. It is too early to secure definite information as to the crops of 1906-07, but such information as is to hand is not in favor of a large crop."

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10½
Santos	0 10½	0 11½
Maracaibo	0 11	0 13½

Tea—The tone of the tea market is firm, with good business reported by the jobbing trade. The latest advice from Yokohama under date of Oct. 26th. from one of the largest shippers of Japan tea is as follows:

"There has been nothing purchased in Yokohama for a month past, and the season is closed. As there are still nine months before any new teas can reach Canada it would appear as though there would be a great scarcity of Japans on your market before long. The full shortage to date to the United States and Canada will probably reach 11,000,000 lbs."

From this it would appear, and the feeling seems to prevail among the trade, that every day buyers put off making their purchases they will have to pay more for their teas. The market for Ceylon and India blacks has shown some improvement and owing to the fact that several large sales have been made during the past week stocks of Orange Pekoes with cup quality ranging from 15c. to 16 1-2c. have become scarce. There has been considerable inquiry for China greens, especially for pea leaf and pin-head gunpecially for pea leaf and pin-head gunpowder. Moyune Young Hysons are somewhat neglected. There is quite an improvement in China congous particularly low grades. Owing to the Canadian Government having rejected considerable quantities of these teas during the past six months the market has shown considerable improvement in Canada. There does not seem to be anything in Congous in half chest form under 10 1-2c. procurable. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 16, 12.30 p.m.

BUTTER—Market steady. Demand locally good Export business difficult, owing to strong local demand, and consequent high prices. Receipts light. Prices unchanged.

CHEESE—Unchanged. Market firm. Trade light. Quebecs, 12 to 12½c.; Townships, 12⅛ to 12¼c.; Ontarios, 12½ to 12¾c. October makes.

EGGS—Steady market. Receipts light. No change. Local demand equal to receipts. Cold storage, 20 to 21c.; Western pickled, 19 to 20c.; select fresh, 24 to 25c.

PROVISIONS—Business quiet. Prices unchanged.

Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits—The raisin market is somewhat firmer with no surplus stocks on this market and a steady demand at prices quoted. Sultanas advanced at least 25 per cent over earlier prices and are in fair demand. Muscatels are quite firm and a scarcity of supplies, in fact little or no California loose Muscatels have been brought to this market on account of the high prices ruling at the coast. In seeded Muscatels this applies to even greater extent as prices are practically prohibitory and beyond the reach of the Canadian consumer, an advance of fully 50 per cent. over last year's prices prevailing. The currant market reported advanced a shilling in Greece and while quotations are firm no change is reported, the ruling prices being from 5c. to 5 1-2c. in half cases, bulk, with the usual difference of 1c. a pound for one pound packages. New dates which arrived last week are selling well and the quality is superior to last year's fruit. Figs have arrived on an advanced market of fully 25 per cent over first purchases.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ¼s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—Trade this week just about as usual for this season of the year. The report that the Japan rice crop was short is interesting buyers, though no changes are as yet noted. Tapioca is firm and maintained in this pisition as the statistical position is calculated to provoke another advance.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Spices—The general tone of the market is firmer. Cloves particularly show great activity and advanced prices. New York quotations for Zanzibar, 13 3-4c.; Amboyna, 24c. and Penang, 30c. Pimentos are in small supply. Nutmegs continue weak. Cassias in good demand. Gingers are firmer. Local trade reported fairly good. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—Has been quiet during the week. White clover is firm at 8c. and comb honey, 12c. to 14c. Buckwheat ruling from 6c. to 6 1-2c. according to quality. The harder weather prevailing will no doubt stimulate the demand from now on. We quote:

White clover, extracted tins		0 08
" kegs	0 07½	0 08
" comb, new	0 12	0 14
Buckwheat	0 06	0 06½

Maple Products—Business is report-

ed quiet by dealers. Maple sugar sales are light, though prices for fancy stock are quoted from 8 1-2c. to 9c. Maple syrup has shown an improvement and with the setting in of the cold weather a good trade is looked forward to. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 08½	0 09½

Beans—Continue firm and the advance noted last week is maintained. Supplies as yet are limited as it is anticipated that as soon as more plentiful stocks are obtainable prices may ease off a shade, though dealers are none too sanguine on this point, as owing to the reported shortage from the west they do not see how a reduction can follow. Prices remain the same.

Choice prime beans	1 60	1 65
Lower grades	1 50	1 55

Evaporated Apples— Are scarce and high and holders in the west very strong and not inclined to shade, in fact the largest evaporator is hanging out for 8 3-4c. for the winter varieties. Several offers under this figure have been declined.

Fish—Business during this week has shown good improvement owing to the advent of colder weather and the demand for all kinds of fish is good. The sale of salt fish is increasing with every week. Green cod is scarce and high. Finnan haddie arriving by express and meeting with heavy demand, supplies, however, are none too large. Smoked herring also show an improved demand. Bulk oysters are selling freely. Shell oysters are scarce and high and it is thought that dealers will be short of their winter supply as reports from the oyster beds indicate shortage.

New shell oysters, Caraquets, per bbl		3 00
No. 1 Malpeques per bbl	8 00	9 00
Fresh bulk oysters, standards per imp gal		1 40
" " selects, per imp. gal		1 60
Finnan haddies, 15-lb. boxes, per lb		0 07
Fresh sea trout, per lb		0 09
Kippered herring, per box		1 00
Dore		0 08
Fresh smelts, per lb		0 10
St. John bloaters (90 in box), per box		1 25
Fresh halibut, per lb		0 12
Smoked herring, in small boxes, new, per box		0 12
Fresh herring, small, per 100		1 50
Chilled halibut per lb		0 10
Smoked salmon, per lb		0 25
Chilled B C. salmon, per lb		0 10
Fresh haddock, per lb		0 05
Chilled Gaspe salmon, per lb		0 15
Fresh steak cod, per lb		0 06
Chilled dore, per lb		0 08
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 2-lb boxes per lb		0 06
Boneless fish, 2-lb bricks, "Gem of the Sea" brand, 2-lb. boxes, per lb		0 05½
Skinless cod, 100-lb. cases, per case		6 00
Dry codfish, 100-lb. bundles per bundle		6 00
Green cod, new, in bbls., No. 2, per lb		0 03½
" " " No. 1, "		0 03½
" " " large, "		0 04
New Labrador salt herring, per bbl		5 50
" " " per half bbl	2 75	3 00
New B.C. salt salmon, per bbl		12 50
" " " per half bbl		7 00
New Labrador salt salmon, in tierces, per tierce		18 00
" " " in bbls, per bbl		13 00
" " " in ½ bbls, per ½ bbl		7 50
No. 1 salt mackerel, 20-lb. pails, per pail		2 00
" pickled lake trout, 100-lb. kegs, per keg		4 75
Fresh mackerel, per lb		0 12

Fresh lake trout and white fish out of season.

J. G. Gibson, grocer, at 525 Yonge street, Toronto, who has been very ill during the larger portion of the past week, is beginning to show some improvement. More confidence is expressed by the medical attendants and they now hope for an ultimate recovery.

B. C. Markets.

Vancouver, B.C., Nov. 9, 1905.

MR. J. S. LARKE, Canadian commissioner to Australia, leaves for the Commonwealth on the Canadian-Australian steamer Moana to-morrow. Mr. Larke has spent a few days in Vancouver discussing trade matters with the merchants here, and to-day he leaves for Victoria, to spend a day there. In speaking of the recent ruling of the Australian Government on the collecting of customs duties on goods from point of shipment by steamer, thus adding the rail freight charges to the actual cost, Mr. Larke expresses the hope that a reversal of the ruling may be secured shortly. As he has been in Australia a number of years, and has rendered valuable services to the Commonwealth as well as to the Dominion which he represents, his views, when laid before the Australian Government, will carry weight.

Explaining the ruling, he states that the duty is chargeable on the cost of goods ad valorem, under an Act passed in 1901, but which was suspended in 1902 at his solicitation. The Premier of the Commonwealth, Mr. Deakin, and the Minister of Customs, Sir Wm. Lyne, were members of the Government at the time this measure was first passed. The ruling does not affect salmon, flour, and similar articles, on which a specific duty is charged, but agricultural machinery and similar goods are taxed ad valorem, and are thus brought under the ruling.

A steamship line between Australia and the eastern seaboard of Canada is earnestly desired, says Mr. Larke, but that would not affect the trade done from this coast, as a large part of the eastern exports are now shipped from New York, and never would be sent across the continent to be shipped from here. An association of merchants in a large exporting company would be a desirable and practicable method of handling exports of Canadian goods to Australia, is his opinion and suggestion.

* * *

The C.P.R. has asked for an extension of thirty days' time in which to file its answer on the question of freight rates from this Coast to Edmonton and other Northwest points. A week ago, when the merchants and shippers interviewed Mr. B. W. Greer, general freight agent, he fixed November 6 as the time by which he could communicate with Montreal and have an answer ready. The delay now asked for is because of the absence of Mr. G. M. Bosworth, fourth vice-president, who is now in England, and it is desired to take the subject up with him on his return.

* * *

The Vancouver Board of Trade has been discussing a proposition to secure legislation which will make it more difficult for tradesmen to transfer stock-in-trade without protecting the wholesaler who supplied the goods. It was proposed, as President Erskine put it, to "make the goods responsible for the debt, not the man." The present Bills of Sale Act was so worded that there was nothing to prevent selling off his stock, putting the money in his pocket, and walking away.

A former communication from the Winnipeg Board of Trade asked that notice be given so that all Provinces could secure legislation of the same nature at the same time.

* * *

The Blue Funnel steamer Jason, which sailed on Nov. 2, carried from British Columbia ports merchandise, principally salmon, valued at nearly a million dollars. From Vancouver and Victoria she took 122,000 cases of salmon. She also took 25,000 cases from Sound ports.

* * *

Those interested in fruit matters in B. C. were somewhat alarmed for the safety of the big shipment of prize fruit destined for the Crystal Palace Exhibition in London England. The fruit was shipped by Commissioner Palmer, on the Bavarian, which was wrecked in the St. Lawrence. However, the fruit was later taken off uninjured, and word was received that it would be shipped on the Virginian, and, barring further accidents, would reach London in time to compete with the fruit exhibits of the world.

* * *

An interesting insurance item comes from Fresno, California, the centre of the raisin industry in that State. It is stated that insurance is refused by a large number of companies. Notice has been served to that effect on the president of the Rasin Growers' Association. For some reason raisins are rated by the insurance companies as extra hazardous, and it is not known if the growers can effect re-insurance to cover that part from which the companies have withdrawn. British Columbia purchases all its raisins, practically, in the California market.

Markets.

Conditions are somewhat quiet in most lines at present. No great movement is noted, and trade, locally, might be called a little slow.

Salmon are still plentiful, cohoes and steelheads being the varieties. They bring 8 to 10c. per lb.

Halibut is becoming more plentiful as the season advances. It is quoted at 8c. per lb.

The herring season is beginning, and from now until a month after the New Year the usual big run at Nanaimo harbor and other bays on the shore of Vancouver Island will be on.

A number of concerns are beginning to pack these fish, and the arrival of J. J. Cowie, the Scottish expert, with his "lassies," to teach the art of putting the fish up for market, is causing a good deal of interest. It is expected that a good market for the cured and tinned herrings will result.

N. S. Markets.

Halifax, N.S., Nov. 14, 1905.

The grocery markets are very active and business generally is good. Collections are good and in some sections there is quite an improvement in the cash trade. Prices are firm.

Retailers have dropped the price of

granulated sugar to five cents. The wholesale prices of sugar in Halifax at the close of last week and at the corresponding date a year ago form an interesting comparison. The price per hundred pounds now and a year ago will be seen from the following table:

	1904	1905
Granulated XXX	$4.95	$4.45
Austrian Granulated	4.75	4.45
Trinidad Crystal	3.75	4.00
Pulverized	4.45	4.35
Bright Yellow	4.35	4.05

Dried Fruits.

The steamer Jacona direct from the Mediterranean ports has landed a large cargo of dried fruit here. The consignment consisted of about thirteen thousand packages of raisins, besides a quantity of nuts.

Importers are now filling orders, and in some cases the demand has been exceedingly good, the market having been pretty bare when the fruit arrived. The quotations are lower than the California fruit. Spanish raisins opened about two cents a pound lower than last year, and California three cents higher, but they have since declined one cent. Jobbing prices here are about as follows: Fine off stock, 4½ to 5 cents; Valencia layers, 5½ to 6 cents; bunch Dehesas, $3; Valencia halves are ½-cent per pound more. California seeded are quoted at 10½ to 11 cents. Currants are about one cent per pound higher than last year, being quoted at 5½ to 6½ cents, and new cleaned, in packages, 6¼ to 7 cents. The demand is almost wholly for package goods. Figs are lower than last year, being quoted at 8½ to 10 cents for large boxes, and 9 to 11 for one-pound boxes.

Produce.

The butter markets continue very firm and there is some scarcity of choice butter. Dealers experience considerable difficulty in securing first-class butter for their best customers, who will accept no other than the choicest. It is hard to get good butter of any kind under 25 cents. Creamery prints and solids are selling at 25 cents, and dairy 21 to 23 cents. The retailers' price is about three cents in advance of the above. Eggs are very firm, and the latest advices from Prince Edward Island say that they have a tendency to advance. They are jobbing here at 22 cents for case eggs and 30 cents for fresh laid. The latter are hard to get. The cheese market is also firm. Late sales at Charlottetown were at 11 3-16 cents. Large are quoted here at 12½ to 12¾, and small at 13 cents.

Vegetables.

Large shipments of vegetables continue to arrive from Prince Edward Island. During the week vessels came into port with cargoes aggregating 17,493 bushels of potatoes, and 1,855 bushels of turnips. Potatoes are quoted here at 30 cents ex vessel, and on the Island at 20 cents a bushel.

Fish.

Notwithstanding the reported scarcity of oysters on Prince Edward Island, heavy shipments are being made, the boats running to the mainland carrying hundreds of barrels each trip. The largest single shipment was on Saturday last, when the steamer from Summerside for Point du Chene landed four hundred barrels at the latter place. These oysters were all for the upper Canadian market, where the demand is reported to be, as usual, good. The hand picked oysters are quoted here at $7 per barrel.

HINTS TO BUYERS.

White's Worcester Sauce, pints, retailing at 10c, is in stock with Canada Brokerage Co., H. P. Eckardt & Co., Eby, Blain Co., John Sloan & Co., T. Kinnear & Co., James Lumbers and F. W. Humphrey. The agents, A. F. MacLaren Imperial Cheese Co., Limited, will be pleased to hear from any desirous of taking hold of this new line. It is reliable.

A. F. MacLaren Imperial Cheese Co., Limited, report the cocoa season now on and the ever-increasing sales of Bensdorp's in Ontario and the west give promise of being more than usually large. It will be of interest to get discounts on quantities.

Libby, McNeil & Libby's canned meats are special features with W. H. Dunn, Montreal agent. A particularly fine trade is reported for Libby, McNeil & Libby's mince meat, both moist and in packages.

White & Co., Limited, received a large shipment of natural pulled figs in boxes this week.

Minto Bros., Toronto, claim to have purchased heavily before the advances on all grades of Ceylon, Indian and Japan teas. See their advertisement on page 20.

GOLD MEDAL AWARDED, PARIS EXHIBITION
LIPTONS
PURVEYORS BY SPECIAL APPOINTMENT TO H.I.S. MAJESTY THE KING
ORANGE MARMALADE
MANUFACTURED BY LIPTON LTD. LONDON

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT

53 Upper Water Street, HALIFAX, N.S. — Board of Trade Building, MONTREAL

As Mother used to Make It....

Delicious, Reliable, Always ready, is

Nicholson's Mince Meat

The kind that pleases your customer and brings her back for more. Order now for the holiday trade.

And don't forget

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St. — Toronto, Ont.

Does Advertising Pay?

WORLD-WIDE INQUIRIES

The following letter requires no comment:

TOLEDO COMPUTING SCALE CO.

J. J. Dean, Canadian Representative,
21 John Street South,
Hamilton, Ont., Oct. 20, 1905

The MacLean Publishing Co., Limited,
Toronto, Ont.

Gentlemen,—Enclosed please find our cheque in settlement of account to 6th inst. We find that ad in **CANADIAN GROCER** brings us more returns than any other ad we have. We have had inquiries from South Africa, Australia, France, England, Ireland, Scotland, West Indies, Newfoundland, and other countries outside of Canada, through the ad in your publication.

Yours truly,
J. J. DEAN

The Canadian Grocer as a successful advertising medium holds the "Alone" place in the sphere which it covers. It has no equal and stands Second to None.

Recent letters received endorse it.
Results prove it.
Advertisers confirm it.

MANY GOOD CUSTOMERS ADDED

MINTO BROS., MELACAMA TEA
Importers, etc.
Toronto, Oct., 17th, 1905

The Manager Advertising
Department THE CANADIAN GROCER:

Dear Sir,—

In sending you our advertisement to-day we do it with a feeling that every issue of your valuable paper brings us fresh results, and we are free to admit that yours as an advertising medium ranks amongst the foremost. Our trade has made wonderful strides, and many of the good customers recently added have borne evidence to the fact "that they saw your advertisement in THE CANADIAN GROCER." We hope, both for yourselves, and for the good that you are doing us, that this good work will continue and feel that the customers gotten through your journal will continue to have no cause to regret having felt disposed to commence business with us. Wishing you continued prosperity, we are

Yours very truly,
MINTO BROS.,
Per W. M.

Why is it that a man who advertises the heaviest always has the biggest business? Ever notice it? And then there are some merchants who persist in saying that advertising doesn't pay.

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

MORE THAN PLEASED

COWANS, KENT & CO.
14 and 16 Front Street E.,
Toronto, Ont., Nov. 8th, 1905

THE CANADIAN GROCER, Toronto.

Dear Sirs:—

Our advertisement on page 74 of the special number of THE GROCER was of an assortment specially made up by us for that number, and we must say that we are more than pleased at the result of same. We have never had such a response before. We anticipated demand, but nothing like the demand which orders we are now receiving shows. If the direct result is so evident, we are convinced that the indirect will be widespread to our advantage.

Yours truly,
GOWANS, KENT & CO., LIMITED,
Cecil R. Jenkins

Advertisement rates on application
at either of our offices.

The MacLean Publishing Co.

Limited

MONTREAL TORONTO WINNIPEG

THE PROPAGATION OF SALMON

SOME INTERESTING FACTS

FOR several months during the past Summer, back on the headwaters of the streams which feed the mighty Fraser, half a hundred men have been engaged in a unique employment. They have been sowing seed for a harvest not expressed in golden stooks, and groaning granaries, but in millions of cases of the finest food fish in the world. In other words, they have been "sowing salmon," not for garnering the following Summer, as does the husbandman, but four years hence, for such is the span in the work of the fish culturist from seed time to harvest.

Saving an Industry.

These men have been doing something more. They have been saving an industry. Just as the grain field, left to self propagation, will gradually deteriorate, and finally exhaust itself, so was the salmon industry, in the richest salmon stream in the world, threatened with extinction. For years and years this splendid river has been giving up its tribute to Indian, canner, and farmer, without any steps being taken to insure permanency to the industry. The march of invention had perfected the system of taking the salmon, but it had not concerned itself with assisting in its propagation. When, however, the effects of this suicidal policy began to be evident, and the catch to decline, those more immediately concerned became alarmed.

John Pease Babcock Appointed.

The sockeye is the great commercial salmon of the Fraser, and its failure, therefore, to run as abundantly as usual entailed a great loss upon both fishermen and canners. The Provincial Government of British Columbia appointed a commissioner, John Pease Babcock, who had had great success working for the State of California on the Sacramento, to devote his attention to a study of the fish life of the Province, more particularly the salmon, and foster the industry.

Habits of the Fish.

Mr. Babcock was appointed four or five years ago, and immediately began a careful investigation of the habits of this fish from the time it shows its silvery head in the Straits of Juan de Fuca heading in from the sea, till it yields up its life on a sandbar of the Upper Fraser, after fulfilling the supreme purpose of its life. He learned a great deal about this marvellous and enigmatical fish, but for the purposes of this story it is necessary to mention but one or two necessary facts. He already knew, for this is one of the primary facts in connection with the industry, that the run of sockeye in the Fraser is greatest every fourth year and that in the other three years the catch varies from fair to light. He found that the catch is greatest every fourth year because only in that year do a sufficient number of fish reach all the spawning grounds. In that year only is the entire spawning area of the Fraser planted with sockeye seed. He found, from observations made by himself and his assistants, that the Fraser watershed, above the great canyon (including the Quesnel, Shuswap, and Seton-Anderson Lakes section) constituted seventy-five per cent. of the area of the natural spawning grounds of the entire Fraser River watershed.

Two Methods.

He further made the alarming discovery that, excepting on the quadrennial occasion referred to, that these spawning grounds were not only imperfectly seeded — they were, in some years, scarcely seeded at all. To save the industry from extinction two things were necessary. One was to assist nature by artificial means of propagation; the other to place greater restrictions on the fishermen, so that the progress of the fish up the river might not be impeded.

This latter step has been found difficult, because the process of education is not yet completed on the Fraser as it is on the Sacramento, and until it is, the natural objection of the men engaged in the industry to have their means of livelihood interfered with, will have to be considered.

Fortunately no such difficulty exists in regard to the first named method, and in March, 1903, a splendid new hatchery was completed to the order of the Provincial Government near the village of Lillooet. This station is in addition to the three operated by the Dominion Government. The Provincial Government's institution is known as the Seton Lake hatchery, being situated on Lake Creek at the outlet of Seton Lake, which in turn is connected with Anderson Lake. These waters are among the richest of the breeding grounds of the Province.

Successful Beyond Hopes.

As this is the first year that a fair test could be made of the new hatchery (this being the fourth year, the year of the big run) exceptional interest attaches to the results of the year's work as outlined by the commissioner, who has just returned from the station. It has been successful beyond the hopes of the most sanguine, and the enlargement of these facilities, together with the imposition of reasonable restrictions in regard to fishing can almost certainly be relied upon to restore the dwindling fisheries of this ancient salmon stream.

For several weeks before the great run started, a gang of men under Mr. LeRoy Sedgwood, Mr. Babcock's able assistant, had been making all preparations for the reception of their finny visitors. The big building had been thoroughly prepared and its 160 hatching troughs got ready for their appointed work. These troughs are placed end to end and extend the width of the building. The troughs accommodate between 40,000,000 and 50,000,000 eggs. The water in the flume running through the building is drawn from a point 100 feet below the surface of Seton Lake, insuring a lower and more even temperature than if drawn from the top.

Running of the Salmon.

It was about the end of July when, one day, the watchman came in with the news that "the salmon are running." The effect of this announcement was about the same as the laconic call of the small boy that "sap's running" in an eastern sugar camp. From that moment the whole staff worked at high pressure, with a result so satisfactory as to highly please their enthusiastic chief.

The fish ran throughout August and for the first week in September, after which the run fell away. The first eggs were taken on the 8th of September, but as the salmon were not sufficiently ripe for spawning work did not begin in earnest in taking eggs until the 12th, and thence on for two weeks the staff averaged from one and a half to two million eggs a day.

The record catch or take was on the 25th, following a respite of the day before, which was Sunday. On the day mentioned the two fishing and spawning crews took four and a half million eggs.

Taking the Spawn.

As the school comes swarming up the stream it is arrested by a dam which extends across Lake Creek, forming what is called the retaining pond. Across the creek where it leaves Seton Lake there is a fence impassable to the salmon, which prevents them entering the lake. Twelve hundred feet below this and at the top of a dam is a similar fence equipped with V-shaped obstructions through which the fish can enter but cannot return from the stream below. This retaining pond is 1,500 feet in length and 225 in width, and has an average depth of six feet.

From this pond the fish are taken with a drag net, out of which they are picked by the fishermen. The ripe females are thrown into what are called live cars, which are really floating crates. The males are thrown into another and similar car.

When forty or fifty fish are collected the car is towed down to the spawning platform at the lower end of the pool. Here the fish are transferred to big pens under the floor of the spawning platform. The floating crew works all day, but the spawning crew only in the afternoon.

When the latter crew is ready to commence, a man with a dip net picks a female out of her pen and throws her into a net suspended alongside. From this she is taken by another man who proceeds to extract the spawn in the following manner:

(To be continued.)

N. B. Markets.

St. John, Nov. 13, 1905.

THE magnificent Fall numebr of The Grocer received exceedingly favorable comment here. In many ways it was considered the best number yet published. Of one thing St. John considers itself justinably proud, its retail grocery stores, and this is the season when they begin to look their best. While yet early some of the displays are particularly fine. Business is good. There is great difficulty in getting goods with which to fill orders.

Spices tend quite firm. Cloves are already higher. This is the season of best demand.

The feature of the market very noticeable at this season is the few California raisins arriving. It is a matter of doubt if a single box of California loose muscatels has been bought for import this season and the quantity of seeded will be exceedingly light, but a few hundred boxes.

St. John is rapidly pushing to the front as a leading distributing point for tea. We have one of the largest, if not the largest, tea houses in Canada, with several other houses doing a large business. Tea lead which is quite a factor in the package tea business, is at present rising quite rapidly in price.

Oil—As pointed out in this report, burning oil is in a very strong position. A second advance of a half cent has taken place. Prices are still low. In lubricating oils prices at any time show but little change, this is the dull season. Paint oils are quiet but firm. Linseed still quite low. Turpentine high. Quite a little cod oil is being received. Demand quite active at full prices.

Salt—In Liverpool coarse salt fair stocks held. Prices are firm. Further supplies shortly expected. There is but light demand. Fine salt is quiet.

Canned Goods—In vegetables market is still rather unsettled and some very close prices named. Tomatoes rather firmer owing to a somewhat short pack. Fruits are not largely sold at this season. Gallon apples are quite a full stock. Blueberries rather dull. In salmon, but a fair sale. Some pink fish are offered at low prices. Imported sardines are receiving considerable attention at the hands of the trade. Domestic are largely shipped west. Haddies and kippers a fair pack.

Green Fruit—Apples, Nova Scotia stock are lower. It is difficult to get really first class fruit. Several cars of western apples, chiefly Spies, have been received. Full prices are asked. In oranges sales are small, no really good fruit being offered. Lemons are lower, but are only fair quality. Bananas somewhat out of season. In grapes Maagas chiefly sold. Some nice Tokays still seen. Cranberries are high.

Dried Fruit—In raisins, seeded are high. There has been quite a large quantity of freshly seeded imported from New York to supply the demand, also some new New York seeded. These being offered much lower than coast seeded, of which very few have been bought. Our dealers were able to secure but very few Malaga seeded. In loose and layers Malagas supply the market. Valencias are freely sold, they are cheap and good. New currants come to hand slowly. The direct imported are preferred. Prunes and peaches quite high. Apricots, while advancing are lower than last year. Figs are reasonable. Peels quite firmly held. Evaporated apples are higher. Onions are higher.

Sugar—There is a good demand. Price again declined last week. The outlook for the year will be a record of one continued decline. In bag sugar prices are unsettled.

Molasses—There is just a fair business. Stocks of Porto Rico quite large and price quite low, but steady. Barbadoes are not in large supply.

Fish — Fresh fish are not a factor, sale will improve with the cold weather. Variety is, however, small. In dry fish the high prices which have ruled throughout the season continue. They are record prices. Pickled herring are also high. Sales are large at this season. In boneless fish business has been good, while higher than usual prices have not been extreme. Smoked herring which were very low are higher. Finnan haddies firm.

Flour, Feed and Meal—Flour is firm. Supplies come forward very slowly. There is still a wide difference in price between Manitobas and Ontarios. The former have, however, a large sale. Oatmeal is high, costing much higher than Ontario flour. Cornmeal unchanged.

Beans— Are higher and stock small, receipts light owing to delay in getting goods forward. Yellow Eyes low. Stocks quite large.

NEW COMPANIES.

Public Notice is hereby given that under the provisions of an Act respecting the Changing of Names of Incorporated Companies, being the Revised Statutes of Ontario, Chapter 215, His Honor the Lieutenant-Governor has been pleased, by an Order-in-Council, dated the 8th day of November, 1905, to change the corporate name of the Canadian Dressed Beef & Abbatoir Co., Limited, to the corporate name of the Levack, Park & Co., Limited.

Provincial charter has been granted to Wilsons, Limited, in the village of Cumberland, to carry on the business of general merchant, the share capital of the company to be $10,000, divided into one hundred shares of one hundred dollars each, the head office of the company to be at the village of Cumberland, and the provisional directors of the company to be Catherine Margaret Edwards, Helena Eliza Perie, Charles William Wilson, Reginald Clarence Wilson, and Norman Frank Wilson.

Provisional charter has been granted to J. J. McLaughlin, Limited, Toronto, to carry on the business of manufacturing chemists, and of importers, manufacturers and dealers in mineral waters, carbonated beverages, fruit juices, syrups, creams and extracts, and all other goods of a like nature, and in soda fountains and all accessories and supplies therefor, the share capital of the company to be $250,000, divided into two thousand five hundred shares of one hundred dollars each; the head office of the company to be at the city of Toronto, and the provisional directors of the company to be John James McLaughlin, Norman Alexander Howie, and James Boniface Wright.

HINTS TO BUYERS.

Mr. E. D. Marceau, Montreal, calls buyers special attention to excellent values offered this week in teas and coffees. Reference to his ad in another part of this issue will furnish particulars.

French prunes are in stock with the Eby, Blain Co., Limited. These can be retailed very profitably at 5c. per lb.

Cranberries are bringing the highest price in years in the United States markets, from $9 to $14 per barrel being realized. For import 25 per cent. duty plus freight and profit would make an extremely high price. There are practically no Canadians offering this season.

A SUGAR REPORT.

A report is current in sugar circles of an advance of 10c per 100 lbs. by the New Orleans Refinery Co.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 16th, 1905.)

BUSINESS continues very active in all departments of the wholesale grocery trade and jobbers have little to complain about. Since the crop began to move there has been a steady improvement in country collections and in this important respect there is not much to complain about at present. It is reported that the number of dealers paying cash and earning their discounts is rapidly increasing this month.

Sugar continues to attract the attention of the trade. A late change bringing sugar down to a basis of $4.95 for Montreal granulated in barrels was reported last week in our telegraphic despatches. Evidently sugar is on the toboggan and, as the trade have no confidence in the stability of the market, they are buying in small quantities. The jobbing trade have stocked Berlin sugar which is quoted 10c. cheaper than the Montreal brands.

Bluestone for spring delivery is quoted at $5.75 per cwt.

Green Rio coffees have been slightly reduced.

New cooking figs are on the market.

Canned Goods — The canned goods market is devoid of new features of interest. We quote prices unchanged as follows:

Western People WILL HAVE the best.

GOLD STANDARD TEA

IS

"GUARANTEED THE BEST"

Therefore Western People WILL HAVE

GOLD STANDARD TEA

Supply 'em, Mr. Grocer, Supply 'em.

Packed, guaranteed and shipped in any quantity by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791 WINNIPEG.

Their Money's Worth

is what your customers get when they buy

CLARK'S MINCE MEAT

It has that rich flavor which satisfies everybody.

PACKED IN TINS, 5 SIZES.

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" 2 and 3, per 2-doz. case	1 99
Plums, Damson, l.s., group 1, per 2-doz. case	2 13
" 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Luncheon tongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Slice bacon " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25

FISH

Smoked Herring a Specialty.

In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON

Grand Harbor, Grand Manan, N.B.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. GUEST FISH CO.,

WINNIPEG, MAN.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

MANUFACTURERS' agent desires correspondence with British and American manufacterers of grocers' specialties desiring representation in Western Canada. Address P.O. Box 702, Winnipeg, Man. [47]

ENGLISHMAN, lately representing large produce house. Manchester, Eng., seeks agency for specialty for Vancouver Island. Address Theo. Caldwell, Victoria, B.C. [47]

SALESMAN WANTED.

WANTED—First-class salesman, with good connection, to take charge of a department of European importations, comprising different lines, and se l them in Canada; must be able to arrange his own samples; good salary. P. O. Box 996, Montreal. [46]

GREAT BRITAIN.

ADVERTISER, now managing London office for Canadian house with produce specialty, is shortly making a change, and is open to negotiate with other suitable firm to act for them in same capacity; large experience on both sides Atlantic and knows personally principal wholesale and retail men in Britain; advertiser will shortly be in Canada to meet correspondents. Box 294, CANADIAN GROCER, Toronto. [46]

MECHANICS WANTED.

WANTED—A first class bread, cake and pastry baker; wages $12 per week. Apply to Wm. Anthony, Avenue Bakery, Guelph. [ ]

BAKER—First-class on bread and cakes; state wages; dough mixer in shop. John Murray, Hastings, Ont. [f]

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—Another decline recorded last week in our telegraphic despatches has reduced sugar to a basis of $4.95 per cwt. for Montreal granulated in barrels. The trade have no confidence in the future of the market and, expecting further declines, they are buying sparingly. Jobbing houses have stocked Berlin sugar which is quoted below. We quote:

Montreal granulated, in bbls		4 95
" " in sacks		4 90
" yellow, in bbls		4 45
" " in sacks		4 40
Wallaceburg, in bbls		4 85
" in sacks		4 80
Berlin, granulated in bbls		4 85
" " sacks		4 80
Icing sugar in bbls		5 55
" " in boxes		5 75
" " in small quantities		6 15
Powdered sugar, in bbls		5 35
" " in boxes		5 55
" " in small quantities		5 80
Lump, hard, in bbls		5 65
" " in ½-bbls		5 80
" " in 100-lb cases		5 65
Raw sugar	4 25	4 50

Syrups and Molasses—Business is quiet at steady prices. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03½
" Kairomel " syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal		0 31
" " "		0 33
" 5 gal. bats, each		2 25

Coffee—Green Rios has declined 1-2 cent per lb. We quote:

Whole green Rio, per lb		0 10½
" " roasted, per lb.		0 15
Standard Java in 25-lb. tins, per lb.		0 33
Old Government Java in 25 lb. tins, per lb.		0 32
" Mocha		0 32
Imperial Java, in 25 lb. tins, per lb.		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb.		0 32
" " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.		0 23
" " 1-lb. "		0 24

Cocoa—We quote:

Epps' ½ lb package, per lb.		0 33
Fry's ½ lb " Homoeopathic, per lb.		0 30
½ lb " tins concentrated, per doz.		2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.		0 19
Cowan' in 10-lb tins, per lb.		0 15
Mott's Homoeopathic, ½'s		0 25
Van Houten's, ¼'s, per doz.		2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.		0 42

Chocolate—We quote:

Baker's unsweetened, per		0 36
Menier, ½'s, per lb		0 35
" ¼'s, "		0 34
Mott's Diamond, ½ and ¼ per lb		0 22
Fry's " " " "		0 22½

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.		1 65
" " " strawberry, "		1 85
" " " raspberry, "		2 00
" " glass, assorted, "		2 05
" " " raspberry, "		2 40
" " " strawberry, "		2 20
" " 7-lb. tins, assorted, per lb		0 12
" " " raspberry, "		0 13½
Upton's jam (in Winnipeg), per pail		0 50
" (in Brandon), "		0 52
" (in Calgary), "		0 57
" (in Lethbridge), "		0 57
" (in Edmonton). "		0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.		1 80
" " " tins, "		1 56
" " 7-lb. tins, per lb.		0 09
" " 4-lb. tins, "		0 10½
" (Upton's), 7-lb. pails, per pail		0 50
" " 1-lb. glass, "		1 20

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.		0 12
" " cads, per lb.		0 13
" S.C.P. and M. 14, half chests, per lb.		0 15
" " " cads, per lb.		0 16
" A.A.N., in cads, per lb		0 19
" J.A.P., No. 1, "		0 25
Ceylon, bulk, per lb.		0 18
" Pekoe P H.T., in ½ chests, per lb.		0 18
" broken Pekoe, No. 62 in chests, per lb.		0 18
" " No. 414 and 418, "		0 20
" " No. 412, in chests, "		0 22
" " No. 57, "		0 25
Gunpowder, in quarter chests per lb.		0 26
Young Hyson, in ½ chests, per lb		0 26
Scented Orange Pekoe, in cads, per lb		0 26

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz		$3 65
" " pints, "		6 00
" White's ½ pints "		0 90
" Paterson's ½ pints "		0 90
" " pints "		1 75
Essence of anchovies (C. & B.), per doz.		3 00
Yorkshire relish (Goodall & Backhouse), per doz.		1 90

Foreign Dried Fruits—New table figs are arriving now and quotations will be found below. We quote:

Sultana raisins, bulk, per lb		0 6½
" cleaned, "		0 08
" 1 lb pkgs "		0 09½
Table raisins, Connoisseur clusters, per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)		3 25
" Connoisseur clusters, boxes (5½ lbs).		0 80
Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 2 crown, per lb.		0 09
" " " 3 "		0 09½
" " " 4 "		0 10
" " choice seeded in ½-lb. packages per package		0 09½
" " fancy seeded in ½-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 11½
" " fancy seeded, 1-lb. packages, per package		0 12
Prunes, 90-100 per lb.		0 06½
" 80-90 "		0 06½
" 70-80 "		0 07½
" 60-70 "		0 07½
" 50-60 "		0 07
" 40-50 "		0 07½
" choice silver, per lb.		0 10½
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filiatras, per lb.		0 06
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb.		0 05½
Figs, cooking in taps and sacks		0 04½
" " boxes		0 04½
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb.		0 11½
Peaches, choice, per lb.		0 13
" standard "		0 12½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb.		0 11
Nectarines, choice		0 12

Candied Peels—Prices are quoted as follows:

Lemon, per lb.		0 11
Orange "		0 11½
Citron "		0 18
Mixed, in 1-lb drums per doz.		2 30

Nuts—In good demand for Christmas trade. We quote:

Almonds, per lb.		0 12½
" (shelled), per lb.		0 28
Filberts		0 10
Peanuts,		0 11½
Jumbos		0 14
Walnuts, new, Grenobles, per lb		0 14½
" " Marbots "		0 13
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 15

Rice, Tapioca and Sago — Tapioca is weaker. We quote:

Rangoon rice, per lb.	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per cwt.		5 00
Sago, per lb.		0 03½

Pot and Pearl Barley—Quoted as follows:

Pot barley, per sack		2 20
Pearl barley, per half sack (49 lbs)		1 65
" " sack		3 30

Spices—Prices are steady and unchanged. We quote:

Pepper, black, in 10 lb boxes, per lb.		0 18
" white, " 5 " "		0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb.		0 20
Cloves, in 5 lb. boxes, per lb.		0 18
Cassia, " " "	0 15	0 18
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. "	0 10	0 18
Mixed spice, in 5 lb. boxes, per lb.		0 20
Mace, in 5 lb. boxes, per lb.		0 70
Black pepper, per lb.		0 18

Packed in 1 and 2 lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H.&A.S.EWING'S

DELICIOUS

COFFEES

2 brands that stand outside the pale of competition

BORDEN'S

"Eagle" Condensed Milk
"Peerless" Evaporated Cream

BEAR THEM IN MIND WHEN PLACING YOUR NEXT ORDER

WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S. JOS IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B. Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6	**1-gal. tins to case, wine measure,**		**$4.50 per case**	**24**	**pints to case, wine measure,**		**$2.50 per case**
12	**½-gal.**	**"**	**4.80**	**"**	**12 qrt. bottles,**	**2.40**	**"**
24	**¼-gal.**	**"**	**4.80**	**"**	**5-gal. tin, Imperial measure, 1 to case,**	**3.90**	**"**

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

A Delicious Cup of Coffee

Our 1-lb. tin ***"CLUB"*** brand ***COFFEE*** at ***33*** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself, Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—***"CLUB" BRAND***. Try us,—that is all we ask to convince you of the superior value of ***"CLUB" COFFEE***.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

Mercantilable Power

Reputation is the force—the power that makes sales and creates demand. Now, reputation is not the result of advertising, it is personal trial, actual test by the very last court of appeal—the consumer. An article which sells on its reputation is the very best and most profitable kind to handle; its sale is sure and quick, at good prices.

Lion Brand Pickles have been sold on merit alone for nearly half a century. They have been tried by the consumer, and their reputation is established. They look better, taste better, and are better than any other Canadian Bulk Pickles on the market.

THE OZO CO., LIMITED
MONTREAL

White " "	0 25
Cinnamon (ordinary), per lb.	0
" (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb.	0 10
Allspice, per lb.	0 8½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets per doz.	0 75

Glass Fruit Jars—Prices for next season's delivery are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Evaporated Apples—New stock to arrive is quoted at 9 3-4 cents per lb.

Beans—New stock is quoted at $1.75 per bushel.

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 12½
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06½
Pickerel	0 05
Jackfish	0 04
Finnan Haddie	0 10
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	1 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gallon	2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz.	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 00
" " " No. 1,	8 75
" " " No. 2,	7 50
" " No. 3	6 40
" " nests of No. 1, No. 2 and No. 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz.	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Breakfast Cereals—Prices are quoted as follows:

Rolled Oats, 80-lb. sacks, per cwt	1 85
40-lb. " "	1 90
20-lb. " "	2 05
8-lb. " "	2 25
Cornmeal, in sacks, per cwt	1 85
" in ½ sacks, "	1 90

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

THE LATE MAJOR J. J. STUART,

THE death of Major J. J. Stuart, announced in these columns recently, removes another early friend of The Canadian Grocer. Twenty years ago Major Stuart was the son in the wholesale grocery firm of John Stuart, Son & Company, Hamilton, one of the most reputable concerns in the Canadian trade. A few years later they amalgamated with Harvey & Co., and the firm became known as Stuart, Harvey & Co. This firm was absorbed by the present firm of Balfour & Co., Mr. Harvey going to Winnipeg, where he died recently, and Major Stuart going to Chatham, N.B., to take charge of a big pulp manufacturing company. This was the last business Major Stuart engaged in. He had great difficulty in getting experienced managers and the business was finally abandoned.

He was more of a soldier than a business man and when the war broke out in South Africa he went there as a volunteer at his own expense and his experience and ability soon procured for him an important staff appointment which he held until the end of the war. On his return he joined an exploration party in the Peace River country, until his fatal illness compelled him to return to civilization. He underwent an operation at Edmonton and recovered sufficiently to enable him to return to Toronto, where his family are now living.

Major J. J. Stuart.

Major Stuart was born in Toronto in 1857, and was a son of Mr. John Stuart who recently resigned from the presidency of the Bank of Hamilton, and was educated in Germany, France, Upper Canada College and Toronto University. He always held a leading place in his studies and in the world of sports. Among his fellow students at that time was Hon. Mr. Aylesworth, now Postmaster-General of Canada, who remained always one of his most intimate friends.

Major Stuart served many years in the Canadian militia. In fact he gave the best of his energies to the service of his country. He was for many years adjutant of the 13th Regiment, Hamilton, to the command of which he could have succeeded had he desired. He also was one of the most valuable staff officers during the annual militia trainings. Had he gone into the army he would undoubtedly have become a most brilliant officer.

INTERESTING EGG STATISTICS.

In the poultry section of the annual report of Mr. F. W. Hodson, Live Stock Commissioner, Mr. F. C. Reford, chief of the poultry division, makes an interesting estimate of the probable value of egg production in Canada in 1911. Mr. Reford takes the figures of the 1901 census as the basis for his calculation; they are 11,000,000 laying hens, 84,123,802 dozen eggs, valued at $10,268,159. This is an annual average of 91 eggs per bird. Mr. Reford says: "If the same rate of increase were kept up from 1901 to 1911 as from 1891 to 1901 we should have about 15,000,000 laying hens, at the same average (91 eggs) we should have in 1911 about 110,500,000 dozen, which at the same price (12½ cents per dozen) would bring $13,812,000." Anticipating an improvement of laying powers by proper methods of breeding and selection the chief of the poultry division says: "With the improvement in the laying qualities of the hen that might reasonably be expected from the use of the trap nests the eggs laid in 1911 should be worth at least $22,767,857, an increase of revenue of about $9,000,000. This is calculated on an average lay of 150 eggs per hen per year and the average price of eggs in 1901, which was much less than for 1905."

THE PRICE OF HOGS.

The price of hogs on the Toronto markets had a downward tendency in October. The price paid for "selects" in the early days of the month was $6.25 per 100 lbs., gradually declining till the end of the month, the price at close being $5.62½ per 100 lbs.

A year ago on the Toronto markets the opening price for selects was $5.35, closing at the end of October with $4.80 per 100 lbs.

The large packing houses at Chicago at the end of the month were obtaining all the hogs they needed at an average price of $5 per 100 lbs.

In Manitoba market towns at the close of the month the farmers were selling hogs weighing from 180 to 250 lbs. at $5 per 100 lbs.

The Ontario farmer has no reason to complain; he is still receiving the top prices for select hogs weighing from 160 to 200 lbs.

THE ROBERT GREIG MILL BURNT.

A serious fire broke out Sunday morning about 11 a.m. in the premises of Robert Greig Co., which is occupied by Gold Medal Co. and White Swan Mills. The cereal mill of Robert Greig Co. was completely destroyed, but none of the other departments were damaged, as the cereal mill was located in an annex. The loss is estimated at between $15,000 and $20,000; fully covered by insurance.

Mr. Greig has already all his plans laid for getting under way again. New machinery has been ordered and Mr. Greig promises that, Phoenix like, the cereal department of White Swan Mills will rise from the ashes and be prepared for all orders within a week's time.

DOMINION COMMERCIAL TRAVELERS' ASSOCIATION.

SATURDAY evening, 11th inst., a meeting of the Dominion Commercial Travelers' Association was held for the purpose of receiving nominations for officers for the ensuing year. The president, Mr. J. S. N. Dougall, was in the chair. The following were nominated:

President—Fred L. Cains, W. J. Egan.

Vice-president—E. D. Marceau was elected by acclamation.

Treasurer—Robt. C. Wilkins, by acclamation.

Directors—Ed. S. Bois, R. J. Forman, J. D. Shaw, W. F. Cleghorn, A. Terroux, Jas. S. Thompson, J. B. Giles and G. W. Prescott.

Mr. Dougall's report showed that during the past year 380 new members had been added to the membership, making now a total of over 5,000.

Mr. E. D. Marceau, Montreal, was elected by acclamation as vice-president. The election of Mr. Marceau was anticipated by The Grocer in its report some few weeks ago, and the selection to this important office is but another evidence of the high esteem in which Mr. Marceau is held by his fellow members, and the association is to be congratulated on the selection of a man of Mr. Marceau's standing in the commercial community.

Mr. E. D Marceau.

It was decided that an annual dinner should be held as usual, date and arrangements were left in the hands of a special committee.

The annual meeting will be held on December 16th, at which the result of the election of officers will be given, also the financial statement for the year.

A NEW APPOINTMENT.

Mr. Stuart Watson, 433 Main street, Winnipeg, has been appointed local agent for Holbrook's Limited, makers of the sauce known by that name.

The only business man we ever met who kept busy without advertising was an Arkansas grocer who was afflicted with the seven-year itch and carried a Waterbury watch. When he was not scratching he was winding the watch.

THE FIRST STEP

towards success is to be particular in your choice of cereals. You have a right to know whether a product is selling in your town, or in other towns, and if it is likely to increase its sales in the next few years. You can readily satisfy yourself on these points when considering the advisability of ordering

Orange Meat

The sales of **Orange Meat** have doubled in two years. Grocers everywhere are enthusiastic, and orders are being increased regularly. This is no chance affair. It is the Reward due to Merit, Patronage given to a cereal that has proven its right to stay, stood every test, weathered every criticism. It is the endorsation of Absolute Cleanliness, Reliable Weight, Standard Quality. **Orange Meat** is the best evidence that the best breakfast food is given the best of treatment. **Orange Meat** and **you! —keep together.**

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

PROBABLY the most important feature in the flour and grain market at the present moment is the failure of transport facilities. With export trade this is of serious moment, as it means practically the stoppage of business. Unless prompt shipments can be guaranteed quotations are useless.

From advices from European points it would seem as though there is every prospect of an active export trade. Russia is likely to be unable to take account of her exporting trade on account of political eruptions, which will leave a great amount to be supplied by other countries. Germany is hastening in supplies in view of new protective duties coming in force in March next. So that with good freight facilities on this side an easy foreign market for both flour and grain should be assured.

The export market for flour is dull and lacks life. Landon prices recently made a sudden drop, and for the moment have had a declining effect on this market. At present quotations, equal to 25s. 9d. trade would be interesting and should prove attractive to the European buyers.

The market for grain is in a similar condition. Arrivals, however, from outside points are sufficient to keep local trade going. Prices have eased somewhat since our last issue, but cannot be said to be seriously weakening.

The local trade for flour is reported as being fairly active. Where prompt deliveries can be promised good business is in progress. There has been no material change in prices, although the tendency is a little easier.

Oats are showing a fair average quality, with a ready market for heavy oats for cereal purposes. Peas are reported as short in crop, with a firm market tendency.

PRICE OF FLOUR IN ST. JOHN.

ONTARIO flour again went up in price yesterday. It is now selling at $5.10 per barrel. Last week it advanced from $4.90 to $5. Manitoba flour is still selling at $6. Some dealers, however, are of the opinion that there will be further advances both in the price of Ontario and Manitoba flours before long. Difficulty in securing transportation is said to be making it hard for wholesalers to fill all the orders for flour given them.

WHEAT BY THE ALL-RAIL ROUTE.

The Canadian Pacific Railway will forward 2,000,000 bushels of wheat from Fort William to St. John, N.B., by the all-rail route, and operations on this project have already commenced. There are now being shipped from Fort William 50 cars of wheat a day for the long haul.

It is unusual at this season of the year to take wheat by the all-rail route, but it is being done now by the Canadian Pacific to furnish ballast for the company's trans-Atlantic boats on their first Winter sailings from St. John. Instead of securing cargoes from Chicago, as has been done in the past, the company will forward wheat over the line from Fort William at a low rate, and thus keep the business for Canadians.

AMERICAN RICE EXPORTS.

The United States has entered the list of the world's rice-producing and exporting countries. Figures compiled by the Department of Commerce and Labor through its Bureau of Statistics, show that the exports of rice to Cuba alone in the fiscal year 1905 amounted to 34,976,414 pounds, against 698,983 pounds in the preceding year, the value of rice exported to Cuba being $993,819 in 1905 against $19,985 in 1904. The total value of rice of domestic production shipped out of the country in the fiscal year 1905, including that to the non-contiguous territory of the United States, was $5,361,641, against $667,387 in 1900 and $16,451 in 1895. Meantime the imports of rice have fallen from practically $4,000,000 in 1899 to $2,000,000 in 1905, and for the first time in the history of American commerce the rice exports exceed in value the rice imports. The remarkable change in the movements into and out of the United States is due in part to the large increase in production which has recently developed in Louisiana and Texas and in part to the new relations of the United States with certain rice-consuming communities especially those of Porto Rico, Hawaii and Cuba, the two former through annexation and the latter through the reciprocity treaty. The list of rice-importing countries of the world is much larger than that of rice-exporting countries. Japan, which is usually looked upon as so great a rice producer as to give a large surplus for exportation, in fact imports much more than she exports, and to such an extent was this true during the Russo-Jap war that she was in 1904 the largest rice-importing country of the world, the total imports of rice in that year being 1,964,000,000 pounds.

THE COMPONENT PARTS OF WHEAT.

Each kernel of wheat is a miniature chemical laboratory wherein the elements composing carbon dioxide, ammonia, potash, magnesia, and silica are first separated, then combined with each other and with water in such wise that from substances in themselves unavailable for human food is produced the premier food article of the western world.

A transformation such as this is just as mysterious and wonderful and impressive, when one comes to think of it, as any of the larger, showier phenomena of earth or heaven.

AN ELEVATOR IN DANGER.

The foundation of the elevator operated by the Kelly Milling Company, Regina, is reported to be in a state of collapse, and the structure is a sort of second edition of the leaning tower of

Pisa. The northeast cornice is overhanging the main line of the C.P.R. about four feet, and it is liable to topple over at any moment.

About 10,000 bushels of wheat are in store there, and if it collapses there will be an inconvenient spill.

The railway company has been urgently requested to send along cars to relieve the congestion in this elevator, and it is thought that self-interest will compel the company to move in this case.

It will not be easy to remove several thousand bushels of grain from the main line of the railway, along with the wreckage of an elevator, before traffic is interrupted.

TORONTO MARKETS.

Flour.

We quote :

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88	0 88½
" " hard, No. 1, new		
" " " No. 2	0 85	0 86
Red and white, per bushel,		0 79
Barley "	0 48	0 50
Oats, new, "	0 36	0 37
Peas " new		0 74
Buckwheat " nominal	0 57	0 58
Rye, per bushel " new		0 73

Breakfast Cereals.

We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 55
Rolled wheat in boxes, 100 lbs	2 70
" " 50 lbs	1 40
Rolled oats, standard, carlots, per bbl., in bags	4 80
" " " " in wood	5 05
" " " for broken lots	5 10
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

MONTREAL MARKETS.

Flour.

The flour market is firm and with a good local demand. Export inquiry also is very good. The general undertone of the market is strong and this is keeping prices very firm. Stocks are light and the complaint of shippers' inability to secure freight is responsible for this. Country trade is reported good.

We quote :

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household		5 00
Glenora		4 60
Manitoba spring wheat patents		5 00
" strong bakers		4 60

Rolled Oats.

Business continues good in rolled oats and even at the advanced prices that have been asked during the past week dealers report good business. The cold weather no doubt is contributing very materially to the increased demand. Prices unchanged.

We quote :

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "		2 60
Rolled oats, " "		2 60
"		5 25
" 90-lb. bags		2 70
" 80-lb. bags		2 55

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN"
FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Hay.

Good local demand as well as a large export trade has fairly well cleaned up the market. Exports during the past week were 23,097 bales as against 8,442 bales for corresponding week last year. No. 1 is in good demand locally.

We quote :

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

Feed.

Bran is very scarce and every mill in the country reported over-sold. The local demand is exceedingly good with supplies light. Manitoba brand shows an advance of about $1 per ton over last week's quotations.

We quote :

Manitoba bran	17 00	17 50
" shorts	20 00	21 00
Ontario bran	15 50	16 00
Mouillie	20 00	25 00

COLMAN'S MUSTARD, 100 YEARS OF PROGRESS.

THE use of mustard as a condiment can be traced back to the most remote periods. By the fourteenth century it had become an important article of manufacture in France, while we find our immortal Shakespeare in the "Taming of the Shrew" making Grumio ask of the wayward Katharina, "What say you to a piece of beef and mustard?" To which she replies, "A dish that I do love to feed upon." In mediaeval times the preparation of this condiment was a very primitive affair, consisting of the simple process of crushing the seeds after the manner of peppercorns in the present day.

To the present day mustard, the whole world over, is identified with the name of Colman. It is just a hundred years since the great business of J. & J. Colman, Limited, was founded. To be precise, its beginning was in 1804-5, when Mr. Jeremiah Colman purchased a windmill, and a few years later decided to unite with flour-milling the making of mustard. As the enterprise grew, three nephews of the founder found place in the business. Two of these, Jeremiah and Edward, in due course were sent to London to push the interests of the firm while James remained with his uncle, who by that time had added the manufacture of starch and blue to the flour-milling and mustard-making.

His son, Jeremiah James, had not up till then concerned himself greatly with its affairs. Thenceforward he took up his father's responsibilities with energy and zeal. Of him it may truly be said that he was a merchant prince of the best type and a born captain of industry. It was largely to his skill and initiative, backed up by corresponding qualities in the London partners, that the wonderful subsequent advance of the firm had to be attributed. The late Mr. J. J. Colman attributed much of the success which attended the business efforts of his firm to the fact that it manufactured only the very best and the purest articles that could be produced. In the commercial world "Colman" and quality have in course of time become synonymous terms.

In 1856 the concern was moved to Carrow, just outside Norwich, where the works now cover an area of 32 acres. Such is the reputation of the firm that it is stated on a certain occasion one of the South American Governments showed their confidence in the integrity of Messrs. Colman by allowing packages from them to pass without the usual Customs examination. The farmers show their trust in the firm by frequently sending their mustard seed, leaving it to the company to put their own price upon it.

In 1896 the old firm, for family reasons, was converted into a limited liability company, but no shares were offered for public subscription. The present directors are Mr. Jeremiah Colman, Mr. Russell J. Colman, Mr. F. Gordon Colman, Mr. James Stuart and Mr. Frank A. Bellville.

The employes at the present time number more than three thousand, if the staffs at Carrow, Cannon street and Bethnal Green be included. The enormous growth which the working staff has undergone is in a small degree to be accounted for by the fact that the firm has absorbed from time to time various related industries.

In 1901 it took over the starch-making business of Orlando Jones & Co., of London, and more recently there have come into amalgamation with it the mustard and patent barley business of Messrs. Keen, Robinson & Co., an old-established house which celebrated its own century some fifty years back, but the number of whose employes is not included in the estimate referred to above.

Messrs. Colman have ever been model employers, the comfort and welfare of those engaged in the several departments of their huge industry having always been regarded with special interest, consequently strikes or labor troubles of any kind have been evils unknown throughout these hundred years.

If any further evidence was required of the generous manner in which Colmans regard their servants it was found in connection with the recent Centenary celebrations which were inaugurated by a scheme of holiday and monetary and other gifts to the employes. The works were closed from Friday night, August 4th, to the following Tuesday, and in lieu of the wages which were due to the workpeople for the customary half-day's work that they put in on a Saturday, each married workman or widower received 20s., each unmarried workman 12s. 6d., and each woman and young person as defined by the Factory Act 7s. 6d., while an additional 20s. was given to every workman who had seen fifty years' service or more. The office staff were given the choice of a week's holiday or a week's pay. The heads of departments and travelers each received a silver bowl, a handsome piece of workmanship some 10 inches in diameter, and suitably inscribed. The pensioners were not forgotten. The foreman, including those who are on the retired list, each received a marble clock. The inclusion in this scheme of gifts to the retired foremen and others whose days of service had gone by is typical of the attitude of Carrow towards those who in the past have helped to lay the foundations of its present prosperity.

Whilst the Colmans can claim the right to be regarded as model employers they have never absolved themselves from those civic and philanthropic duties which wealth imposes. In the civic relationship their record is remarkable. The founder, "Old" Jeremiah Colman, as he is still endearingly called at Carrow, was sheriff and mayor of Norwich. James Colman was sheriff of Norwich. Jeremiah James Colman was sheriff, mayor, and for 24 years member for Norwich. Russell James Colman has been sheriff and mayor of Norwich and high sheriff of Norfolk ; and Jeremiah Colman, of Gratton Park, the present chairman of the directors, is a deputy-lieutenant, and has been high sheriff of Surrey. A splendid record of worthy citizenship.

Mustard, of course, comes first with J. & J. Colman ; but starch, blue, cornflour, and self-raising flour are also the products of the humming hive at Carrow, which covers over one million square feet of floors and bristles with ingenious machinery and mighty engines at every turn.

CANADA AND AUSTRALIAN TRADE.

"Canada could become rich through her fish exports alone," declared J. S. Larke, Canadian commercial agent to Australia, in his address to the Windsor Board of Trade Thursday afternoon.

"Australia has a market for $1,000,000 worth of fish—fancy brands with sauces and relishes such as are put up by the manufacturer in the United States.

"No better fish are caught anywhere than off the coast of Nova Scotia, but Canada puts them up in salt, ships them in poor barrels and gets bottom prices, while the Americans dress them in flavors, put them in tins and get the highest prices on the market. That is the difference between American and Canadian enterprise.

"This is true not only of fish but of many other products. Canada always sends out raw material, while the United States furnishes the finished article which brings many times the cost.

Canada ships gypsum to America for almost nothing. Americans combine it with a few other simple substances and ship it to Australia as plaster of paris.

"Canada could do it just as well, and should do it. This is what weakens Canadian trade with Australia."

Mr. Larke also urged that the delay in transportation between Canada and Australian ports be done away with by the establishment of a direct line of Canadian owned vessels which would make the passage without transfer of cargo.

A. F. MacLaren Imperial Cheese Co., Limited, are receiving weekly shipments of Neufchatel, Eagle, Miniature, and other brands of fancy cream cheese and will be pleased to hear from those wanting this class of goods.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

First car California Washington Navels will arrive on or about the 18th Jan. Orders will be filled at lowest possible price, all sizes.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

We have to hand 1,000 kegs of Fancy Almeria Grapes. These Grapes have been selected with great care. Would advise ordering Winter supply as prices are now lower than they will be later.

Another car Fancy Lemons due.

All orders receive prompt and careful attention.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

It pays to keep Essences like

SHIRRIFF'S FLAVORING ESSENCES

They are sure sellers, and absolutely reliable.
Have you them?

Manufactured by
Imperial Extract Co.
TORONTO

GREEN FRUITS AND VEGETABLES

THE STORAGE OF APPLES.

APPLE storage has become one of the most important features of the fruit industry. The demand for apples has increased greatly, and to meet the demand large areas have been devoted to orchards in sections where conditions do not favor ease in holding or length of keeping.

The necessity of disposing of this fruit quickly tends to overstock the market in the Fall and early Winter, and frequently to reduce prices far below the limit of profitable handling. Accordingly, the ability to hold part of the crop until the perishable surplus has been disposed of means higher prices, easier sales and better accommodation to the public.

Consumers are also gradually but surely learning discrimination and demanding not only good apples, but an ample supply of them throughout nearly the entire year.

It is possible, by some system of storage, to avoid the glutted market and to hold the crops with little loss for sale late in the season, and make good profits from the practice; but, like all farm and orchard operations of the present time, apple storage must receive careful attention to insure success.

The grower or buyer must learn what varieties are suitable for storage, what conditions must be provided to secure the best and most economical management of the stored fruit, and at what time and under what conditions the different varieties must be put on the market.

Apples are exceedingly variable in length of keeping. Early harvest often becomes too ripe and mealy for choice eating, while still upon the tree, while some varieties in ordinary storage may keep well until midsummer of the next year. They also vary in behavior in storage, some varieties scalding, shrinking, losing flavor and becoming dull colored and unattractive, while others, after six months' keeping, come out smooth, bright, fragrant and crisp.

These variations in behavior are to a great extent varietal characteristics; yet the same variety grown upon sand or upon clay, grown in the north or in the south, grown in a wet season or a dry one, may show very striking differences.

The problem of selecting varieties and storing them properly is therefore a complex one, and requires careful study. The efficiency of the different systems of storage differ greatly with different varieties, but in general storage with low temperature secured by the use of ice extends the keeping period from one to four months beyond the limit in ordinary storage, and chemical cold storage prolongs the life of the variety at least half a month—often much longer—beyond the life under ice.

APPLE PACKING FRAUDS.

The Nova Scotia apple packers who have been fraudulently marking their fruit are in the path of trouble. They will not get much sympathy from any citizen who has paid a No. 1 price for No. 3 fruit. There is no difference except in degree between apple frauds and insurance frauds, or other forms of graft.

POTATOES IN AROOSTOOK COUNTY

THE potato shipments for the three months ending November 1 beat the record in Aroostook County by far. Despite the shortage of Bangor and Aroostook cars—which means the holding up of about 200,000 bushels of potatoes—the October shipments, 937,767 bushels, were over 100,000 bushels ahead of last year, and showed a larger increase than either August or September.

The total is 1,641,587 bushels for the three months, an increase of 261,222 bushels over the same period in 1904. The August increase was 64,344 bushels, September 96,557 bushels and October 100,327 bushels. Had there been a sufficient number of cars to handle all the shipments offered, October's shipments would have far exceeded the figures given.

The price of potatoes is soaring rapidly, despite the larger shipments, and is resulting in the biggest boom that Aroostook ever had. The price Saturday was $1.60 per barrel, the highest of the season. A week ago they brought $1.50. On November 1, 1904, the price was $1.03 per barrel.

The hotels at Presque Isle, Fort Fairfield, Houlton and Caribou are crowded with potato buyers from the entire eastern section of the country, as far south as Baltimore, and they will buy all the potatoes the growers care to sell them for immediate shipment, with orders limited only to the carrying capacity of the Bangor & Aroostook and Canadian Pacific. But the growers are so sure of higher prices within a few days that they are not over anxious about letting all their potatoes go. The average buyer has to do considerable hustling and offer quick cash payments to complete his consignments.

W. A. McKinnon, Canadian Commercial Agent at Bristol, writes that the following are the charges on apples consigned from Montreal to Birmingham via Avonmouth: Ocean freight, 2s 6d per barrel; dock dues, 1¾d per barrel; railway rate, 10½d per barrel; quay rate, 1½d per barrel; total charges, 3s 7¾d per barrel. He states that he is credibly informed that the total charges for the same service on fruit shipped via Liverpool amount to 4s ¼d, a difference of over 4d (8 cents) per barrel in favor of the Avonmouth route.

ONTARIO MARKETS.

Green Fruits.

MARKETS in green fruits have been slowing down during week under review. The activity which has been manifest for some time has now somewhat abated, with the stopping of

domestic arrivals, and closing of the wharf market, it was only to be expected that the trade would settle to a more moderate bulk. Some few arrivals of California grapes continue to come to hand. The apple market has been active for export trade, and good prices have been realized at Liverpool sales. Local trade is steady at quoted prices.

We quote :

Oranges, Jamaica, per barrel	4 50	5 00
Oranges, Florida, per box		3 50
Lemons, new Messinas	3 50	4 00
Bananas, large bunches, crated	1 50	1 80
Tokay grapes	3 00	3 25
Almeria grapes, per barrel	6 00	7 50
Apples, barrels	2 00	3 50
Cranberries, late Howes, per bbl.		12 00
" crates		4 00

The local trade has been only moderate in activity. No great interest is manifest. Now that arrivals have practically all come in, prices are remaining firm and without signs of change. Farmers are marketing well up to the demand. The only situation which would tend to make any alteration would be the arrival of heavy frost, which would naturally curtail supplies and harden prices. Our previous quotations remain practically unchanged.

We quote :

Jersey sweet potatoes	2 75	3 25
Potatoes, per bag		0 90
Onions, per bushel		0 75
Spanish onions, per small crate		1 00
" large cases		2 75
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
Water Cress, per doz.		0 20
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 50
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz.	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 40

QUEBEC MARKETS.

Green Fruits.

Trade generally is good.

Malaga grapes are selling quite freely from $5.50 to $7 and dealers look for higher prices.

A car of Florida oranges arrived Monday and sold at prices ranging from $3.50 to $4.

Bananas slow sale.

Apples are in good demand for fancy stock, such as Spys, Fameuse and Russets, which are selling from $4 to $4.50. Greenings and other varieties at $3.50.

Grape fruit is in fair demand at prices ranging from $4.75 to $5.50.

Cranberries have advanced and are now quoted from $1.50 to $2 barrel higher than last week and higher prices still are looked for on account of the short crop and the very good demand prevailing. Nova Scotias are selling from $10.50 to $11 per barrel and Cape Cod bringing $14.

The first car of California navel oranges is expected in about three weeks.

The first new Tarragona almonds, ex S.S. Dracona, arrived and are selling from 1½ to 2c advance over first orders placed.

Shell almonds also advanced from 2c to 2½c per lb.

We quote :

Dates, per lb		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100		3 75
Pineapples	4 50	5 00
Jamaica grape fruit, per box	5 00	5 50
Apples	2 25	4 25
Sweet potatoes, per bbl	2 60	3 75
Lemons, per box	3 50	4 00
Jamaica oranges, per bbl		00

ORANGE GOSSIP

Owing to the high price of apples and dried fruits generally, we will no doubt experience an unusual demand for Oranges, and a word or two re existing conditions will not come amiss.

California Navels The crop last year totalled 28,000 cars, present crop estimated at 26,000 cars. Fruit is coloring nicely, especially Northern California Fruit. Our first car, which by the way the first to reach Canada this season, is due in about a week. We will control several of the very best and most widely known brands—"Bronco," "Golden Flower," "Lily," "Anita," "Triangle."

Floridas The Fruit arriving is excellent—being heavy, thin skinned and sweet. Keeping qualities are excellent, owing to absence of rains during ripening. The crop is a fair-sized one of good quality.

Mexicans Growers have formed a small combine to hold prices, and owing to increased demand for this SWEET cheap orange we do not look for very low prices; in fact, it looks like an advance. Crop is maturing nicely, sizes running to small side. We have three cars in transit.

Valencias Crop reported normal, size good quality—but owing to scarcity of apples on the Continent a strong market is expected.

Our Orange experience is the best. The goods we handle are the pick of the different crops.

Don't experiment with your Xmas Order place it with Yours Truly—

PRICE LIST FOR THE ASKING

WHITE & CO., LIMITED

HAMILTON TORONTO

W. B. STRINGER **DISCOUNT** J. J McCABE

There's none on "St. Nicholas," "Miss St. Nicholas" or "Home Guard." If you buy "a 300" box under these brands you get 300 saleable lemons—that's what—no discount. Ask your dealer.

W. B. STRINGER & CO., Wholesale Fruit Brokers, TORONTO, Sole Agents

F. T. JAMES CO., Limited

FRUITS, FISH AND OYSTERS

Mexican and Navel Oranges on order from earliest shipments. Fard Dates due soon. Another car St. Nicholas and Kicking brands of Lemons in, with prices interesting to you.

See quotation list.

New Fruit Warehouse, 33 Church St. Telephone Main 5048

Malaga Grapes Finest quality tinted heavyweights. Per keg, $6.50 to $7. Order your supply now.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.

Consignments of Poultry, Butter, Eggs, Etc., Solicited.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

Fresh Figs, New Messina Lemons, Malaga Grapes, Cranberries.

The Quality That Wins

I know that I have got to hold fast to quality to hold fast to trade. This has made me extra careful in selecting fruits for packing and extra "particular" about the place to do the packing. The result is—as you know—a triumph for the **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in glass. The quality is supported by reasonable prices and the best of service. What more could you ask?

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

EXTRA FANCY ***New Messina and California Lemons***
Almeria Grapes, Florida Oranges
New Hallowee and Sair Dates ***New Eleme and Tap Figs***
Price Right. ***Quality the Best***
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

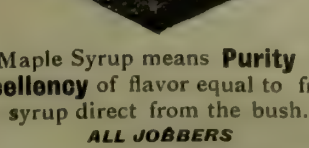
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK
This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

THAT WORD
DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.
ALL JOBBERS
Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.
APPLES A SPECIALTY
THOMSON & MATHIESON
Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.
REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
" California Tokay, per crate		3 50
Cranberries, N.S.	10 50	11 00
" Cape Cod		14 00
Spanish onions, cases		2 50
" " crates		0 90

Vegetables.

The vegetable trade during the week was fair.

Potatoes are in good demand, sales being made at 60c per bag of 90 lbs. for round lots. Supplies have been coming in better in the week and several carlots were sold at 53c and in a jobbing way are selling at 65c. As potatoes will shortly have to be shipped in heated cars entailing an extra expense higher prices will undoubtedly follow. Sweet potatoes selling well at $2.50 to $3.

We quote:

Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz.		1 00
Savory, per doz		1 00
Beets, new, per doz.	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl.		2 00
Cauliflowers, home grown, per doz.		1 50
Green peppers, per basket		0 70
Cranberries, per bbl.	8 50	9 50
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, pe doz.		0 40
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl.	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

MANITOBA.

Green Fruits.

First cars of California navels arrived in Winnipeg on Monday. We quote:

Apples, Ontario Northern Spys, per bbl.	4 50
" " Baldwins and other red varieties, per bbl	4 00
" " Greenings, per bbl.	3 75
" Fancy snow, XXX, "	4 75
Almeria grapes, per keg	6 50
Jersey cranberries, per bbl.	12 00
Cape Cod cranberries, per bbl.	11 00
Late Valencia oranges, 150s to 250s, per case	6 50
" " 126s, 230s, 324s "	6 00
Jamaica oranges, per case	5 50
California lemons, "	8 50

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl.	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb.	0 04
Carrots, per bush.	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb.	0 02
Australian onions, per lb.	0 05
Bermuda onions per case	2 10
New Potatoes, per lb.	0 02

VANCOUVER, B.C.

Potatoes have continued to hold steady and prices are going up, if anything, from last quotations. It is very likely there will be a shortage before Spring, from all present appearances. Other lines of vegetables are in good supply, with exception of cabbages, which have not been a good yield this season.

Fruit.

Apples are still entirely of local production. None are yet being imported from Washington or Oregon, all fancy stock being from up-river points and from the Okanagan. Prices remain firm for Okanagan at $1.50 to $2 per box, and lower mainland at 75c to $1.25 per box. Winter pears are nearly out, and the supplies of local grapes have ceased to come in. Grapes from California are very plentiful and at fairly low prices.

CLAIMS ARE EASY —— PROOF OFTEN VERY DIFFICULT

Ever since Red Rose Tea was put on the market, the claim has been made that it is **good tea.**

So good that it will help increase the business of most merchants who sell it.

So good that the large majority of people who use it will find it the best tea they can buy—just the kind of tea they want when they ask you, "Have you any **good tea?**"

These are claims which have been proved thousands of times, and are easier to prove to-day than ever before. If you are a good judge of tea a sample will be sufficient to satisfy you. A sample case would, however, be better, as you would then have the evidence of your customers.

If you Buy Once, you will Buy Again

WRITE FOR PRICES AND SAMPLES

T. H. ESTABROOKS

ST. JOHN, N. B.

Branches: { TORONTO. WINNIPEG.

FRESH AND CURED FISH

THE DOGFISH EVIL—SOME INTERESTING FACTS.

AS a liquor evil to the community, the potato bug to the farmer, so is the dog fish to the fisherman, and it is little wonder that the latter are agitating in Kings County for a reduction plant, wherein the lives of their enemies may be made to yield oil and their carcasses reduced to fertilizer, for the ravages of these wolves of the sea have been grievously destructive and threaten to demoralize an industry that is worth to Prince Edward Island annually over a million dollars and gives employment to over six thousand persons.

Following are some of the more important facts concerning their history, habits, and general characteristics, gleaned from Prof. Prince's report to the Department of Marine and Fisheries.

The name "dogfish" is carelessly applied to a number of fish mostly belonging to the shark tribe; but classified under different names. In structure, appearance and habits they are precisely the same as the large and dreaded shark of the ocean, but are all characterized by their small size, being rarely more than four or five feet in length and frequently two or three feet only.

The most numerous species is the "picked" dogfish, which frequent P.E. I. waters.

Even in the infant age they are pirates and when scarcely six inches long have been observed chasing schools of herring longer than themselves.

They rarely remain in numbers for long upon any particular part of the coast, as a rule moving off after a stay of five or six weeks.

They cannot endure very low temperatures and are abundant in the warmer months and the warmer water.

The "picked" dog-fish produces its young alive, not more than ten or twenty in a season. The young fish are so hardy, well protected and strong, that out of the millions of eggs produced each year by a female cod, fewer survive and reach maturity than result from the limited family of dog fish.

Dog-fish are great enemies of the trawlers, and in some seasons destroy immense numbers of cod after they are hooked and before the line has been hauled in. Hunting as they do in vast schools they inflict enormous damage. They will not only take the bait set for cod, haddock, etc., but tear off the captured fish or render them unsaleable by biting a piece out of the side. They often take bait and hook but are rarely secured, the hook not piercing the jaws for they suck it down as it were, gulping it into their capacious throat so that it becomes fixed fast deep down. Even then they are not caught, for with their sharp, lancet like teeth they bite off the snood and free themselves. The net fishing also suffers, mackerel seines, floating drip nets being rent and torn and the valuable fish destroyed. Their rapacity is such that a "pack of dogs" will literally clean up an area of all marine life and carry away all nets and gear in the vicinity.

Prof. Prince, in concluding his report, made a number of suggestions to the Government for the extermination of the pests. Some of the proposed plans are as follows:

(a) Inoculate a number of dogfish with some fatal or contagious disease thus securing the infection and death of all the dogfish which may hover near, on the principle adopted in reducing the rabbit pest in Australia some years ago.

(b) Dynamite the schools when they appear.

(c) Employ the Government cruisers in capturing the pests, or let the Government employ special vessels for the purpose.

(d) Pay a bounty of 1 cent for every five tails of dogfish ($2 per 1,000) brought to a fishery officer.

(e) Pay a bounty on the basis of weight, or on the total yield of oil.

The bounty of course could be paid in various ways. Some advise limiting it to parties operating reduction works, oil and glue factories, etc., a bonus being granted to companies willing to embark in the utilization of dogfish for oil and glue, fertilizer, food and other purposes.

The most valuable production is the oil yielded by the liver, though the tenacious extract from the gristly skull and skeleton and from the skin makes a most valuable glue, while the entrails and offal are converted into a useful fertilizer.

It usually takes the livers of nine or ten dogfish to produce one gallon of oil, which is worth from 30 to 40 cents a gallon.

Opinions as to the best method of dealing with the nuisance appeared to be so diverse that much difficulty arose in deciding how best the Government could aid in abating the plague.

The payment of a bounty was too expensive an undertaking to be considered even at the rate of $2 per thousand, but the establishment of reduction plants is far more practicable and is the first plan to be tried by the Government. The plant at Canso is now in operation and doing good work, being taxed beyond its capacity. Other plants are contemplated in the Maritime Provinces and Prince Edward Island is certainly entitled to recognition in view of the importance of her fishing industries.

SALMON PRICES.

It is not expected by British Columbia salmon canners that the recent advance of hold-over pack prices by the Pacific American Fisheries Corporation of Anacortes and Bellingham will have any effect on the market price either of Fraser River or northern salmon.

The American packing company recently announced that it had advanced prices on a portion of its pack, the increase being 10 cents a dozen on flats and 5 cents a dozen on talls.

The advance was not made with the expectation of realizing on immediate sales, but rather to stiffen the price of spring sales, a portion of the pack to be held over to next year.

Local canners state that the British Columbia pack has almost reached the highest price it is likely to command, especially in the United Kingdom market, where the demand is almost wholly regulated by the price.

When the price is advanced beyond what the consumers can pay the demand drops off immediately, with the result that there is a large stock remaining on the market to aid in breaking down the prices of the pack the following year.

CONGRATULATIONS.

Mr. S. T. Bastedo, Ontario Superintendent of Fisheries, yesterday received a letter from the Fisheries Commission of the State of Ohio congratulating Ontario upon the efforts it has put forward to put an end to the illegal fishing done by Americans in Canadian waters.

The action of the fishermen, the writer says, will be of assistance to the States in passing more stringent laws. The sole object of the fishermen at present, he says, is to get the last fish out of the lakes.

The system of granting fishing privileges is different in many of the States to that in Ontario. A permit is issued for 50 cents, and the total catch is taxed at 50 cents a ton.

The writer comments that it is a matter of surprise that the fishermen can appear so prosperous on the number of tons they report. "If we had the amount of power that you have to regulate fishing in our waters we would make these pirates sit up and think," concludes the writer.

Season 1905

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

Sweetened

Unsweetened

STAND AT THE TOP FOR QUALITY

These Milks are the highest standards of excellence on all counts :

PURITY—FLAVOR—RICHNESS

Absolutely reliable

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Nothing Nicer To Eat Than

"HALIFAX" SHREDDED CODFISH

Nothing More Satisfactory To Sell

AGENTS :

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

GROCERS and JOBBERS

Who are big users of biscuits, don't matter where you live, write us for prices and samples of biscuits. We have a big range and many exclusive lines. We can save you money and guarantee satisfaction.

IMPERIAL BISCUIT CO., Limited

Manfs. of Biscuits and Confectionery

GUELPH

Some of the dainties that Stewart makes.

Alakuma
Turkish Delight
Maple Cream
Butter Scotch
Marshmallows

and

Stewart's Delicious Chocolates

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

"Diamond" Brand

MOTT'S CHOCOLATES

"Elite" Brand

Unequalled in quality—Money Makers

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

BISCUITS AND CONFECTIONERY

GIVE QUALITY FIRST PLACE.

WITH the keen competition for business there has been a development of enterprise and skill in the production of specialties that has brought the product to a high state of perfection. In high-class goods Canada is to-day turning out as handsome and as well-made lines as can be found anywhere.

The public seem willing to pay prices that were not possible a few years ago. Probably the importation of high-priced lines has helped to accomplish this.

In spite of this development there are some concerns who think the object in manufacturing is to market goods as cheaply as possible. There are lines being made by some concerns that are not only below the requirements of the times, but take the place of better and more profitable goods. The grocer who values his trade will do well to take particular care that he is not tempted to lay in a stock of goods merely because of an advantage in price. Quality alone should be the first consideration; on it alone can a reputation be built up.

A CANDY TALK TO GROCERS.

THAT popular, toothsome sweetmeat, candy, which is craved by the youth and liked by everybody in general, finds ready sale in the grocery store, and therefore is one of the most desirable side lines a grocer could carry.

Candy sales, as a rule, net a larger profit than do small goods in other retail lines, for the reason that candy can be made or bought cheaply and sold quickly.

The kinds of candy that a grocer can carry are of great variety, there being practically no end to the grades when it comes to fancy candies; and, as it is always well to have something new to put before customers, a grocer ought not to confine his stock to hard candies, especially before the holidays.

Candy can be bought in bars, sticks, strips, squares, drops, lozenges, bonbons. Some are hard, some soft, some mixed, several different kinds together. It can be bought by the package or in cartons, by the box or by the pail. Package goods are especially attractive; for instance, marshmallows put up in five or ten cent packages are ready sellers; so, also, are caramels, lozenges, licorice drops, chocolate chips. A No. 1 candy can be bought by the pail, twenty to thirty pounds weight, including mixed creams, chocolate sponge, gum drops, caramels, etc.

In candied nuts there is a large offering, some kinds being in bars or strips, as peanut candy, almond candy while walnuts are often used as a "walnut cream," like a bonbon.

Figs, dates, cocoanut, add to the already long list by being used in special candies, as date candy, fig candy, cocoanut candy.

Candies in the shape of tablets, kisses, mints, chips, may be kept in jars or dishes, the same as stick candy or drops.

Licorice is probably made into as many different shapes as any candy, as it can be bought in sticks, tubes, bricks, whips, cigarettes, "pig tails," "Japanese flails," drops; in fact, any shape. Licorice candy, being a sort of hard candy, will keep indefinitely or a very long time.

A few of the many ways in which candy is put up by manufacturers and dealers for the trade is shown in the preceding lines, from which a grocer will readily see that he can buy it well packed in pails, boxes, packages, cartons.

During the holidays there are always special candies or candies pertaining to Christmas, hence the grocer who anticipates handling candy as a side line should at once obtain lists of novelties, as well as regular candies, so as to place his order early, for there will likely be a grand rush for a supply of candy as soon as the cold weather sets in, and the business of the average grocer, being that of a retailer, warrants his getting in line with an order so as to make extra profit by handling candy as a side line.

MONEY MAKING

is a business in every business. It's just as important that you should view sodas in a monetary sense as in a quality sense. When the two "senses" agree with what you are prepared to pay and what you expect to get — **that's the time to order.**

fit into the niche exactly. Not a better biscuit anywhere! Not a more squarely priced biscuit anywhere! Just the sodas for Canadian trade, Canadian Merchants! Are you going to boost **Perfections** and your own success?

A case is a good trial order

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

MAKE MONEY

SELL CIGARS AND MAKE MONEY

Cigars are in big demand. If you secure the "favorites" you can secure profitable trade.

PEBBLE and PHARAOH

cigars are pre-eminently leaders. As a 5-center the **PEBBLE** has no equal. As a 10-center the **PHARAOH** is "the ideal smoke."

Knowing as I do how carefully and skilfully these cigars are made I can fully recommend them to grocers who have never kept cigars, or grocers who have kept "other cigars" with unsatisfactory results.

Let me send you 1,000 assorted, on the fairest terms ever offered.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Tobacco and Opportunity

There never was a better time for grocers to sell tobacco than the present time.
There never was a better tobacco for grocers to handle than ***T. & B.***
You cannot find a smoker who hasn't heard of ***T. & B.***
You are not going to select the unknown tobacco and pass by the known, are you?

T & B

is the tobacco you want and there is no reason why you should hesitate about ordering.

The present is the time to act—send in an order NOW.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

TARIFF COMMISSION AND CIGAR AND TOBACCO MANUFACTURERS

At the session of the Tariff Commission held in Montreal last week a number of leading manufacturers of tobacco and cigars attended and in a very convincing manner aired their grievances. One of the principal speakers was Mr. J. Bruce Payne, of Granby, who placed a strong memorial regarding the trade, on the table. The Ministers attended the dispensers of the weed with apparent interest and no doubt such an influential gathering of representatives of so large an industry will bear fruit in the trade.

The deputation consisted of manufacturers whose establishments are in Montreal, Toronto, Hamilton, London, Granby and Quebec city.

The Question of Duty.

The main point at stake was the question of duty, the memorial presented stating that the total tax on foreign tobaccos, imported into Canada for the purpose of manufacturing cigars, should not amount to more than $6 per thousand cigars, while at the present it is $8 per thousand cigars.

The memorial which was read by Mr. J. Bruce Payne, of Granby, ex-president of the Dominion Cigar Manufacturers' Association, went on to state that their association represented over 75 per cent. of the cigar production of Canada. The total taxation in the United States was not over $5 per thousand cigars, the consequence being that there was a very large consumption of the domestic product. In Canada the high duties on raw leaf and excise combined had the effect of restricting the output of low priced cigars, in fact, the manufacture of the "cigar of the people" was as dead as Caesar.

To Stimulate Trade.

In the past five years raw materials had advanced almost one hundred per cent. and this made the present high duty extraordinarily burdensome on the cheaper grades of cigars.

The memorial went on to contend that a lowering of the duties on foreign tobaccos to the equivalent of $6 per thousand on cigars would stimulate the trade on the cheaper brands. They considered that there was ample protection against the foreign made cigar and did not wish to disturb this phase of the schedule.

The imported cigars coming into Canada amount to seven millions per annum, while there are manufactured in Canada 185 millions per annum. Of a foreign and Canadian mixture there were five millions made last year.

Bounty on Canadian Leaf.

This brought up a query relative to making cigars of Canadian tobacco. Mr. Michael Hirsch assured the Minister that they as an association were in no way concerned in Canadian leaf, while Mr. H. B. Whitton, of Hamilton, expressed the same opinion. The latter suggested that the bounty might be given Canadian leaf growers, in order to see if a tobacco fit for manufacturing cigars would result.

Reputation of Canadian Cigars.

Hon. Mr. Brodeur was of the opinion that Canadian leaf was not getting a fair show. "Cigars of Canadian tobacco do not give the smoker a fair show," was the comment from one of the deputation.

Asked what cigars made of Canadian tobacco can be purchased for in the market, the reply was two or three for five cents. Eleven dollars a thousand, wholesale, was considered a fair price.

Mr. Fielding wished to know if any of these cigars ever obtained a reputation. To which Mr. J. M. Fortier stated that while he did not make them, that smokes manufactured of "Little Dutch" and "Canadian Zimmer" had quite a sale.

Mr. L. O. Grothe also volunteered the information that there were some smoked under the apprehension that they were made of imported tobacco. This deception was practiced by utilizing a black stamp which was presumed to go to cigars made of imported tobacco only.

Hon. Mr. Fielding took exception to this deception as the public, apparently, bought "five centers" very largely on faith.

A Question of Prejudice.

Hon. Mr. Brodeur was of the opinion that the good old Canadian tobacco was being slandered and that it was more a matter of prejudice than of fact with the manufacturers present.

Mr. Hirsch protested that they would be very willing to use Canadian tobacco if they would make cigars equal to the foreign article.

Mr. J. M. Fortier stated that he was interested in factories which were utilizing Canadian tobacco, factories in which his name did not figure. He had gone into the matter thoroughly, and was of the opinion that good tobacco could be grown in Canada, as good as in the United States.

"It is a wise man who knows what

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

he smokes," said Mr. Fortier, and that gentleman went on to say that a pet joke of his was to make a cigar of all-Canadian tobacco and give it to a friend, to hear it praised as a fine imported weed.

The Pink Stamp.

The question of putting a pink stamp on the cigars made of Canadian tobacco then came up. Mr. Fortier was of the opinion that it condemned the cigar.

"It appears to me," remarked the Minister of Finance, "that acording to the testimony here the cigar condemns itself."

Sir Richard Cartwright suggested that they might make a few tests in the dark.

Mr. Fortier, quite independent of the Canadian Cigar Manufacturers' Association, who allowed their case to rest on the subject of reducing the duty, went on to take up the battle of the Canadian weed. He agreed with the memorial of the association, but wished to go farther on his own accord. He suggested that the Government should take the native tobacco under its wing to the same extent as they do in the United States. There the sale of tobacco until it has been accounted for to the excise authorities is prohibited. Here in Montreal and in other portions of the Province cigars and plug tobacco were being made quite independent of any Government supervision, because the tobacco could be purchased at any market or corner grocery.

Mr. Fortier went on to state that he was convinced that with proper care an excellent tobacco could be grown in the Dominion. The proper supervision of the industry by the Government would bring up the quality. This would mean the proper handling of tobacco from the time it was cut until ready to place upon the market months afterwards.

To Reduce Tax on Canadian Cigars.

Hon. Mr. Paterson, going back to earlier hemarks of the session, asked Mr. Hirsch if the manufacturers would object to the reduction in the tax on Canadian cigars, if a reduction was made in the foreign tobacco as the association had suggested.

Mr. Hirsch stated that he could only voice individual opinion, and not that of the association as a whole, for the question is one which they had not considered, as they took no stock in Canadian tobacco. He would express the individual opinion, however, that there would be no objection to any reduction in the tax on cigars made of Canadian grown tobacco.

Mr. Fortier then asked that the Government reduce the tax on cigarettes to a figure perhaps one-third as great as that now in force.

Personnel of Deputation.

The deputation of cigar manufacturers included the following: Messrs. H. Gagnier, Toronto; M. Lockwell, Quebec; J. Bruce Payne, Granby; H. B. Whitton, Hamilton; A. Bollard, Toronto; Wm. Ward, London; Jos. Nolan, London; J. Mauss, London; Andrew Wilson, Toronto; and the following Montreal gentlemen: Messrs. Michael Hirsch, J. M. Fortier, L. O. Grothe, John Michaels, Louis Lewis, E. N. Cusson, R. Goulet.

Dominion Tobacco Manufacturers.

The deputation next heard was that of the Canadian tobacco manufacturers, represented by Messrs. B. Goldstein and J. Goldstein, of the Dominion Tobacco Co., and O. W. Legault, representing the St. Lawrence Tobacco Co. They desired first the adoption of a uniform stamp for all products and rearrangement of duties; second, the abolition of the sale of free raw leaf., and, third, licorice, glycerine and spirits placed on the free list. The manufacturers here, they said, are a unit in their demands.

A CURE FOR POISONING.

The recent frequency on the continent of cases of poisoning from eating fungi, mistaken for mushrooms, brings to light the fact that there has long been known in France an effective antidote of the simplest kind. It was first used in 1829 by M. Thenery, pharmaceutical chemist to the hospitals of Montpellier, and he kept the Academy of Medicine regularly posted in the practical results of its administration until 1855. The remedy consists of charcoal powdered fine as dust, and taken in a tablespoonful of water every ten minutes until the pain ceases. It is also efficacious against symptoms of poisoning after eating unsound meat, fish or tinned foods. It has been used for many years with the British army in India and Africa as a sure relief, if taken in time, in cases of dysentery.

E. G. Scott, general merchant, Gore Bay, has assigned. The assets are placed at $5,100 and the liabilities at $5,400. Mr. Scott started in business about six months ago with a capital of $1,300, which has been absorbed, together with the deficit of $300. Mr. Osler Wade has been placed in charge, and the stock will be sold on Nov. 17.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

It's hard to write that postal Mr. Grocer, but you will never regret dropping us a line—

Our Hogen Mogen and Royal Sport Cigars

5 Cents. 10 Cents.

will make a nice, tidy profit for you. Many others are in on this good thing, are you? The best values in Canada and we push their sale. Particulars on request. Send a trial order now.

THE SHERBROOKE CIGAR CO.,

SHERBROOKE, P.Q.

READY IMMEDIATELY

THE NOVEMBER NUMBER OF

The Business Magazine

OUR HOME PUBLICATION FOR THE BUSY MAN AND HIS FAMILY.

SOME OF THE LEADING FEATURES :

Senator Fulford—Advertising King

A clever article on the late Senator Fulford, who was a foremost exponent of the advantages of advertising.

Big Salaries and Fees

Tells about the stupendous sums earned by some men which almost bewilder in their magnitude.

How Great Business Men Keep Well

Giving in short form the methods employed by leading men in preserving their health.

The Typewriter Girl

Some account of one of the most interesting modern phenomena.

A Night in a Marconi Station

A graphic account of the weird scenes in the station from which messages are sent across the ocean.

The Rothschilds of France

An estimate of the world's richest family and how it came by its wealth.

How Hard Work Adds Years to Life

A plea for the worker, with many examples of the truth of the statement.

The Largest Vessel Ever Built

A description of the "Amerika," which resembles a modern hotel very closely.

And many more equally clever articles.

If you have not yet subscribed now is the time to do so. Write us for special terms.

The MacLean Pub. Co., Limited

Montreal Toronto Winnipeg

PROGRESSIVE RETAILING

THE COUNTRY STOREKEEPER AND COLLECTIONS.

(Continued.)

A WHOLESALE merchant was heard to say recently "It is surprising the number of failures among the country traders, and the excuse they each have is that they have so much trusted out that they cannot go along and do business. The trouble is, they do not manage things in the right way. Why, when I kept a country store I trusted everybody I knew. My motto was, 'Trust anybody and everybody, but be sure and look after them,' and when I sold out after a career of fifteen years in that store, I collected in all but about $750, an average loss of only $50, by reason of bad debts."

The Advantage of System.

With the competition among traveling salesmen now-a-days it is an easy matter for a merchant to buy goods as low as his competitors without giving time to study the market reports as he should; and clerks capable of waiting on customers can be engaged in almost any locality at reasonable wages. A merchant, therefore, carrying on business in the country should have his business so systemized that he can devote a part of each day to examining accounts.

The Accounts Should be Watched.

He should learn who, if any, are living beyond their means, if such a condition exists, call a halt on that customer. If such a man has got through working for Mr. Jones learn why he has not been around with part of his wages to pay on his account.

If Mr. Johnson has sold a beef critter find out when he will make a payment on his bill.

If Mr. Smith owes an unusually large bill and has some lambs to sell, go out and buy them, even if he demands a trifle more than the market price.

If there are any accounts that have been standing longer than it seems necessary, he should make a list of them, take his team, go out around them, and in a courteous way encourage them to call and pay something. The merchant should make the affairs of his customers his affairs, and by keeping in close touch with them he will better be prepared to keep pace with them in the matter of doing business with them.

A Serious Problem.

The success of a merchant is not reckoned by the amount of goods he sells, but by the amount of money he receives for them. And that all depends upon the manner in which he looks after his collections.

Many country merchants fret and worry about how they are going to meet their obligations. They are in debt. Their creditors have been patient, but have now become restless, and the outlok of the future seems gloomy. They have no ready funds with which to satisfy accumulating demands, and yet they have a vast amount of money due them from delinquents and careless debtors. A melancholy spirit has asserted itself, and these merchants are in a sense blind to the situation, and the possibilities of their circumstances.

The Remedy.

What is the remedy for such a condition Assign for the benefit of creditors and settle on a percentage basis? No.

Go out of business and call it a commercial failure? No.

What then should be done? Simply give some persistent effort to ascertain the name and residence of each debtor, and make an active collection campaign and the result will be, no matter how poor a lot of accounts they may have, that in a very short time an amount will be secured that will, when divided among the creditors, keep them quiet until a second collection campaign is made, and in that way relief will come.

The trouble with the average merchant is that he lays down without realizing that it is possible for him to settle his own affairs without the assistance of an assignee.

He should make a hustle himself, and when he cannot succeed in getting good results, he then should employ the services of a reliable, active and aggressive collection agency.

Make a new beginning and in future give accounts and collections as much attention as is devoted to the sale of goods. Allow no more stale accounts to accumulate.

The Future.

When a merchant has met with bitter experience by trusting out his goods until his available resources were apparently exhausted, and has had to make an extra effort to collect in his accounts in order to hold himself together, shall he then shut down, and say that he is not going to trust any more? No, if he should do that he could not carry on business.

The trouble has been the merchant gave his attention to the sale of goods and attending to the wants of his patrons, and neglected the collection end of his business.

Almost every country storekeeper is really compelled to trust his patrons. Farmers get trusted from Spring until the crop is gathered. The lumberman gets trusted for his supplies until his logs are landed. And the laborer gets trusted until "pay day."

All are honest and intend to pay. But the merchants get careless, and the customer uses his money to pay instalments on pianos, machinery and fancy and needless rigs.

The Storekeeper's Independence.

The country merchant is the most independent business man in the list, if he gives proper attention to the right branch of his business. He usually has farmers for patrons, and while their accounts usually run from crop to crop, there is no time in the year but what they have produce—butter, beef, wood, honey, wool, fruit or something to carry in on account. Sometimes it becomes necessary, even with the farmers, for the merchant to offer a suggestion about a check on running up large accounts to caution him about getting in debt for farm machinery, and to place him on his guard about giving too many notes to instalment men that infest every rural community. Then it is the successful country merchant who is interested in the welfare of each one of his customers, who drives out among them frequently, who keeps tab on each man's affairs, and who does not leave the collections all to the overworked bookkeeper.

Yes, the merchant that adopts a systematic way of governing the collection branch of his business, and makes himself the main character of the system usually wins out and has money to loan "on farm mortgages."

"PUT YOURSELF IN HIS PLACE."

You like square dealing. You appreciate courteous treatment. When a man tells you a thing is so and you find it to be so, your faith in him begins to grow. If he tells you time after time that things are so and you always find the measure of his promises filled right up to the rim, in time you take his word for its face value—100 cents on the dollar without a question. Now, then, that's the secret of advertising that makes business. Exaggeration and deception in advertising is just as bad for a business as the same mistakes practised behind the counters.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 16, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz.	10c.	$0 85
doz.	8-oz.	1 75
doz.	12-oz.	3 50
doz.	12-oz.	3 40
doz.	2½lb.	10 50
doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 2 " "	1 25
" 1 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box.	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size: ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 20
Diamond, " "	0 25
" 8's	0 25
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well,

ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	12 00
Medium size	"	17 00
Small size	"	11 00
Roquefort—Large size	"	1 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 2
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" 1-lb tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½ lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$3.00 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black..... "		15 30
Oriole soap..... "		10 20
Gloriola soap..... "		12 00
Straw hat polish..... "		10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem " " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Asme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 06
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

DUBAN MILLS.

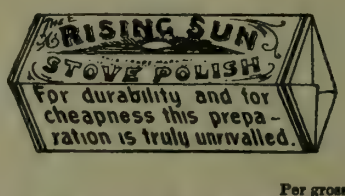
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

16, GOLD, SILVER AND OTHER PRIZE MEDALS

SUTTON'S AMMONIA
FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & - Co
OSBORNE WORKS. BRANDON ROAD,
KINGS CROSS, N.

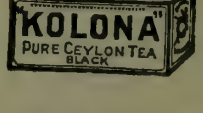
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½

EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c	1 00
" " 3 doz. 10c	1 80

WARNING!

BM&Co. TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

What Vinegar are You Getting?

That's a fair question to ask when you have something good to offer. We want to know if you are selling commercial acid vinegars, or if you have ever tried

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

which is made from pure fruit apples—and does not contain one particle of sulphuric or other equally noxious acids—something that cannot be said about many other vinegars.

GOLDEN RUSSET VINEGAR

is to be had in three strengths, XXX, 84 grains; XX, 72 grains; X, 60 grains, at prices proportionate to the strength.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested In Something

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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McLAREN'S

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

THE NEW PIECES

IN PRES-CUT

For Xmas Trade

Order Assortment To-day

PRES-CUT ASSORTMENT

¼ DOZ. EACH OF 12 DIFFERENT ARTICLES

Oval Sugar	Olive	Lipped Preserve	W Olive
Bon-Bon	Fancy Dish	Spoon Tray	Footed Comport
Oval Cream	Preserve	H'd Nappy	C. Spoon Tray

Making 3 doz. at $2.00 per doz. (Packing 25c. extra.) $6.00

What better than a *bright, sparkling little assortment* of *Pres-cut* glass to tone up your Christmas stock for your NICE TRADE?

Send a Card To-Day

GOWANS, KENT & CO.

LIMITED

TORONTO

RETURNED NOV 17 1905

We sell Good Goods Cheap:

WETHEY'S READY-TO-USE MINCE-MEAT

packed in 7-lb., 14 lb. and 28-lb. pails.

LET US QUOTE YOU

We know you want a quality which is not only satisfying to your trade but one which will increase it.

WE HAVE THAT QUALITY

GIVE US A TRIAL

WHAT ABOUT PACKAGED MINCE MEAT ?

How is your stock? You, of course, know we are specialists in this packaged line.

J. H. WETHEY Limited

ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 24, 1905. NO. 47.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures\
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Just about the best selling line this weather

"Crown" Brand

Table Syrup

PUT UP IN, TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " "	1 "	Kegs and Pails.
10 " "	½ "	
20 " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

You cannot sell your customers anything more seasonable, more healthy, nourishing and satisfactory than the **"Crown"** brand Table Syrup at this season of the year. Besides being a ready seller it is a profitable line to handle. **For Sale by all Jobbers.**

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

"JELLIES" THAT "JELL"

PERFECT JELLIES
DAINTY JELLIES

IN FACT

"KKOVAH" JELLIES

Flavored with Real Fruit Juices Only.

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Business is Saved

Customers increase and your banking mounts up by the reputation which

Mathieu's Syrup

of Tar and Cod Liver Oil

enjoys throughout Canada. A scientific combination of Tar and Cod Liver Oil having extraordinary curative properties which are kept continually before the public by judicious advertising.

Mathieu's Nervine Powders are always selling. Each packet contains 18 Powders. Sold either loose or in the package they have a profit of their own.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, MONTREAL.

20½ Front Street E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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Long Distance Phones
OFFICE 715 HOUSE No. 1556

Norman D. McPhie
BROKER and
Commission Merchant
OFFICE: 58 KING ST. E. **HAMILTON, ONT.**

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A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 BOARD OF TRADE, - MONTREAL
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

OWEN SOUND.

J. K. McLAUCHLAN
COMMISSION MERCHANT
Warehouseman, Shipper and Steamship Agent
Owen Sound, - Canada

TORONTO.

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TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers.
29 Melinda St., TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

25,000 cases
canned goods to offer
TOMATOES PEAS
CORN CATSUP
Finest Goods Packed

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located.
Dingle & Stewart
Winnipeg, Man. Calgary, Alb
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency **Correspondence Solicited**

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
GEORGE ADAM & CO.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

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J. McA. CAMERON
Manufacturers and Wholesale Commission Agent
Correspondence Solicited
Vancouver, B.C. P.O. Box 912
Reference—Bank of Hamilton

ST. JOHN'S, N.F.

THOMAS B. CLIFT
Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

The Spices in
Nicholson's Mince Meat
are of first-rate quality. Result, the very best goods.
Send in an order, and also get a supply of:
N. & B. JELLY POWDER **N. & B. ICING POWDER**
N. & B. PUDDINE **N. & B. VERIQUICK TAPIOCA**
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

Quaker Canned Goods

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

"GINGER BREAD" MOLASSES

It's so much nicer and handier to sell molasses in small tins rather than in bulk—it's a cleaner way and more economical. There's no time wasted in filling. You know for sure what your profit is. "Ginger Bread" Molasses retails at ten cents. It's a better grade than what is usually sold in barrels, and you can show the stock on your shelves. It's up-to-date in every way. Can't do better than try a case for a start. Remember "GINGER BREAD."

JOHN SLOAN & CO. - TORONTO and BELLEVILLE

ARE YOU LOOKING FOR QUALITY?

If so you will not pass by the opportunity of adding to your stock of reliables such well-known goods as

Southwell's Jams and Marmalades

They have a delicacy of flavor known to no other Jams and Marmalades.

There is a large demand for **Southwell's Jams and Marmalades.**

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

STARCH. SALEABILITY

Estimating sales brings up the question of Dollars and Cents—"How much have I cleared?" "How much stock is over?" It may seem a singular thing, but, nevertheless, it is true that

IVORINE STARCH

(A Cold-Water Starch)

vields 60 per cent. profit, or, in other words, gives you an immense margin. If **Ivorine Starch** didn't sell, however, "profit on paper" would be no inducement to you. The fact is, every year a greater number of people use cold-water starch, and, of course, **Ivorine** is the cold-water starch.

See your jobber at once.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, Ontario.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

INSIST upon getting the following brands:

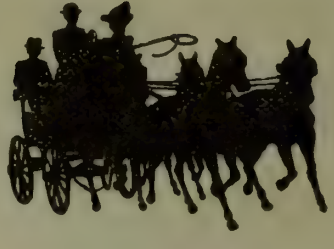
"Canada First" (Aylmer)
"Lynnvalley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

The richness of the soil of Japan, its healthful climate, its cleanly people and their attention to the closest details in the growing, firing and preparing of tea—All these are an argument why every grocer should sell

JAPAN TEAS

Once you make a customer a user of these delicious, fragrant and healthful teas you make him a good friend and a profitable account.



Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME,
AGENTS,
MONTREAL

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:
ROSE & LAFLAMME,
Montreal and Toronto

Mechanics Buy

the "Albert" Master Mechanics' Tar Soap. They find it is the best for cleansing the skin from all grease and oil stains.

This trade is very profitable. Why not supply the demand which already exists? Other good and profitable lines which are in daily use are:—**Oatmeal Skin, Rosebath** and our old reliable **Queen's Laundry Bar.**

They are good soaps to sell.

ALBERT SOAPS, LIMITED

MONTREAL

Another reminder of

Mince Meats

It's a case of having stocks in season. Nothing is more seasonable now than Mince Meats. Each week from now until New Years will show an increased call from customers.

—None better than
—ours. In large
—and small packages.

The T. A. LYTLE CO., Limited

124-128 RICHMOND ST. WEST

TORONTO, Can.

APPLES ARE SCARCE!

We will only have a limited quantity of "gallons" to offer and canners generally will hardly fill their orders this year.

This means a large demand for **Pumpkin** "threes," in which we can offer the trade a sample of the **pure thing** that is bound to give satisfaction to the consumer.

Order Now—Do not leave till too late.

Yours truly,

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WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

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Independent Packers

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A. H. ALLEN, Manager

Do You Know?

that with every 100-bar case of

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You receive a coupon worth 25 cents.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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might bring inquiries. Better write for rates to

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needs no introduction.
It is one of the old institutions of all English-speaking lands.
PURITY and STRENGTH are the watch-words of the makers.

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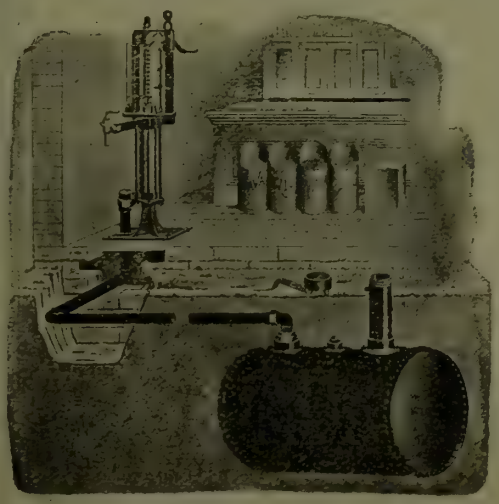
The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



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It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

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Full information free.

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If you are a book-keeper you cannot do without it.

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It is now the Tea-ary of the world.

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It owes its present place of favour to its high quality alone.

Soil, Climate, and Manufacture all combine to place it easily ahead of all others.

Ceylon Tea Outdistancing all Rivals

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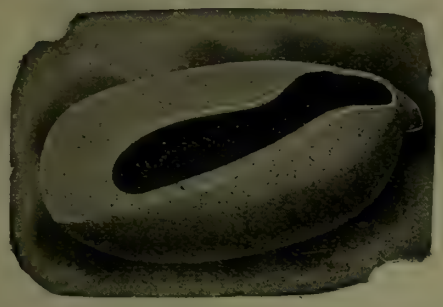

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Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

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FOR

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THE

CANADA SUGAR REFINING CO.

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Valencia Raisins
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Consignments on spot and to arrive. Lowest Prices.

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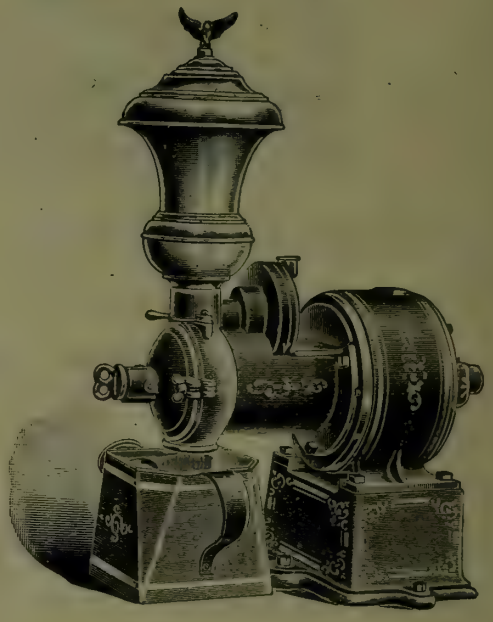
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



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Your reputation depends upon the quality you sell.

CORN and TOMATOES

are not over abundant. More need, therefore, for carefully selecting your stock.

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Growth, Quality and **Manufacture** combine to give supreme results.

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

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COTTON CLOTHES LINES

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COTTON TWINE

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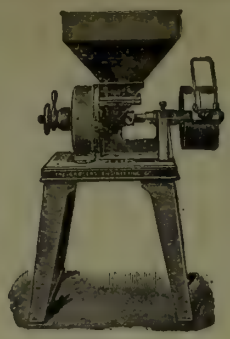
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



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Used by all the principal firms in the trade.

Machinery for the preparation of

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PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

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QUEEN'S BLEND COFFEE

is now acknowledged by the trade to be the best coffee retailed in Canada—at 40 cents—and is equal, if not superior, to coffees sold at 32 cents wholesale—our price is 28 cents. Join our Coffee Club—ask our travellers what this means. We may quietly hint that it means money in your pocket, better trade, better satisfaction. For further information inquire of our salesman.

Are you pushing the sale of **Jersey Cream Yeast Cakes** and saving the certificates? It means gold dollars to you. Do you not appreciate this way of advertising, giving it to the most deserving man that lives—the grocer?

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Advice regarding processes of manufacture and technical applications of chemistry.

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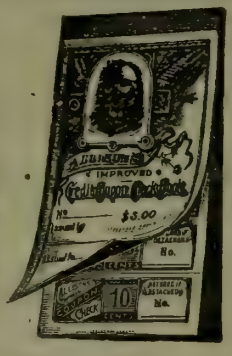
will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

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It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

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THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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100 CANDLE POWER — ½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

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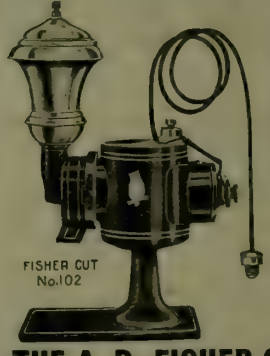

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Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

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The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

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MERCHANTS have been for years in quest of an Automatic Computing Scale for their grocery departments, and have been experimenting with all kinds of new ideas, but without success.

OUR AUTOMATIC BUTCHER COMPUTING SCALE was an **OVERWHELMING TRIUMPH**, and we have adopted the same principle of construction in a Computing Scale for grocers' use which is bound to give the same degree of satisfaction to the grocer.

A SWIVEL BASE allows the scale to be turned to any desired position, so as to be as easily used from one side of the counter as from the other.

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COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

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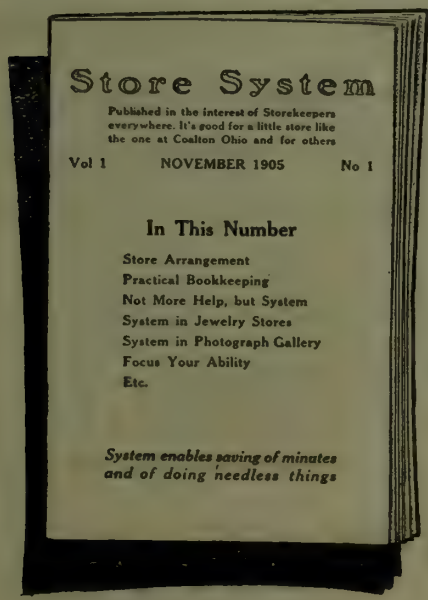
Store System
Published in the interest of Storekeepers everywhere. It's good for a little store like the one at Coalton Ohio and for others
Vol 1 NOVEMBER 1905 No 1
In This Number
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Not More Help, but System
System in Jewelry Stores
System in Photograph Gallery
Focus Your Ability
Etc.
System enables saving of minutes and of doing needless things

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Please cut off here and mail to us today

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Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

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Wholesale Grocers, Tea and Coffee Importers.

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in trade is as praiseworthy as in any feature of life.

To confer, to study each other's interests, to aid in the whirl of business, is there as commendable as in the affairs of the family household.

We give material, solid, conclusive help to every grocer who sells or proposes to sell

WOOD'S COFFEES

Our machinery for helpfulness is a marvel of perfection and will delight your business instincts.

Write or call, and let us tell you about it.

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Sweetened

Unsweetened

STAND AT THE TOP FOR QUALITY

These Milks are the highest standards of excellence on all counts :

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Absolutely reliable

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Evaporated Fruits

We have a large assortment of

PRUNES AND APRICOTS

Selected New Goods
Lowest Prices

Warren Bros. & Co.

Wholesale Grocers
Toronto

ONTARIO HORTICULTURAL EXHIBITION

THE annual Ontario Horticultural Exhibition and Honey Show was held in Massey Hall, Toronto, November 14th to 18th inclusive, and was certainly a great improvement on last year's display and one which was worth seeing for the beautiful display alone.

It is doubtful if such a fine lot of chrysanthemums have ever before been seen in Toronto. The orchid display, which was situated in the orchestra, was unique for the number of varieties and colors. In close proximity were some lovely lilies, primroses, begonias and roses.

The Fruit Display.

An excellent view of the fruit display was obtained from the orchestra, and was most complete, the patriotic steeple of apples in the centre of the hall was an exceedingly fine display of apples, mainly Baldwin and Pippins, the work of the Chatham Fruit Growers' Association, who also displayed two fine stars made of different varieties of apples, the whole surmounted by the national flags.

The St. Catharines Cold Storage Fruit Growers' Association had also an almost faultless pack of fruit, neatly wrapped and displayed.

The experimental stations made good showings. From Ottawa there were upwards of two hundred varieties of fruit almost all seedlings, the object being to show the desirable as opposed to the undesirable varieties.

C. S. Castor, of the experimental station, Craighurst, had on exhibit two pyramids of Wolf River apples measuring 15 to 16 inches in circumference, which attracted a good deal of attention.

A. E. Sherrington, experimental station, Walkerton, had an excellent collection of bottled fruits, preserved for purposes of comparison.

W. H. Demsey, experimental station, Trenton, was showing many varieties of apples, for comparing desirable with undesirable varieties.

H. Jones, St. Lawrence station, Maitland, had a good exhibit of many varieties, the principal being Scarlet Pips, MacIntosh Reds and Fameuse.

A. W. Peart, of Burlington station, had a good display among which were some fine specimens of preserved currants, plums, etc., for growing comparisons.

Next in order came the very useful and excellent display of the Provincial Woman's Institute, showing the most approved methods of canning and preserving, which in the very able hands of Miss Gray and Miss Shuttleworth came as near a demonstration as possible. Many were the inquiries into the means employed to obtain the very excellent results which were in evidence in the samples exhibited, the inquirers going away better instructed on the points in question.

The Fruit Packing Exhibit.

At previous exhibits of this order it has been considered a good showing if five per cent. of the entries were up to the standard. This year, however, all previous records have been surpassed, 78 per cent. of the entries being pronounced as very good.

The number of entries have trebled previous years, and the advancement in packing is most marked. Especially is this the case in box packing.

Problem of Packing.

There are a good many problems before the fruit grower, and not the least is the finding of a suitable package.

The box is now the coming favorite, and the problem is to pack apples of varying sizes, from the small Snow apple up to the bulky Wolf River, into a box of unvarying size, without leaving any blank spaces.

The demonstrations show there are no less than sixty-four different ways of packing a box. The apples may be laid flat or on the edge or alternating in diagonal patterns. This is in itself an important art, which the Dominion Fruit Department, under the direction of Mr. A. McNeill, the chief of staff, and his assistants, are spreading through the country.

The exhibit of properly packed apples and pears was one of the most educative of the whole show, and neither growers nor customers will be satisfied with the slovenly packing that has prevailed in the past. This care goes into the detail of the kind of paper in which the apples are wrapped and to the waxed nails with which the boxes are put together to secure the maximum of strength with the minimum of weight.

The Ontario Horticultural Exhibition—The Main Floor Display of Fruit.

A Few Typical Exhibits.

Among the exhibits there were some which attracted special attention by reason of their very excellent packing.

Chas. W. Challant, Marburg, Ont., had an exceedingly good collection of Spies and Baldwins.

The Chatham Fruit Growers' Association also had a most creditable lot of fruit.

Beggs & Son, Burlington, were also in prehensive showing of very fine fruit.

Elma Lick, Oshawa, had a most comprehensive showing of very fine fruit.

The Forest Fruit Growers' Association were exhibitors of some good growings.

A fine display of pears was shown by the St. Catharines Fruit Growers' Association.

A. H. Harkness; and C. L. Stevens, Orillia, both had very creditable shows, the latter showing some well grown Baxters.

The Judging.

The judging proper was done by Mr. Carey, Dominion Fruit Inspector, in conjunction with Mr. H. W. Dawson of the Dawson Commission Co.

The lines upon which judging was carried out were purely and simply those of commercial perfection, three great essentials being necessary: First, the package, which must be neat, clean, strong and well put up; second, the packing, or manner in which the fruit was packed; third, quality of the fruit, correct quality and uniformity.

In some entries there was great difficulty in deciding, so many showing signs of every possible care, a clear evidence of the results of the demonstrations of the Government inspectors. It was plain from the appearance of the fruit submitted that fruit growers are making efforts to market not only good fruit, but fruit packed in satisfactory and up-to-date styles. Some exhibitors, however, may be disappointed in not obtaining a prize, thinking their fruit the best, but if other points are considered it will be seen that their package was either faulty from a commercial standpoint or that they had not given the necessary care to the packing of the fruit itself.

Samples of Packing.

The Fruit Division of Ottawa had on show a collection of packages, in use all over Canada, both for apples and small fruits. Those from British Columbia, for apples, pears and plums, were considered excellent. Practical demonstrations were constantly given by Mr. A. McNeill, the chief of the Fruit Department, and his two assistants, Mr. Carey and Mr. A. Gifford, who never tired of their work of instruction and explanation.

The Vegetable Exhibit.

There were numerous entries in this class, and much that was commendable was in evidence, especially considering that the season is now late for such exhibits.

The Honey Exhibit.

The honey display had space allotted around the sides of the Main Hall, under the conditions probably the best space which could be arranged, but not by any means an ideal place. The exhibits were in consequence much scattered, and gave little or no prestige to the very admirable exhibits. The exhibitors were to be much commended on the excellent quality of the goods shown.

Ontario Horticultural Exhibition—Corner Showing Packing and Grading.

Hon. Sydney Fisher.

Hon. Sydney Fisher, Dominion Minister of Agriculture, speaking at the annual meeting of the Fruit Growers' Association, said that he was highly pleased with the manner in which the farmers of Ontario had taken advantage of their opportunities to acquire the ability to speak in public. The farmers' institutes and the various association conventions had been training schools in this respect.

He was proud of the manner in which the delegation of farmers had presented their views to the Tariff Commission.

Mr. Fisher thought the danger of the further spreading of the San Jose scale in Canada was not now serious. The Daminion Government had taken steps to prevent its importation into the country through nursery stock, and the Ontario Government had been able to keep its ravages restricted to limited areas. If the farmers would- co-operate with the authorities it was probable the pest would soon be stamped out.

He explained the relation of the Fruit Division to the other branches of work in the Department of Agriculture at Ottawa, and informed the fruit growers that their interests were not being slighted, as some had supposed.

The Provincial authorities were responsible for the exucation of the people, while the Federal authorities gave their chief attention to matters of trade and commerce.

When experimental work was carried on by the officers of the Dominion Department of Agriculture they, of course, published the results for the information of the whole people, but did not concern themselves with purely local conditions and local interests.

In speaking more especially of Ontario fruit, he thought that it was highly important for the people of the Province to profit by the examples of California and British Columbia. Ontario farmers and fruit growers must adopt co-operative methods and give more attention to the selection, grading, packing and marketing of their fruit if they hoped to extend their markets or even hold their own.

Fruit growers were too careless in grading their products and did not put them up in attractive packages. The markets of Great Britain and Western Canada were inviting, but their special needs must be studied and the fruit shipped to them in an attractive form.

He promised that the Dominion Department of Agriculture would do everything possible by means of demonstrations or in gathering information that would facilitate the development of the markets for Canadian products.

THE PRESIDENT'S ADDRESS.

A. McNeill, Esq.

The president's address contained many useful and instructive features, which should be of great value to the fruit industries. The following remarks are produced for the interest of our readers:

The Peach Crop.

"The peach growers have had a somewhat remarkable experience that illustrates well the value of fruit stations. It is a matter of record that there has been a most serious loss in peach-growing districts from Winter-killing, dating from the memorable season of 1899. The new plantings have not kept pace with these losses and the increased consumption. This year the owners of good healthy trees have had a full crop, in many cases much above the average, and so reported. Had the general public taken the fruit crop reports both of the Provincial and Dominion Departments of Agriculture, they would have been prepared to pay an increased but not exorbitant price for peaches, and would have taken all the Canadian crop and probably have imported an appreciable quantity. Unfortunately just at a critical time when the market was depressed with the remnants of the comparatively worthless early varieties, a report appeared in one or more of the Toronto papers that was very widely copied, to the effect that peaches were very plentiful and would be cheaper than apples. For want of proper denial and a true statement of the facts, which should perhaps have been made by our association, the public continued to expect cheap peaches, and refused to buy in full quantities when the fruit could have been obtained. This unfortunate report, whether it emanated from designing wholesale buyers or from the pen of a poorly qualified newspaper reporter, is responsible for the fact that many Canadian housewives will not serve peaches this winter on the regular bill of fare, as well as for the fact that peach growers have suffered from a depression of prices much below what was legitimate.

Ontario Fruit Trade.

"The fruit trade of the Province was never in a more healthy condition. Having said so much, I feel it my duty to add that, though the outlook on the whole is excellent, there are very grave problems looming up for solution—problems arising, perhaps for the most part from the very prosperity for which we are thankful. Speaking for a normal condition of things, the local markets are not well supplied. In a few cases it is safe to say that they are frequently much over-supplied, though a partial explanation of this may be in the inefficient methods of marketing.

Improvement of Packing.

"In packages, too, and methods of packing, a radical change must be made. The basket type, the very best for the local market, must give place to the bow type of packages when the fruit is intended for distant markets. This difference in varieties, in the strictness of the grade, in packages, will also correspond to a difference in methods of doing business. A local market, such for instance as that of the city of London, can very properly draw upon small growers, entirely independent of each other, located on all sides of the city and long distances apart, but if Ontario wishes to ship to Manitoba, Saskatchewan, Alberta or even Montreal, Quebec, or the Maritime Provinces, it will not do to take the product of all these small and isolated growers. It will be positively necessary to encourage the growing of these products in large plantations and of concentrating the business at a few points where the growers will undertake to make a specialty of the long distance shipments. It appears to be an almost hopeless task to attempt to assemble the small lots of many different growers who have the local market for their chief outlet.

Long Distance Markets.

"There is no reasonable doubt that with the splendid steamship facilities that are now at the disposal of the fruit grower, we can land peaches in England in the best of condition, if we only have them. It is needless to say that we have not got them this year and may not have them next year, but five or ten years from now there is no reason why the export trade should not form a large proportion of the output of our peach orchards at least. The outlook is not quite so hopeful for plums, but even here fruit growers will have to look at the question in a broad light, and appreciate the fact that the ramification of the trade in canned fruits, jams, and jellies is one in which they, in the interests of their particular business, will have to take a lively interest.

The Need of an Expert.

"Those of you who have intelligently followed the fruit trade will have noticed that in the change which must now take place from the local markets to the long distance markets, there comes a distinct question of the matter of varieties. This is so intertwined with the question of soil, climate and modes of handling, that we have reached the point, I think, when we can fairly ask the Government to bring to our aid an expert who can give us his whole time to the development of the fruit industry of the Province.

"It is a source of gratification to me to remember that 12 years ago Professor Craig, Mr. W. W. Hilborn and myself were appointed a committee to draft an experimental station scheme for the Province. We worked earnestly together with the present secretary of the experiment stations for many months, and the result appears in our report, which is the basis of the present scheme. Since this time I have been a director of the present association, and therefore, of necessity, have had my attention directed officially to the working of these experiment stations. I have also served a term upon the Board of Control, and therefore feel that I am justified in taking my full share of the responsibility for the successes and failures which have attended this scheme. On the whole, I feel that the association may be very strongly congratulated upon the success which has attended the work of these experiment stations. At the same time I should be sorry to assume that they had reached the climax of growth. It was never intended and never thought at any particular stage that the history of these experiment stations would be fixed, but time has very properly been given for the normal development, and we now appear to have reached the point where an onward step must be taken. Up to date the work of these stations has practically been in the hands of private growers who have had business of their own to attend to, who have had little or no training for work of this kind, and who, therefore, claim no special fitness for anything but elementary work. This is the time when professional skill is needed.

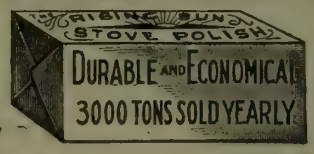
Records and Memorials.

"It is still possible to mark the location of fruit trees that have a history not less interesting than that of individuals. The original MacIntosh red apple tree is still standing, and its site

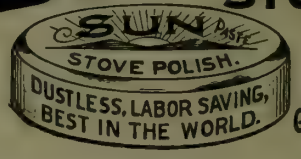
THREE DOMINION FRUIT INSPECTORS.

P. I. Carey. A. McNeill (chief). A. Gifford,
Three experts at the Ontario Horticultural Exhibition—" A ticklish proposition."

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

should certainly not be left without a memorial. The possibilities of the Baxter are too great not to be worthy of attention, and the Ontario is a most creditable contribution by this Province. I am among the few who can claim to have sat under the original Windsor cherry tree, and can yet locate, I think, within a foot of the exact spot where this tree grew. Many other names and fruits will suggest themselves to the older members of the association. Enough has been said, I think, to indicate the work that can be done, and I commend to you the appointment of a standing committee whose duty it will be from year to year to make compilations, recommend memorials and provide for the care of suitable records in Provincial horticulture."

WESTERN PORK INDUSTRY EXTENDING.

IN the course of an interview last June with The Canadian Grocer, J. Y. Griffin, of Winnipeg, stated emphatically that the principal obstacle retarding the development of the pork packing industry of the west was the lack of hogs, the necessary raw material. Could J. Y. Griffin & Co., Limited, be assured of the necessary supply of hogs they would immediately undertake to double the capacity of their already large plant.

Realizing the necessity of interesting the farmers in hog raising J. Y. Griffin & Co. have been devoting considerable attention to educational work along these lines. During the Winnipeg Exhibition last Summer they distributed thousands of pamphlets among the farmers at the Fair pointing out the profits to be made in raising hogs. They also threw their plant open for inspection at certain hours of the day and thousands of visitors saw for themselves the modern quick and scientific methods of converting the hog into bacon with no loss of by-products. These educational campaigns, continued for several years, are having their effect in the largely increased number of hogs grown by western farmers.

"Hundreds of farmers are now realizing envious profits from pork raising," said Mr. Griffin in a recent interview, "but it is a wonder to me that more are not at it in view of the opportunity for raising pork of the most excellent quality.

"The wheat crop" continued Mr. Griffin, "is an uncertainty till it's in the barn and the door locked, but wind, hail, lightning or rust will not damage the robust porker. He is an unvariable and ready money getter every year and a goodly number of his kind will not only add handsomely to the wheat grower's bank account in the year of a 'bumper crop,' but will tide him over at a profit when Winter finds his granaries not so generously burdened with No. 1 hard. If every farmer would raise a few hogs it would mean a steady sure profit for all, and would establish a means of making profitable use of much under grade grain which is now going to waste."

Large additions are now to be made to the Griffin plant in Winnipeg, additions involving an expenditure of about $150,000. In order to finance these additions and improvements a large block of stock has recently been sold, part of it in the United States, but Mr. Griffin asserts that this will in no wise affect the name, policy or present management of the company.

The additions contemplated will largely increase the capacity of the Griffin plant. The equipment will be the most modern that money and experience can procure, and the object of the entire movement will be to facilitate the handling of live stock in unlimited quantities and to do so at a minimum cost.

Large ice storage houses for the refrigeration of cars loaded with dressed beef will be built. Extensive sheep sheds will be added. In the latter will be installed self-feeding bins and other modern devices which will not only minimize the cost of caring for large numbers, but add greatly to the comfort of the animals.

Large new power houses will be erected, in which will be placed a seventy-five ton refrigerating machine. The other new machinery which will occupy space in these additions will easily treble the present capacity of the company.

Cold storage warehouses and freezers will be put up, the capacity of the cooling and hanging rooms for dressed beef greatly enlarged uuon, and separate, excellently appointed apartments will be arranged for their increasing butter, eggs and cheese business.

A trolley system will be installed in the smoke houses at the Louise Bridge plant. By this means the meats are conveyed from the washing rooms to the smoke houses, hanging rooms or packing floors without being taken from the hook on which they are placed after being prepared for smoking.

Immediately after this work is completed, new beef killing and rendering houses will be added, also new hog houses for hogs and the manufacture of commercial fertilizers will be erected.

The increase of business in Winnipeg has not caused the J. Y. Griffin Company, Limited, to overlook the importance of the western market; an artificial refrigerator plant, storage facilities, smoke houses and greater power equipment are being added to their branch at Calgary, so that general manufacturing and distribution can be carried on direct from the western centre, and immense supplies of fresh products kept at any temperature desired from zero up.

Believing that even more ground room will be required before many years, the company is taking no chances with rapidly increasing land values, and has secured additional property which will be used as yards at present, but broken and built upon as growth of business demands.

QUEBEC RETAIL MERCHANTS.

The recently organized Retail Merchants' Association, Quebec, at its last meeting admitted eighteen new applicants in addition to the 113 inscribed since the previous meeting. Two trade branches of the society elected their officers as follows:

SHOE DEALERS—President, L. F. Falardeau; 1st Vice-President, B. J. Leonard; 2nd Vice-President, L. Deschenes; Secretary, J. A. Mercier; Treasurer, O. N. Shink; Delegate, A. J. Jacques; Auditors, L. Beaubien, J. A. Voyer.

GROCERS—President, J. A. Chabot; Vice-President, L. P. Turgeon; Secretary, Elz. Paquet; Treasurer, S. Martel; Directors, A. Grenier, A. Delisle, M. Thibaudeau, F. Delisle, J. Picard, J. A. Moisan, S. Hamel, N. Rheaume, J. B. Cote.

COL. DAVIDSON A DIRECTOR.

At a meeting of the directors of the Home Bank of Canada Lt.-Col. John I. Davidson, president of the Davidson & Hay Company, Limited, and the Western Brokerage Company, Limited, was elected a director to fill the vacancy on the board caused by the death of the late Mr. Thos. R. Wood.

Xmas Decorations

Get in orders now for Holly, Mistletoe, and Wreathing, for delivery early in December.

LUCAS, STEELE & BRISTOL, - Hamilton

FANCY GROCERIES

We all know there is no money in Staple Groceries, so all are looking out for fancy lines of groceries.

If you want something bright, attractive and a money-maker, try our

Smyrna Figs in Glass Jars

Smyrna Figs filled with Glace Cherries, in glass jars

Smyrna Figs filled with Halved Walnuts, in glass jars

Stuffed Dates in Glass Jars

Our travellers have samples and prices.

JAS. TURNER & CO., HAMILTON

OLIVE OIL SUAUT & CO.

You cannot be too careful in the selection of your ***Oil***

First Consider **PURITY**
Second Decide for **PURITY**
Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.
Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

NEW DATES

"Hallowees" "Sairs"

Extra Fine Stock Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

MAPLE SYRUP

Imperial Brand.

Packed Wine Measure—Square Tins.

Tins, 6 gallons to case, per case	..	$5 10
" 12 ½ " "	..	5 60
" 24 ¼ " "	..	6 00

Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	..	$4 80
" 12 ½ " "	.	5 10
" 24 ¼ " "	.	5 40
" 24 pints " "	.	3 00

Imperial Measure.

5 gallon tins, 1 to case	.. .. .	4 50

Beauce Brand.

Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	..	$4 50
" 12 ½ " "	..	4 80
" 24 ¼ " "	..	4 80
" 24 pints " "		2 50
Bottles, quarts, 12 to case "	..	2 40

Imperial Measure.

5 gallon tins, 1 to case	.. .. ..	3 90

Semper Idem Brand.

Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	..	$4 50
" 12 ½ " "	..	4 80
" 24 ¼ " "	..	4 80
" 24 pints " "	..	2 50
Bottles, quarts 12 to case "	..	2 40

Imperial Measure.

5 gallon tins, 1 to case	.. . ..	3 90

Write us for discounts and terms on Syrups and Molasses. As we are headquarters for Maple Products it will pay you.

A. F. MacLAREN IMPERIAL CHEESE CO. Limited

TORONTO, ONTARIO.

NEW COMPANIES INCORPORATED.

PROVINCIAL charter has been granted to London Stock Yards and Abattoir Company, Limited, to construct and operate a live stock market, yards, exhibition, and sale stables for thoroughbred and other stock; to deal in live stock, dressed meats, poultry, game, fish, fruit and produce, etc.; to construct, equip and operate abattoirs, cold storage plants and meat-curing establishments. The share capital of the company to be three hundred thousand dollars divided into three thousand shares of one hundred dollars each, the head office of the company to be at the city of London, and the provisional directors to be John Dolway Wilson, George Francis Morris, Thomas E. Robson, Graham Walker, Finley Marshall, Frederick Phineas Drake and Malcolm Lachlan Leitch.

License has been granted to Gowans, Kent & Company, Limited, Toronto, to carry out and transact all matters and things comprised within the powers of the said company granted by its letters patent of incorporation, dated the 31st day of October, 1905, and issued under the provisions of the Companies Act (Canada), 1902, and that the company has appointed James Gowans Kent, of 14 and 16 Front street east, in the city of Toronto, in the County of York, and Province of Ontario, merchant, to be its attorney.

Provincial charter has been granted to the A. Meyer Company, Limited, St. Catharines, to manufacture and sell bread, biscuits, and confectionery, etc., the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of St. Catharines, the provisional directors of the company to be Anthony Meyer, Francis Theopholus Garner and George Harker Garner.

Provincial charter has been granted to the H. T. Murray Company, Limited, Brockville, to buy, sell and otherwise deal in general groceries and provisions, etc., the share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the town of Brockville. The provisional directors of the company are Charles Henry Macdonald, Charles Edward Boyd, James Boyd, James Russell Lovett Starr, James Adelbert Pratt and Walter Charles Robert Harris.

UPTON'S

Jams, Jellies and Orange Marmalade

are the best.

IN STOCK

NEW CROP

Almonds, Filberts, Brazils, Pecans

ARRIVING IN A FEW DAYS

NEW CROP

WALNUTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

NOTES WORTH NOTING.

A. W. DONLY, commercial agent for Canada in Mexico, writes to the Government that the Mexicans are beginning to produce raw sugar. Cheapness of labor and land in Mexico will offset the preference enjoyed by the West Indian producers.

* * *

A barrel of apples shipped from St. Catharines to Winnipeg recently is on exhibition at the storehouse, brought back from Winnipeg for the sole reason of contradicting the story that apples shipped from Niagara district were inferior. These apples are of splendid quality and when exhibited sufficiently will be sold here.

* * *

Receipts of wheat at Port Arthur and Fort William elevators for October total eleven and a half million bushels, compared with six and three-quarter million in the corresponding month last year. Shipments east were ten and a half million against three and three-quarter million last year. The movement of wheat east, therefore, from Port Arthur and Fort William is nearly three times what it was last Fall.

* * *

W. D. Stephens, proprietor of the City Grocery, Port Hope, Ont., has added to his up-to-date store a new coffee mill. The machine is run by electric power and coffee is ground "while you wait." It travels at the rate of about fifteen hundred revolutions a minute and will grind sixty pounds of coffee per hour. Owing to the growth in the coffee trade Mr. Stephens found the "Armstrong power" too burdensome and consequently had the machine installed. It has been pronounced a great success by all who have seen it in operation.

* * *

The Bode Gum Company has purchased property on Dowd street, off Bleury street, Montreal, and intend to put up one of the most up-to-date chewing gum plants on the continent, plans for which are now being prepared. The building will be five stories high. The business of the company has met with such success in Canada that the present premises on St. George street have been found inadequate to meet the demands of the trade. Mr. Bodenweiser, the proprietor, leaves for New York to purchase the plant, which will be all that is modern and up-to-date in the gum-making line.

* * *

The apple shipments from Halifax for London so far this season amount to 126,966 barrels. This is 20,000 barrels less than last year at the corresponding date, and 50,000 less than the year before. The average shipment during the past eleven years has been 233,664 barrels, and the outlook is that this season there will be a considerable falling off. Baldwins, which come along later, are reported a particularly poor crop. Prices in London are reported equal to any realized during the past ten years. By far the greater part of Nova Scotia apple crop for export goes to London. Cable advices to-day report Kings as high as 26 shillings and very few varieties under 20 shillings per barrel.

GOOD CHEESE REPORT.

Estimates to hand place the total make of cheese during the past season of Kingston district at 60,000 boxes, or about 5,100,000 pounds, valued at $530,400.

Napanee district, 65,000 boxes, or 5,525,000 pounds, valued at $580,125.

The farmers in the two districts thus got over $1,110,000 for their products of the dairy.

Some 27,921 boxes of cheese were registered at Kingston Board, and the average price was 10.42c.

The boardings at Napanee were 40,871 and average price 10.48c. The quality of the make during the season was never better.

BUSINESS NOTES.

W. Bailey, baker, Wolseley, Assa., has sustained loss by fire.

Bertha Haase, general merchant, Bancroft, Ont., has been burnt out.

A. M. Anderson, general merchant, Franklin, Man., has been burnt out.

The Bank of British North America has opened a branch in Davidson, Assa.

Finkleman & Shapiro, general merchants, Hartney, Man., have been burnt out.

The Wolseley Trading Co., Limited, general merchants, Wolseley, Assa., have sustained loss by fire.

Tartan BRAND

To tone up your trade for the holidays, order some **Tartan Brand** canned goods and groceries. It will make your store attractive and bring you lots of trade.

Also order a pail of Wagstaff's Old English Mince Meat.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Fresh Pork Sausage

You cannot talk too much about a good thing. That is why we talk so much about Sausage. It is good. We say so, our customers say so and you will say so. If you would like a sample shipment, say so. We will be only too pleased to send it.

F. W. FEARMAN CO., LIMITED
HAMILTON

MAGIC BAKING POWDER

PURE AND WHOLESOME.
ONE POUND CAN 25c
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 22, 1905.

THE cheese situation remains practically unchanged. Apparently our recent country markets report lower prices. While this is so, it must be taken into consideration that present offerings of cheese are November made goods of more or less faulty quality, and prices realized for these goods are really unusually high. The earlier made September and October cheese, which are of very fine quality, are firmly held at higher prices, but meanwhile the demand for finest cheese is not brisk and the market must be quoted quiet but firm.

At the close of navigation, which also marks the close of the cheese season, the question of stocks is an all-important one to every member of the trade on both sides of the Atlantic.

We have no reliable figures to guide us and the whole is more or less guesswork, but we know that while the make of cheese in Ontario may show an increase over last year, the make in Quebec is decidedly lighter on account of the largely increased production of butter in this Province. On the whole the entire make of cheese will probably show a decrease as compared with last year.

The total exports of cheese from Canada from May 1st, 1904, to May 1st, 1905, were 2,605,844 boxes. Since May 1st, 1905, to date our exports are about 2,100,000 boxes. Taking the above statement of a decreased make into consideration, it would leave us with barely 500,000 boxes cheese in stock, which is very light indeed to start the Winter on. Now, supposing that by extra feeding, induced by the ruling high prices, another 100,000 boxes will be produced from now on, and this is a very full estimate, we would still have only 600,000 boxes in all Canada, about one-half of which are held here for account of houses in the United Kingdom.

The United States have no cheese to spare for export this year, and as the stocks in the various British markets are less than last year, when there was an actual shortage at the beginning of the new season, it is difficult to see that prices should not go higher before the opening of the new season next year.

Prices are higher than last year and this is said to be sure to lead to a decreased consumption, but we have seen higher prices than at present in former years and still people would have some cheese. There is considerably more cheese produced in the United Kingdom than what is imported from Canada and yet our friends across the Atlantic manage to dispose of their goods at a higher price than what they are willing to pay us for our finest goods.

There is still another strong and favorable feature for the future of the cheese market, viz., owing to the high prices prevailing during the entire season, the retailers in Great Britain have lacked confidence to lay in larger supplies and to-day their stocks are merely nominal, so that they will be obliged to draw more heavily on present stocks in importers' hands and this will keep the trade going probably all Winter.

Butter as an article of export is now a thing of the past. Winter-made butter while it is fresh is palatable, but it is not fit for export or holding purposes.

There are sections especially in the Province of Quebec, where fine butter is produced and these sections will probably more and more get to making butter instead of cheese. The farmers are doing well and there are still great chances for them if they will increase their stock.

LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

Nov. 11, 1905.

THERE is no great change in the butter market to be reported this week. During the past few days there has been a fairly active demand for Canadian butter, but prices have remained unchanged. For choicest parcels 106 and 108 shillings are being asked, while finest brands are fetching six shillings less. Stocks of salted Canadian butter on the spot are being rapidly cleared out, but there is no inclination on the part of buyers to make higher bids. In fact, they are showing a tendency to purchase secondary grades of Australian butter in preference to the equal-priced and even lower-priced Canadian, so that holders are glad to dispose of their Canadian stocks for what they can get. There certainly has not been much money for them in Canadian butter this season, for in spite of general good quality (to which, of course, there have been exceptions) high prices and the peculiarities of the retail demand have shaved their profits almost to vanishing point.

Latest cables from Australia report that as a result of the drought which has prevailed in Queensland and New South Wales, the output of butter from the quarters affected will be somewhat shorter than expected. One has to be very careful how one takes information of this sort, however, and the truth of the statement remains to be seen. It is quite certain that there has been a falling off in the supplies of Australian butter received here as compared with last year, and at the moment of writing the demand for Australian is very active.

Even less is being received from New Zealand this year than last, for the returns show that during October, 1904, this country sent over to us 1,742 cwts. of butter, whereas only 58 cwts. were received during the October just expired and only 54 cwts. during September, 1905.

Siberian supplies are short also. As might be expected, the turmoil and unsettled state of affairs which are disturbing the Russian Empire have had a disastrous effect upon the commercial transactions of that country, and the butter market is feeling the effects in no small degree. There has been a consequent rise of 3 kroner in the Danish official quotation. As far as can be seen at the moment, if the approach of Christmas brings increased activity to the butter market, the demand will have to be met with shorter supplies than last year. However, there are no signs of Christmas activity in this direction yet, and the butter market has been so uncertain and full of surprises lately that it would not be astonishing to find that even Christmas passed without any hustle at all.

Cheese. Advices here this week are to the effect that there has been a most welcome improvement in the demand, and at time of writing general activity prevails. There has been a consequent advance of 1 shilling per cwt. on spot prices, and cables from Montreal state that some further advance must be looked for on c.i.f. quotations. Choicest white Canadian is now realizing 58s, and colored Canadian 59s and even 60s.

The total supplies of cheese received from Canada during the past ten months have been 1,522,968 cwts. From New Zealand during the same period have come 75,855 cwts.; from the Netherlands, 173,104 cwts.; from the United States, 137,713 cwts. The grand total of cheese receipts for this period is 2,004,454 cwts.

Bacon. There is not much change to report for bacon this week. The demand and supply are very evenly balanced, and all arrivals are going steadily into consumption. According to reports on this side, Canadian killings are steadily increasing, and as the future of the market depends very largely upon the supplies coming to hand, it will be for the packers to protect their own interests by seeing that the price of hogs is reduced. The consumptive demand here is not expansive at this time of the year, except at lower prices.

CANADIAN CONSUMPTION OF BUTTER.

Canada's total exports of butter amounted to 16,656,279 pounds in 1901, to 27,889,907 pounds in 1902, and to 34,146,917 pounds in 1903. But Canada produced 141,026,229 pounds of butter in 1901 according to the Dominion census. That is, the quantity of butter consumed in the home market was more than eight times as great as the quantity exported in 1901.

The quantity of butter made in the different Provinces was as follows:

	Pounds.
Ontario	62,938,110
Quebec	42,982,188
Manitoba	10,183,343
Nova Scotia	9,331,142
New Brunswick	8,130,347
Northwest Territories	4,012,751
Prince Edward Island	1,960,332
British Columbia	1,488,016
Total for the Dominion	141,026,299

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

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Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

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AGENTS FOR THE DOMINION SALT AGENCY

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—WE ARE—
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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Reports to hand denote a marked improvement in arrivals, with no material increase in demand, prices have in consequence eased somewhat, generally to the extent of 1-4 to 3-4c. Dressed hogs in car lots are coming in in better condition and command a lit-t'e better price.

Meat—We quote:

Long clear bacon, per lb		0 11
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb		0 11
Small hams per lb		0 13
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl		18 00
Short cut, per bbl		22 00
Shoulder mess pork, per bbl	4 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10½
" pails "		0 10½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	3 50	4 50
Mutton		0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	7 75	8 25
" dressed, car lots	7 25	7 35

Butter—The market has not been over brisk. Arrivals are slow coming to hand with demand continuing about normal. Large dairy rolls are coming in and creamery prints have advanced 1 to 2 points. We quote:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 23½	0 24
Dairy prints	0 21	0 22
" in tubs	0 18	0 20
" large rolls		0 20

Eggs—The market in eggs continues featureless. Arrivals are slow, and prices continue firm. We quote:

New laid eggs, per doz	0 25
Fresh " "	0 23
Pickled " "	0 21

Cheese—The domestic market has been moving more freely. The boards are fast closing up and prices are being well maintained. The general indications are that prices will continue firm for the remainder of the season. We quote:

	Per lb.	
Cheese, large		0 12½
" twins	0 13	0 13½

Cheese Board Report.

(For week ending Nov. 18.)

Board.	Boxes.	Price.
Kingston	679	0 11⅝
Madoc	500	0 11⅝
Brockville	3,677	0 11⅝
Belleville	1,607	0 11 11-16
London	1,710	
Iroquois	697	
Cornwall	1,172	0 11⅝ 0 12 3-16

MONTREAL.

Provisions—The provision market shows no change.

Supply of hogs is good with prices a shade firmer.

Bacon is in good demand at unchanged prices, while hams, which are in poor demand, are easy.

No change in lard.

Dressed hogs are quoted at $8.25 to $8.50 for fresh abbatoir killed and country dressed at $7.50 to $8.00.

Lard, pure tierces		0 10½
" " 56-lb. tubs		0 11
" " 20-lb. pails, wood (10½)		0 11½
" cases, 10-lb. tins, 60 lbs. in case		0 11½
" " 5-lb. "		0 11½
" " 3-lb. "		0 11½
Lard, Boar's Head brand, tierces, per lb		0 06½
" " ½-tierces, per lb		0 07½
" " 50-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb		0 07½
" 12 5-lb. tins "		0 07½
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 47½
20-lb. tin pails, each		1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Poultry—The firmer weather that has prevailed has made an improvement in the poultry market though it is not exceptionally active as yet. The absence of snow and settled hard weather is a drawback to good business.

Turkeys are selling well at 14c.; geese, 9c. to 10c.; ducks, 12c. to 13c.; chickens, 10 1-2c. to 11c. and fowls, 8c.

Butter—The butter market is very firm and the local demand good. Fancy fresh Townships is not obtainable at less than 24c., with choice creamery bringing 23 3-4c. and fine 23 1-2c. Export trade has dropped off, but the local demand is so strong that prices are well maintained. We quote:

Fancy Townships	0 22½	0 22¾
Finest creamery	0 22½	0 22¾
Fine	0 21	0 21½
Medium	0 20	0 21½
Fresh dairy tubs	0 18½	0 19

Eggs—The egg market is steady and supplies only equal to the demand. Export business has practically ceased. Selects are quoted at 24c. to 25c. and No. 1 candled at 20c. with Montreal limed, 20 1-2c. to 21c.

Straight receipts	0 18½	0 19
Selected stock	0 22½	0 23

Cheese—The cheese market holds extremely steady and prices are remarkably high, although there is practically no business passing between here and the U. K. Quebec Octobers are quoted 12c. to 12 1-8c.; Townships, 12 1-8c. to 12 1-4c. and Ontarios 12 1-4c. to 12 3-8c. November cheese are ruling about a quarter of a cent less. We quote:

Finest Quebecs	0 11½	0 11⅝
Townships	0 11½	0 11⅝
Ontarios	0 11½	0 11⅝

WINNIPEG.

Creamery Butter—Prices to the retail trade are quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter—There has been a sharp advance in the price of dairy butter and local produce houses are now quoting as high as 20c. per lb. for No. 1 dairy delivered in Winnipeg.

Lard—Prices are still quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese—We quote:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats—Prices are quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Eggs—Supplies are not very liberal. Produce houses are paying 23c. per doz. for eggs delivered in Winnipeg.

VANCOUVER, B. C.

Produce—Hams are now quoted half a cent lower, at 15 to 15 1-2c.

Ontario cheese has advanced until it is quoted at 15c. and 15 1-4c., which is an increase of fully 1-2c. over recent rates.

Butter, local, is quoted at 30c. for creamery and 26c. to 28c. for local fresh dairy. Eastern creamery, 26c.; eastern dairy, 19c. to 21c.

Eggs still remain scarce; that is the strictly fresh article. They are quoted as high as 65c. with few offering. This price may remain some time as the production is very small now. The situation, however, may be relieved by importations of case eggs from Washington and Oregon. Eastern case eggs are quoted at 25c. to 26c.

ST. JOHN, N.B.

Provisions—In pork prices are higher, particularly American mess. Domestic mess is still in light supply. There has been fair business.

Pure lard still high. Quite large stocks of American held. Price is rather below Canadian. In refined lard price continues low and demand good.

Smoked meats firm.

In fresh beef market continues dull.

Lamb brings full prices. Mutton, owing to the demand from the steamers, is firmer.

Veal little seen.

Poultry, as for some years, are higher. We quote:

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb	0 09	0 10
Pork, per lb	0 07½	0 08½
Hams, "	0 13	0 14¾
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 11½	0 11½
" " pails, "	0 11½	0 12
Refined lard, tubs	0 08	0 08¼
" " pails	0 08½	0 09

Butter—There is but a fair supply. While price is unchanged at quite full figures, really choice quality commands higher prices. We quote:

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

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FIGS

Naturals
Bags and Boxes 28 and 56 lbs. each

Washed and Stuffed
In Handsome Glass Jars

NOW'S YOUR CHANCE

We are loaded with large stocks in all lines of Figs, and to clear them out in the next two weeks we are quoting very interesting prices.

It will pay you to buy NOW

THE EBY, BLAIN Co., LIMITED— WHOLESALE GROCERS, TORONTO

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs—It is very difficult to get first class stock. Prices show little change.

Eggs, hennery	0 24	0 26
" case stock	0 20	0 21

Cheese—Just fair business. Prices unchanged. We quote:

Cheese, per lb	0 12½	0 13½

N. B. Markets.

St. John, N.B., Nov. 21, 1905.

THE Winter Port business has begun. The outlook is bright. It is expected this will be the most successful season we have had yet.

The Canadian Pacific Railway had a very large quantity of grain in the elevator awaiting the first steamer. In business the big rush is over for the wholesaler.

It is expected the St. John River will be closed this week. The Fall has been unusually mild. The retailers at this season make their stores particularly attractive.

In markets there is little of interest that is out of the ordinary. Prices are generally firm. One thing has been particularly noticed this Fall, the extremely low price of Yellow Eye beans, the lowest figure perhaps ever quoted. They have been below white beans. Fish continues a luxury

Oil—In burning oil business is rather more quiet though the quantity moving is still large. Prices are held firmly at the advance.

In lubricating oil demand is quiet, even for this, the quiet season.

Paint oils are dull. Market is quite firm, though linseeds are still low.

Turpentine continues extreme in price.

Cod oil is quite high. There is now a fair supply. There has been quite an export demand.

Salt—The first of the regular Liverpool liners arriving this week brought some salt, both coarse and fine. The steamers coming regularly during the winter makes it easy to have regular supply. There is just fair demand. The heavy business is over for the year. A cargo of Turks Island salt was received this week. In fine salt sales are light at this season..

Canned Goods—Sales are now rather quiet.

In vegetables the cut prices are not so regularly quoted.

In tomatoes the outside situation is firm. There will be no cheap American tomatoes to help out the short pack.

In fruits just a fair business. Prices unchanged.

In fish there is some demand for cheap salmon. General demand not large.

Meats have little sale at even figures.

Oysters are unchanged.

Lobsters very high.

In sardines, imported goods are having better sale than usual the demand being for the higher priced goods. In domestic, a steady sale.

In kippers and haddies just a fair supply.

Dried Fruit—New dates via New York have been received. These cost higher than the direct goods.

In raisins, the very small quantity of seeded which have been bought and the high price is the feature of the market. Malaga loose and Valencia layers are plenty and reasonable. There is practically no sale here for off stalk or selected Valancias.

Prunes are in light supply and firmly held.

A fair stock of apricots and peaches, but this is small business here.

Peels are freely offered.

Figs sell freely and are quite cheap.

Evaporated apples are high. Spot stock small, but quite a few bought to arrive.

Onions are higher.

Currants are slightly higher.

Sugar—The market is weak and stocks are kept as light as possible. Prices are low.

Molasses—There is just a fair business. Prices are quite low. A full stock of Porto Rico is held, but supply of Barbadoes is light.

Fish—Prices are still extreme.

There has been a fair supply of dry cod, but no change in price.

Pickled herring are higher and supply is light. he season of best sale is over.

Smoked herring, which for so long were very low, continue to gain strength and are already higher.

Baking Powder.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
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McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

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Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
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Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Christmas Decorations.
Lucas, Steele & Bristol, Hamilton.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

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Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
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Epps James & Co., London, Eng.
Lamont, Corliss, & Co., Montreal.
Lowney, Walter M. Co., Boston, Mass.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

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Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

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Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto

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Clark, Wm., Montreal
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
White & Co., Toronto.

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Balfour & Co., Hamilton.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax
Guest, W. F., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto
Newton C. e, Grand Manan, N.B
White & Co., Toronto.
Windsor, J. W., Montreal.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Balfour & Co., Hamilton, Ont.
Davidson & Hay Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto
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THE ONTARIO HORTICULTURAL EXHIBITION.

THERE probably has never been an Exhibition which attracted more interest proportionately than the one which opened in Toronto on the 14th inst., the Ontario Fruit, Flower and Honey Show.

Canadians have probably not fully realized the important place which these Exhibitions are destined to play in the education of Canadian commercial life.

An Exhibition is not merely a place for the display of merchandise, with a certain accompaniment of entertainment. If it is to be an unqualified success, it must carry with it every feature which will educate and interest the public in general on the points of the subscribing exhibits.

There is no interest or benefit to be gained by ignorance. Let the public have the full light of day on every industry. Let them KNOW what they are buying, and a degree of healthy trade will be stimulated, of untold value to the commercial community.

These points were well maintained in the Fruit and Vegetable Show. Anyone who cared to investigate was made acquainted with all the points which went to make perfect fruit, and the result was an immense amount of interest from all visitors alike.

Nothing could have been more gratifying to Chief Inspector McNeill and his assistants than the interest and inquiry which came not only from the growers themselves but from the general public.

It is, however, a thousand pities that a more suitable building was not forthcoming for so important an Exhibition. Had it been possible to concentrate the whole show on one extended floor space the impressiveness of the show would have been materially added to and its vastness manifest.

The fruit submitted for competition revealed a great deal of care in growth, selection, and packing, and was a speaking tribute to the energies the Government have put forth in the way of educating the fruit growers to the need of care in this regard. It was gathered that seventy-five per cent. of the exhibits passed the standard of "good," as against five per cent. of a year ago.

Ontario has an excellent opportunity to distinguish itself in its fruit production, it can produce fruit suitable for many markets, and it must see to it that its grading, packing and marketing are thoroughly up-to-date and on commercial basis.

LAKE NAVIGATION EXTENDED.

AN unprecedented extension of rates for navigation on the upper lakes has been decided upon by the marine underwriters. The customary date of closing is December 5th, but this year, owing to the extraordinarily large crop of wheat produced in the Northwest, which must be moved to the east, insurance rates have been extended seven days, to December 12th.

The thousands of bushels of grain which are still being delivered daily to the elevators at Fort William and Port Arthur total up a quantity which cannot possibly be handled in the customary time.

Were the insurance rates to close December 5th as usual a very serious state of affairs would result, for most of the grain would in that case have to be hauled by the railways all the way from Fort William. But with the extension of rates the steamers will be able to take the wheat to such points as Depot Harbor, Kingston and Buffalo for distribution.

As is to be expected the rates will increase during the extended period per ratio of the regular increase, December 1st to 5th. Only once in the past (four years ago) have the underwriters granted a similar extension, and at that time the period covered was much shorter than it will be this Fall.

CLOSING OF THE CHEESE SEASON.

THE Canadian cheese market is drawing to a close. Many factories have already shut down for cheese and are now turning their attention to butter.

Probably never before has the market closed in such a satisfactory position as regards the factories. Prices have not only maintained a firm standard but have steadily and persistently advanced, until at the moment of finish cheese is fetching the highest standard reached.

The present season has undoubtedly been a favored one; it opened on a well-nigh depleted market, consequent upon the fact that the standard of cheese-making had generally improved until not only had it SATISFIED the European market, but had CAPTURED it, the demand being increased so enormously that it had drawn on our stocks right up to the supply. An idea of the place which Canadian cheese has secured in the British market will be obtained by noting that for the calendar year of 1904 the total cheese imports of the United Kingdom were 286,081,376 pounds, and of this total Canada supplied 212,862,272 pounds.

The season's trade, however, has not been without its drawbacks. The export demand being good and active at an early stage had the unfortunate effect of hastening sellers, with the certain result that much cheese was sent forward far too quickly, and as the active demand was a genuine one these goods had to be at once used up, creating much dissatisfaction abroad.

Generally speaking, however, quality has been maintained, which accounts for the fact that prices have steadily advanced. It was thought by some dealers that prices would have to drop materially to stimulate export trade. Seeing, however, that the present prices have been reached through an improved estimation of Canadian cheese, combined with a firm and honest demand, it appears scarcely probable that any serious change will occur.

An additional and important feature of strength being that final offerings of cheese on Quebec and Ontario boards have changed hands at one and two points in advance of previous sales. One large buyer of cheese was heard to remark that he would take 1,000 cheese at present board prices if they could be secured.

It is an accepted fact that after the September make prices on the board usually show a slight decline. This year, however, things have reversed themselves, October cheese fetching easily the same standard as September make, whilst that made toward the end of the month and early November have really advanced on September prices.

GROCER INTERESTS AND TARIFF COMMISSION.

THE Tariff Commission, sitting in Toronto, since our going to press last week had under consideration the petition presented by the spice milling industry in Canada. All the spice dealers in Canada were represented by the deputation, headed by Robert Greig. The latter said that the fifty spice milling concerns which employed 1,500 persons found the existing tariff unsatisfactory, as it permitted the importation of many adulterated condiments.

The reading of petition called forth a good deal of discussion, remarks were passed referring to the recent discovery of adulterations, and it was stated that the Government was fully determined to put an end to the objectionable practice. The text of the petition runs as follows :

To the Members of the Tariff Commission, 1905.

Gentlemen,—The undersigned manufacturers beg to submit a statement of the conditions of the spice milling industry in Canada at the present time.

(A) Extent of the Spice Milling Industry—There are about fifty establishments engaged in this business in Canada, employing about 1,500 persons, and representing the investment of a large amount of capital.

(B) General Conditions—Owing largely to the operation of the prevailing Customs Tariff the trade conditions are not as satisfactory as could be desired. Large quantities of very low grade and impure spices are being shipped into Canada by United States manufacturers, who are not subject to the food inspection regulations of the Inland Revenue Department of Canada, and Canadian manufacturers are placed at a distinct disadvantage owing to the tariff, in being unable to offer pure spices at prices that will compete with these low-grade goods. To overcome this it is suggested that (a) a rigorous inspection on all spices be made at the port of entry, or (b) preferably that the duty be readjusted so as to preclude the entry of such goods into Canada.

(C) Raw Materials Used—The raw materials used are imported principally from the West Indies, East Indies, China, Japan, and Zanzibar, and consist largely of :

Pepper, ginger, allspice, cloves, cassia, cinnamon, and chillies, on which the duty is at present 12½ per cent. on whole goods, and 25 per cent. on ground goods.

Nutmegs and mace, the duty on which is 25 per cent. on both whole and ground goods.

Cocoanuts, on which the duty is 50c. per 100 when imported direct to a Canadian port, or $1 per 100 if otherwise shipped. (This represents about 25 per cent. ad valorem at the 50c. rate, or 50 per cent. at the $1 rate.)

Thyme, savory, sage, mint and herbs, the duty on which is 20 per cent on both whole and ground goods.

(D) Rearrangement of Tariff Desired —It is respectfully represented that a re-adjustment in the tariff made as follows would be of inestimable value to those engaged in the business in Canada, as well as to the Canadian public generally, as affording a protection against the entry of impure goods :

1. All whole spices, including pepper, ginger, allspice, cloves, cassia, cinnamon and chillies, to remain at 12½ per cent. ad valorem, as at present.

2. That whole nutmegs, mace, and all edible herbs, including thyme, sage, savory and mint, be placed on a uniform basis with other whole spices, viz., 12½ per cent. ad valorem.

3. A re-arrangement in the duty on all ground spices, including nutmegs and mace, now 25 per cent., and herbs, now 20 per cent., ad valorem, to a mixed rate of 12½ per cent. and 3c. per pound, the weight of the package, when one pound or less, to be included in the weight for duty. This will not increase the general tariff in any way, but will operate entirely to the exclusion of the low-grade goods above referred to.

4. A reduction in the rate on cocoanuts from the present specific duty of 50c. per 100, to an ad valorem rate of 12½ per cent. when imported direct to a Canadian port; when not imported direct the duty to remain as at present, namely, $1 per 100.

(E) Preferential Tariff — The spice manufacturers of Canada desire to express their approval of the provisions and operation of the British Preferential Tariff, in so far as it concerns this particular industry.

Respectfully submitted.

The brush manufacturers of Canada, represented by Mr. Emil C. Boeckh, president of the United Factories, Limited, asked that, instead of 25 per cent. ad valorem, the duty should be 25 cents per dozen on brushes, except those fastened in quills. He complained of the flooding of the Canadian market by American goods and by prison-made goods from various countries. He assured the Commission that there is no combination, association or agreement, and that the change in duty would keep out the cheaper classes of goods. He read a letter from a firm offering to supply prison-made goods.

"You don't need any amendment of the tariff for that," replied Mr. Fielding. "We have a law now against dumping and against importation of prison-made goods, and that firm could be convicted on their own letter."

The letter was handed in for the information of the Customs Department.

The first branch of the Retail Merchants' Association to be heard was the wholesale fruit and vegetable importers. Mr. Fred. C. Higgins pointed out that there were large trade interests involved. There were climatic reasons why Canada could not grow certain fruits, and others could only be grown in a restricted season. He saw no reason why, for instance, there should be any duty on bananas and oranges, on which, he understood, a duty was asked. Mr. Higgins presented a memorandum, asking the following changes in duty :

Cranberries—That the present duty of 25 per cent., amounting at present prices to $3 a barrel, be reduced to $1 per barrel, as the existing duty is prohibitive, and the production in Canada is small.

Grapes—That the present duty of 2 cents per pound be reduced to 1 cent per pound, as there was a great demand for them, and we have to depend on imported goods for a Winter supply. The present duty amounts to $400 per car.

Strawberries—That the present duty of 2 cents a pound is excessive; the importation begins in February and ceases in the latter part of May, and in no sense compete with the home-grown article.

Peaches—That the present duty of one per cent. per pound or $220 per car be reduced to half a cent from December 1 to August 15, and for the balance of the year the duty be unchanged.

Mr. Fisher pointed out that the fruit growers complained that the early imported fruits spoiled the taste of the consumers before the home product came in.

"From my experience as a retailer," Mr. Higgins replied, "I do not think the growers have any reason to complain of the prices received. There is a natural protection in the perishable nature of the commodity, and the expense of bringing it here. The imported fruit is not sold here at very low prices."

For the vegetable dealers, Mr. Frank Simpson presented the following views :

Potatoes—Duty should be reduced from 15 to 10 cents per bushel, as until July there is not sufficient to supply the home market.

Tomatoes—Duty of 25 per cent. is ample. Increase asked by growers to $1.20 per bushel would destroy the trade.

Onions—Duty should be reduced from 25 per cent. to 10 cents a bushel.

Cucumbers — Duty of 25 per cent. should be retained.

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SECRETARY COULSON writes The Canadian Grocer from Edmonton that organization work in the new Province of Alberta has been proceeding satisfactorily, and that many new members have been added to the association list. Probably in next issue this paper will be able to publish the list of new members secured in Saskatchewan and Alberta.

* * *

In response to a letter of inquiry regarding the progress of the association in the Arnaud district, Wilfrid Ledoux writes The Canadian Grocer as follows:

Arnaud, Man.,
Nov. 14, 1905.

Editor Canadian Grocer,
Winnipeg, Man.:

Dear Sir,—I am in receipt of your letter of recent date and beg to reply as follows to your questions regarding the association :

You ask how many dealers in this section have adopted the cash programme of the association. In reply I beg to state that out of 28 general merchants in this part of the country 22 have adopted a strictly cash business for the Winter months, and the other six will enforce the same system on December 1st. This delay was caused by the car shortage at some points hindering the marketing of the crops. Money will not be plentiful much before December 1st.

You ask whether in our section we are allowing 30-day accounts to be treated as cash. We do if we are satisfied that the customer will pay promptly, but if a customer is slow in paying, or if we are a little doubtful as to his financial condition, or if he is doubtful himself as to when he will be able to pay, we insist on strictly cash transactions. We are afraid of our customers abusing this privilege. My experience with 30-day accounts is that in many cases they are allowed to stand for several months.

You also ask whether we are meeting with much opposition from our customers in introducing the cash system. No, we are not. On the contrary, we are meeting with much encouragement from the best class of our customers, those who have the money. They are willing to pay cash for everything they buy, as they clearly understand that they are saving money by doing so, and recognize that the cash system is to their benefit.

We are meeting with strong opposition from a small percentage of our customers, those who have always bought their goods on credit and who are not very desirable as customers. Some of them are trying to break what they call the "Combine" by treating, others see a very short life for the "cash store," and still others are talking of the farmers clubbing together and going to Winnipeg to buy their goods direct from the wholesale jobbers; but, of course, this is only talk, which is quite natural at the start.

In this part of the country every merchant seems to have realized that the association is an absolute necessity to protect not only ourselves but the trade generally, and all merchants in this section are anxious to follow the programme adopted by the association.

Thanking you, Mr. Editor, for the space in The Canadian Grocer, I am,

Yours truly,
W. LEDOUX.

* * *

This letter indicates a very satisfactory state of affairs in Arnaud, and it is only an example of several such letters received at this office during the last fortnight. While advices received by The Canadian Grocer show that in a few sections the trade are not as enthusiastic as might be desired, the vast majority of the communications received (and this office has been in communication with the trade in almost every district where the association has been organized) show that the association is accomplishing effective work in this vexed question of long credits.

* * *

Mr. Ledoux is not the only dealer to mention that a few dealers are delaying the inauguration of their cash programme until Dec. 1st, owing to the fact that there have been serious car shortages in a few districts, thus delaying the marketing of the crop. It can readily be understood that in sections where the crop has not yet been marketed it is difficult to enforce the strictly cash system. November 1st was the date selected at the conventions because it was thought that by that date the crops would be pretty well marketed in all sections. But of course the association in convention assembled could not reckon with car shortages, and it may be necessary in some sections to delay the inauguration of the cash system until December 1st.

THE TRADING STAMP ACT.

THE following letter has been received by the editor of The Grocer from the National Cash Register Co., Limited, and has reference to the above Act and their coupon system, which it is claimed by a slight modification is unaffected by the new Act. The two letters speak for themselves :

Editor Canadian Grocer :—Our attention has been called to page 32 of the November 17th issue of The Canadian Grocer, commenting on the question of the Trading Stamp Act. I am forced to bring to your attention where you are in error in some of your statements in this article. You state to all your readers that they should drop at once with the whole business of giving receipts, coupons, premium tickets or any such device, which are redeemable, because you deem the giving of any such discounts as coming under the new Trading Stamp Act. I beg to attach you copy of a letter that has been given to each of our representatives. Please note the one signed by our solicitor.

This makes it clear that any merchant can still give the discount or rebate if on his discount checks they show their face value and they show that they are redeemable at any time and redeemable only at his store where the check was issued, and we are so advising by letter the thousands of merchants in this country who are using our National Cash Registers in connection with their business that issue a printed receipt to each customer for the amount of his purchase that on this receipt he can have his register print something like the following : "This check is good for 5 per cent. of face value in cash or goods, redeemable at any time in my store. $10 worth would entitle you to 50c."

Of course, whether the merchant wants to give 3, 5 or 10 per cent., that comes under his own jurisdiction.

I think by carefully reading the Act you will find that the above comes strictly within same, and I feel that you should certainly correct the impression given, as we have a great many merchants adopting our check printing registers every month, to say nothing of the thousands already using them.

I enclose you a sample check as issued by the register mentioned.

F. E. MUTTON,
Canadian Manager,
National Cash Register Co.

The attached letter to which Mr. Mutton refers is as follows :

National Cash Register Co. : I beg to advise you that the recent amendment to the Criminal Code, being Bill 196 of the last session of Parliament, known as the Trading Stamp Act, does not in any way affect or render liable in the slightest degree any user of your check device cash register.

The Bill was aimed at what are properly known as trading stamps and applies where the premium is redeemable other than by some person other than the vendor of the goods or by the vendor in goods not his property or exclusive property or by the vendor elsewhere than in the premises where he sells the goods.

Therefore the giver of a check under your check register system, where this check shows that it is given in the giver's place of business and redeemable there and shows its value on its face and is redeemed only by the giver at his own place of business, is outside of the operation of this Bill. In other words, the single giver of premiums with purchases, which premiums are given at his own store, is not within the operation of the Act.

(Sgd.) GEO. ROSS.

CULTIVATE YOUR TEA TRADE

by selling

Highest Award

St. Louis 1904

The Favorite of the Public

Sells Readily

No Dead Stock

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Prices and Terms from - - "SALADA," Toronto or Montreal

WANTED

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A very complete list or index of the other important articles of the month and where they are to be found, but for which there is not room in the current issue of THE BUSINESS MAGAZINE.

A list of new books of special interest to business men.

And as the number of magazines in Canada from which extracts can be made is small, one or two interesting original articles on Canadian men and affairs will be published.

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The MacLEAN PUBLISHING COMPANY, Limited

MONTREAL TORONTO WINNIPEG LONDON, ENG.

A GOOD PROFIT AND A GOOD ARTICLE

Lily White Gloss Starch

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move," and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Nov. 22, 1905.

BUSINESS reports show considerable improvement since our last issue. Orders from outside points have been freely coming to hand and denote a disposition on the part of buyers to lay in good stocks before the ru'ing of the coming Christmas season.

In canned goods there is no new feature to mention. Orders have been plentiful and with the exception of strawberries, which are practically off the market, there is nothing of interest.

The sugar market has shown considerable strength on the New York and European markets which has had the effect of giving strength to the domestic trade during the current week. Acadian and Berlin sugars have advanced five cents, which now places them within 10 cents of other quotations.

Molasses shows no feature of interest. Syrups have been fairly active with prices continuing firm.

The coffee trade still continues to show moderate activity and a much better discernment is manifested by buyers, clearly showing that coffee is inclined to make headway in public favor.

The local tea trade has been fairly active and is more inclined to move in sympathy with the London reports. Teas which have been offered showing cup qualities have fetched firm prices and have been more easily placed.

Foreign dried fruits continue to show considerable strength, the demand for prunes has had the effect of still further strengthening the market and our prices are revised accordingly. Other lines of Mediterranean and Californian goods are developing interesting features as will be seen from our detailed report.

Rice and tapioca, whilst showing no special feature of development are continuing active in demand with quotations very firm.

Spice is occupying its usual interest at the present season with no distinctive feature of note.

Honey continues to attract a good deal of attention and samples are reported as showing excellent quality.

Beans are reported as difficult to get, it being believed that farmers are holding back supplies in view of probable strengthening markets.

Fish, both dried and fresh, are showing very active trade. Reports of quality are very encouraging and prices are considered to be moderate at present quotations which are ruling extremely firm.

The hide market is settling down to more normal conditions as will be seen by our detailed report.

Canned Goods—The market has continued a steady active demand, with no special feature of interest since our last report. Strawberries are withdrawn from quotation on account of short pack.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's		0 90
" preserved, 3's		1 25
" standard, gal		2 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's, tips	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 17½	3 15
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	9 ½
Sardines, French ¼s	0 1½
" ½s	0 25
" Portuguese ¼s	0 08 0 10
" P. & C., ½s	0 25 0 27
" P. & C., ¼s	0 35 0 38
" Domestic, ¼s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 65 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ¼s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—The domestic market has been slow and uninteresting. The season for

bulk trade has practically closed, and stocks have been run pretty low. buyers, however, show no disposition to purchase beyond immediate demand. Whilst it is believed that prices have practically touched bottom, it is not having any strengthening effect on the market. Buyers are disposed to sit tight and await events. The N. Y. market reports the development of considerable strength with a quotable advance and probably in sympathy with it Acadian and Berlin sugar have made an advance of 5c. during the current week.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 23
Bright yellow	3 38
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Except for confectionery purposes there is very little doing in molasses. In syrups there has been a fair amount of activity manifest. Orders from outside points have been coming freely to hand, having the character of laying in stores in view of the coming Christmas trade. Our previous quotations are well maintained and rule firm. We quote:

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
" open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—Whilst trade has been fairly active, there are no great signs of advancing demand. There is little doubt but that the consumption is increasing, but on a steady progressive basis. Reports from New York denote greater activity and a stronger market for price. Cable advices were received from Santos reporting drought, unfavorable for the growing crops. European markets reported steady. Brazilian markets holding steady and firm.

	Per lb.
Green Rico, No. 7	0 10 0 10½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
Green Guatemala	0 22 0 25
" Jamaica	0 12 0 18
" Maracaibo	0 16 0 23

Tea—The local market for tea has been fairly active and is showing more sympathy with the London market. There appears to be an increased demand for better class teas and more discrimination is being shown by buyers. Good liquoring teas are fairly easily placed and at firmer prices.

Reports from the London market denote a continued activity with offerings of Indian teas heavier than on any one week since January, 1904. There has been more irregularity in values, but generally speaking prices have remained firm. There has been a marked decline in the offerings of fine quality teas, which has consequently had a strengthening effect on quotations.

In Ceylon teas there has been active demand for the finest qualities, but the quality offered has been generally not much beyond medium grade. All medium and better grade teas have maintained a strong market.

There has been an active domestic demand for good quality greens, mainly of China character, during the week under review.

The trade on the street whilst reported as not of exceptional activity, is considered good.

Foreign and Dried Fruits—The domestic trade has developed considerable strength since our last report and prices have stiffened considerably, in many instances having made a distinctive advance. This is particularly so in the case of prunes. Whilst there are still remnants of stock from the past season which are being offered somewhat at parity of previous quotations, all new fruits, however, are showing the strength before mentioned and prices throughout have therefore been revised from 1 to 2 points.

In candied peel our prices will be found to have advanced from 1-4 to 1-2c.

Seeded Valencias are also showing a higher quotation to the extent of 1c.

Walnuts have also strengthened their position in sympathy with reports from primal markets and our quotations will be found from 1 to 2 points advance. Reports from primal markets denote the markets there as developing an unusual degree of strength.

Advices from Smyrna report figs as fetching quotations higher than at any time during the season, whilst layer figs have risen in full sympathy. The market is strong and stocks are reported as nearly depleted.

Prices for Sultana raisins are reported from Smyrna as to be steadily advancing and have reached the highest point during the season, in view of the small quantity which has reached the market and greatly depleted stocks.

Reports from Patras denote strong markets in currants and with every prospect of still further strength developing. It is not expected that there is likely to be any modification of prices.

Reports also denote Amalias and Filiatras as short crops, quite below an ordinary season.

Primal market reports Grenoble walnuts as a very short crop and prices accordingly developing considerable strength, whilst the quality of fruit is good it is reported as probable that the color will not be up to the highest standard on account of the unfavorable weather.

Advices to hand denote the arrival of the first direct shipment at New York so that bulk stocks are expected to arrive in Toronto at an early date. The direct consignment of filberts reached Toronto during the week in review.

	Per lb.		Per lb.
Prunes—			
90-100s	0 05½ 0 06	60-70s	0 07½ 0 07¾
80-90s	0 06½ 0 06¾	50-60s	0 07½ 0 08
70-80s	0 07 0 07½	40-50s	0 08½ 0 09
		30-40s	0 09 0 10
Candied and Drained Peels—			
Lemon	0 0 3 0 10½	Citron	0 15½ 0 17
Orange	0 10½ 0 11½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnet "			0 04
Bay of Nations, per lb			0 04
Apricots—			
Californian evaporated			0 11 0 14
Peaches—			
Californian evaporated			0 15
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 05½ up	Vostizzas	0 07 0 08½
Patras	0 06 0 06½		
Raisins—			
Sultana			0 05 0 07
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 05½ 0 07½
Seeded, 11 oz pkts			0 11 0 12½
California, loose muscatels—			
3-crown			0 05
4-crown			0 08½
Dates—			
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Saire	0 04 " 04½	" new choice	0 09½
Domestic evaporated apples			0 07 0 08

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12 0 12½
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 13½ 0 14
" Bordeaux, "	0 09 0 10
" shelled	0 20 0 25
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 13½ 0 14½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

Rice and Tapioca—Demand continues to be active for these cereals and previous quotations are ruling firm with no new feature of interest to note.

Rice and Tapioca—	Per lb.
Rice, stand. B	0 03¼ 0 03¾
Rangoon	0 03¼ 0 03¾
Patna	0 05 0 05¼
Japan	0 06 0 07
Sago	0 03½ 0 04
Carolina rice	0 08 0 08½
Louisiana rice	0 05 0 07
Tapioca, staple	0 04½
" double goat	0 05¼

Spicees—There is no feature of interest to report, and previous quotations are firm. We quote:

Spices—	Per lb.
Peppers, blk	0 16 0 19
" white	0 23 0 27
Ginger	0 18 0 25
Cassia	0 21 0 25
Nutmeg	0 45 0 75
Cloves, whole	0 25 0 35
Cream of tartar	0 25
Allspice	0 20
Mace	0 80 0 90

Honey—The local trade is continuing to advance and our previous quotations are ruling very firm. The quality of honey arriving on the market is reported as being excellent. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08 0 08½
" " " in 5 lb & 10 lb. cans, lb	0 08½
" sections, No 1, per doz	2 00
" " No. 2. "	1 75
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—There is an active demand manifest for beans but difficulty is experienced in obtaining sufficient quantities to satisfy the demand. It is generally believed that plenty of beans are to be had but that farmers are withholding supplies with a view to advancing the price. Meanwhile our previous quo-

RETURNED
JAN 4 1906
To Montreal
Cut Book H 5
page 22

GAZELLE BRAND

We are now prepared to receive orders for above brand which covers all our canned goods and a few other lines of exceptional quality.

There are on the market a great variety of ***good*** brands, of ***best*** brands, but we wanted something different for our customers who appreciate unique goods, who realize that next to quality, looks also help the selling — and we have evolved the **GAZELLE** brand.

We have had our labels made in the highest type of lithographer's art—each can is wrapped in colored tissue paper—and our embossed label at once stamps the goods as ***unique*** both in quality and in looks.

Quality, above praise.

Price, no higher than the best quality sells for.

HUDON, HEBERT & CIE.

MONTREAL

—THE MOST LIBERALLY MANAGED FIRM IN CANADA—

tations continue to rule on a very firm basis. We quote:

Beans, handpicked, per bush	1 85
" prime, No. 1	1 75
" ungraded	1 25 1 50
" Lima, per lb	0 07 0 07½

Fish—The fish market reports very good business in all lines. The season has opened with great activity and shows every indication of being an excellent one. We have added to our list frozen sea herring at 4 1-2c., the first car of which has been received by F. T. James Co., Limited. The cargo is made up of 50 lb. boxes and are opening up in splendid condition.

Frozen halibut, per lb	0 10
Fresh haddock "	0 07
Frozen trout "	0 09
Fresh cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
Frozen B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07 0 07½
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80
Finnan haddies	0 07
Cascoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring salt, No. 1, half bbl	3 00
Frozen sea herring, per lb	0 04½

Dried and Cured Fish—We quote:

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Hides—The local market for hides is settling to more normal conditions and it is generally believed that the winter season, whilst expected to maintain somewhat of a higher character, will be more on a natural basis.

Reports from Chicago still denote great eccentricity in that market. Prices are still maintained on a high parity, but have developed a weaker character since our last report, but there is no new feature which is expected to influence the Canadian market. It will be seen that our prices are revised on a basis more according to that ruling, previous to the late fluctuations of the domestic trade.

Hides, inspected, steers, No. 1	0 12
" " " No. 2	0 11
" " cows, No. 1	0 11½
" " " No. 2	0 10½
Country hides, flat, per lb	0 10 0 10½
Calf skins, No. 1, selected	0 13
" No. 2	0 11
Lamb skins, best city slaughter	1 05
Deer skins, green	0 12
" dry	0 22
Moose hides, green	0 07
Horse hides, No. 1	3 00 3 25
Rendered tallow, per lb	0 04 0 04½
Unwashed wool, per lb	0 16½ 0 17
Wool-washed fleece	0 26 0 27
Rejections	0 20 0 22
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 25

Quebec Markets.

GROCERIES.

Montreal, Nov. 23, 1905.

THE general condition of the grocery jobbing trade is reported very satisfactory, business in all lines being good. Travelers' orders are also showing up better in volume and the feeling prevails that until the usual stoppage of heavy buying before the Christmas holidays sets in a good business will continue.

The tea trade is particularly good and sales are numerous and heavy, all lines receiving good attention, with Japans probably showing more inquiry in the past few days than other grades. China greens, both Young Hysons and Gunpowders, are much inquired for. Ceylon blacks and greens are firm and a fair business reported.

The advance of 10 points in sugar on the New York market, as well as the advance in raws abroad, has set the trade thinking that the turn towards higher prices is reached, and it is not unlikely that Canadian refiners will in sympathy with the New York and foreign markets have to advance.

Canned goods are steady and no new features to report, with the exception that some shading under the Canadian canners' prices, equal to 5 per cent. was noted the early part of the week.

Coffees and spices are steady and featureless.

Foreign dried fruits are interesting and special reference is made in the department devoted to Mediterranean fruits.

The fish business is good and improving and dealers are very well satisfied with their turnover.

The provision market is easy and with the exception of the weakness in hams, which set in about a week ago, there is nothing new to report.

Butter is holding very high under strong local demand, while cheese, which has been soaring up since the early part of September, is firm. Export in both these lines is practically concluded.

Flour is in good demand at unchanged prices.

Canned Goods— There are no new features to note in the canned goods situation this week. Business by jobbers is reported to be satisfactory, and deliveries are being made. Some inquiries for tomatoes are already going around, which would indicate that stocks for requirements are light. Some of the independent canners appear to be getting in here at somewhat less prices than quoted by the Canadian Canners, Limited. The Grocer's attention was called to a sale made the early part of the week, at a reduction of 5 per cent. under Canners, Ltd. prices. Canned fish fish, such as salmon, haddies and lobsters are meeting with fair business. We quote:

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 47½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 80	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
2's, black, heavy syrup		1 35
2's " preserved		1 50
Gals. " " standard		4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	$1.57½
Horseshoe, 5 cases and over—Talls	1.55
Horseshoe, 1 to 4 cases—Flats	1.70
Horseshoe, 5 cases and over—Flats	1.67½
Maple Leaf, 1 to 4 cases—Talls	1.57½
Maple Leaf, 5 cases & over—Talls	1.55
Maple Leaf, 1 to 4 cases—Flats	1.70
Maple Leaf, 5 cases & over—Flats	1.67½
Clover Leaf, 1 to 4 cases—Talls	1.57½
Clover Leaf, 5 cases & over—Talls	1.55
Clover Leaf, 1 to 4 cases—Flats	1.70
Clover Leaf, 5 cases & over—Flats	1.67½
Arrow, 1 to 4 cases—Talls	1.50
Arrow, 5 cases and over—Talls	1.47½
Arrow, 1 to 4 cases—Flats	1.62½
Arrow, 5 cases and over—Flats	1.60

Sugar—The sugar market shows signs of recovering New York advices on Monday, indicate an advance of 10 points, while foreign raws are quoted 6d. high-

er. In some quarters it is thought that the turn has set in and that prices are bound to advance. They certainly have been low enough. Inquiry by The Grocer to-day shows a general feeling in the trade of a recovery towards better tone in the sugar market. It is not unlikely that before the week is out an advance will be noted. There has not been as yet, however, any very extensive buying on the part of the trade, but a further advance of 10 to 15 points in the New York market will no doubt see better business here. We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 75
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	3 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

Syrups and Molasses— Molasses is very quiet and practically nothing doing. Any business going is of a hand to mouth character. The season for shipments by boat is practically closed. There is no change to note in prices, which are as below. Corn syrups are in fair demand. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—There are no changes to report in the coffee situation this week. Local business is fair, with prices unchanged. Messrs. Watt, Scott & Goodacre, in their weekly report, under date of 20th, on Brazil coffees, say:

We have buyers who wait for the market to become strong and advancing. Frequently they have to come in at, or near the top, and complain that they do not find their coffee department as profitable as it should be. Our friends who buy freely after a substantial decline, on the other hand, have a smile that wont come off. Such a market is before you to-day.

Santos and Rios are 15 points below even date last year and 115 points below the high point for this crop.

Brazil remains firm and as has been pointed out frequently in these circulars, is receiving 25 per cent. less in their money than even date last year. Stocks in Rio and Santos are 1,868,000 bags against 2,408,000 even date last year and receipts must decrease rapidly from now until end of season.

The much feared liquidation of December contracts is now "a tale that was told," and the fact that prices remain unchanged indicates the natural strength of the article.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10½
Santos	0 10½	0 11½
Maracaibo	0 11	0 13½

Tea—The tea market is in a very satisfactory state. Dealers are receiving good supply of orders and the feeling that prices are likely to go higher is bringing in inquiries from country buyers more freely. There has been quite a noticeable activity in Japans and this is no doubt due to the very great shortage and the fact tha the trade is realizing inability to secure at less figures. Japan siftings and fannings are scarce and considerable inquiry for same prevails. Stocks are very light and those who have any are high in prices. China teas of all kinds are firm and good business going. China blacks are also in fair demand. Ceylon blacks as well as greens are also being turned over in fair sized quantities. Taking it all round the trade in teas is good. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits—Valencia raisins—There is practically nothing new since our last report, but considerable distribution has taken place since the arrival of the Jacona, which leaves this market not too much stock. Sultanas have gone into consumption freely, the advanced prices not having in any way checked the demand.

Currants—A cable from Patras on Tuesday, advises a further advance of 9d. with a strong market, and higher prices are confidently looked forward to in the near future.

Nuts—New Mayette Grenobles have arrived and quality showing very satisfactory, and although the price is higher than it has been for some years past, the early arrivals have been promptly absorbed. Marbots and Bordeaux walnuts have not yet arrived, but are understood to be close at hand.

The imports of Tarragona almonds have practically ceased and the Jacona shipments have been fairly well distributed leaving stocks in first hands within seasonable comfort. The market abroad has shown an advance since the direct steamer sailed and new imports are bound to cost somewhat higher than direct importation. Shelled almonds have recovered their position, which they temporarily lost a week or two ago, and good brands are held on even higher quotations than those of last month.

Dates—The shipments via New York have reached Canada and have largely been taken up at exceptionally low prices. The quality of the fruit opens up satisfactorily. The first tide shipments via London are not due here until probably the middle of December, but even then a reduction in prices is not looked for, as latest cables advise market very firm, in fact, it would not come as a surprise to see the London fruit fetch even better prices than the early arrivals by New York.

Figs—Smyrna figs have sold very low and there is very little stock remaining in the importers' hands. The quality varies somewhat, some shipments showing excellent value, while others are reported to be somewhat inferior.

California prunes are in very strong position. Stocks have been taken up not only by the home market, but large exports have been made to Europe. Advices from the Coast estimate stocks on hand to exceed four hundred cars. The syndicate last week decided to advance their prices 1-4c., which they thought the position of the small stocks remaining in their hands justified them in doing.

Latest advice says peanuts are likely to turn out as good a grade as in former years and as for prices, it is thought that the opening prices will be the lowest. We quote: Bon ton, 5 1-2c.; Suns. 4c.; Diamond G, 3c.; Coons, 2 1-2c.; No. 1 Spanish shelled, 5 1-2c.; No. 2, 3 1-2c.; No. 1 Virginia shelled, 4 1-2c.; No. 2 Virginia 2 1-4c. Orders have already been booked for January shippings at these prices, which are f.o.b. shipping points. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ½s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	....	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" 90-100s	0 04
" 100-120s	0 04

Currants—		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—The rice market remains steady with trading about as usual. There are no changes to note. Tapioca seems to be getting much stronger, latest advices in New York report a good demand and small supplies and reports from the east would indicate a further advance. Locally no change is reported and business is steady. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca	0 04

Fish—The demand for all kinds of fish continues active, in fact large quantities of salted and pickled fish are being moved. Stocks are light and prices have been firm with a tendency to advance. Green cod especially is scarce.

In prepared fish there is a scarcity of skinless cod in cases, in fact some dealers have none to offer. A fair stock is still held in some hands and prices have been advanced with every indication that they will go higher.

In fresh fish the continued scarcity of haddock is due to stormy weather along the Atlantic Coast and has had the effect of keeping prices high. This also applies to steak cod.

Quantities of fresh frozen fish are coming into the market, including new frozen herring, large size fish, also frozen B. C. salmon and halibut, as well as light fish, such as dore or pickerel, whitefish and pike so that dealers have a large variety to choose from.

Smoked fish are lower in haddies and kippered herrings with a brisk demand.

Oysters in bulk are selling freely at former quotations.

Malpecques in shells are meeting with ready sale but prices are higher on account of scarcity.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 23, 12.30 p.m.

BUTTER—Market very firm. Nothing really fine to be had under 24c. for Eastern Townships. Choice Creamery, 23½c. Dairy very scarce—prices from 20c. to 21c. in tubs and 21 c. for rolls.

CHEESE—No change. Stocks light. Holders firm. October makes, 12 c. to 12½c. for Quebecs; 11½c to 12¼c. for Townsnip ; 12½c. to 12¾c. for Ontarios.

EGGS—Firm market. Some dealers asking 2 c. for fresh laid; 25c. to 26c. general, however. Straights, candled, 22c. to 23c. Cold storage, 21c. to 23c. Limed, 20c. to 21c.

PROVISIONS—Steady. Prices unchanged. Smoked meats showing improved demand

Fresh fish—	
Fresh haddock, per lb	0 05
" market cod, per lb	0 04½
" steak cod, per lb	0 06
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 90
Bloaters, 100 in box, per box	1 25
New herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	3 00
Standards per imp gal	1 40
Selects, per imp gal	1 60
Oyster pails, pints per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " " "	0 06
" fish, 25-lb. boxes, per lb	0 05
Skinless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles, per bundle	6 00
Frozen fish—	
B.C. salmon, per lb	0 09
Halibut per lb	0 09
Gaspe salmon, per lb	0 15
Dore, per lb	0 07½
Whitefish, per lb	0 08
Dressed pike, per lb	0 06½
Sea trout, per lb	0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 10
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	9 50
" lake trout, per keg	4 75
" mackerel, per pail	2 00
" large green cod, per lb	0 04
" medium, " "	0 03½
" small, " "	0 03¼

IN MEMORIAM.

A GAP that will not soon be filled was left in the travelers' fraternity Monday last, when Harry Taylor, for 20 years Western Ontario representative of Christie, Brown & Co., passed away at his home in Chatham, Ontario.

Mr. Taylor was a son of the late Captain John Taylor, of the 71st Highlanders, and a brother of the late C. W. Taylor, of the Globe, and of Judge Taylor of the Yukon.

Mr. Taylor was a typical traveler of the old school. In early years he had been in business with the late George Young of Chatham, before going on the road for Christie, Brown & Co. His was a particularly sunny and jovial nature, a generous hearted wholesouled gentleman, who won his way by the openness of his disposition and the straightforwardness of his character.

Mr. Harry Taylor.

His monthly visits to the factory in Toronto were looked forward to with keen pleasure by the office staff, with whom he was as great a favorite as with his customers on the road.

It is significant of the man that since he was overtaken by the illness which for the last couple of years has kept him off his route, and has finally laid him low, the substitute who relieved him has repeatedly been stopped on the streets of the towns and villages throughout Western Ontario by little children who inquired for the health of their jovial traveler friend, Mr. Taylor.

Harry Taylor made a hard fight for life. Only a fortnight ago he was in Toronto at the head office, seemingly improved in health and as cheery as ever. His loss will be deplored and his memory cherished by a host of friends, as well as a wife and one daughter, Mrs. Dr. Rutherford, of Chatham.

TORONTO GROCERS MEET.

The Toronto Retail Grocers' Association held their monthly meeting on Monday, the 20th inst. A resolution was passed condemning any further duty on imported vegetables on the ground that any move in that direction was distinctly opposed to the best interests of the trade. The position of secretary was held over for further consideration at the next meeting.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are quoting special prices on figs of all kinds.

Warren Bros. Co. are offering special values in New Orleans and Porto Rico molasses.

Notice the ad in this issue in reference to Golden Rule Sardines. J. W. Windsor, Montreal, selling agent for these goods, reports that they are giving every satisfaction and demand is steadily increasing.

The Eby, Blain Co., Limited, report a very active demand for the French prunes advertised in last week's Grocer. It would be wise to order now as their stock is being rapidly depleted.

White & Co., Limited, received their first car California navels for the season last week, also the first car Mexican oranges.

New shipments of new shelled almonds are in store with the Eby, Blain Co., Limited.

Out-of-season specialties, such as mushrooms, pineapples, tomatoes, cucumbers, fancy California grapes, are always in evidence at White & Co.'s warehouse.

Warren Bros. & Co. report good sales on a line of French prunes to retail at 5 cents.

THEODORE H. ESTABROOKS, ST. JOHN, N.B.

THE grocery trade of Canada as well as the general trader throughout the Dominion and even beyond its confines is familiar with the legend, "Red Rose Tea is good tea." In the daily press of all the larger cities and even in the columns of the larger country weekly papers, on the fences and boardings of almost every city and town of importance as well as along the highways and byways of the land the above comprehensively terse and authoritative sign arrests the attention of the citizen. In the stores the phrase stares one in the face panelled along the shelves and walls, in the theatres the programmes relieve the "entre act" pauses by the suggestion that no matter if the play is indifferent or poor, "Red Rose Tea is good tea." Even at church socials and bazaars in aid of every worthy object pleasant maidens serve what they confidently state is "good tea." And so on ad infinitum goes the song, "Red Rose Tea is good tea."

The Grocer in taking the pleasure of presenting to its readers in this issue a sketch of the career of the man who has not only placed upon the market a tea that he says "is a good tea," but has established himself as one of the stalwart business men in his own Province "down by the sounding sea," desires to pay its tribute to a fellow Canadian business man, and to emphasize the fact that hard work, persistency and a close adherence to an idea is bound to reap

its reward, and what Theodore H. Estabrooks has done in his chosen sphere, others imbued with a like energy and pluck can also accomplish. This is not an ad for Red Rose Tea nor for Mr. Estabrooks—neither the one nor the other requires it. The tea is doing its own talking over the counters of hundreds of grocery stores, and the subject of the sketch is not even aware that his photo has been surreptitiously obtained for reproduction in the columns of The Grocer.

Theodore H. Estabrooks, wholesale tea merchant, and one of the most successful of St. John's younger business men, was born at Wicklow, Carleton

T. H. Estabrooks.

County, N.B., on December 28, 1861, and is therefore in his 44th year. He was educated in the public schools and in the grammar school at Sheffield. Having an idea of going into commercial life he took a course in Kerr's Business College in this city and in April, 1884, entered the employ of W. F. Harrison & Co. on Smythe street. He was with the firm for ten years, one year as a junior and the remaining nine years as chief clerk or manager.

On May 1st, 1894, he commenced business for himself on Dock street, dealing chiefly with the import and export trade with the West Indies. The tea trade was at that time of minor importance, but gradually grew until Mr. Estabrooks gave his whole attention to it. He foresaw that a change must come, and that the direct importation and the blending and packing of teas would become a great business in St. John, and also that the teas of India and Ceylon would steadily gain in favor in this territory. His foresight and energy resulted in the development of a business of national extent.

Outgrowing the premises on Dock street he removed to Nos. 11 and 12 North Wharf and these quarters being also found soon to be too small he built for himself on Mill street, occupying in October, 1903, the large and handsome brick block where he is now situated. This building is the largest in Canada devoted exclusively to the tea trade. Views of the building and its various departments have appeared in The Grocer in Mr. Estabrooks' ads.

Mr. Estabrooks now employs about seventy people. He has seventeen travelers, covering practically the whole of Canada, Newfoundland and a portion of the New England States. He has branches in Toronto and Winnipeg. He has in his St. John warehouse a complete modern equipment for blending, weighing, packing and labelling teas, and his establishment is therefore an important local industry.

Mr. Estabrooks is connected with the Board of Trade, New Brunswick Tourist Association and Exhibition Association. He has been a member of the executive boards of these organizations for a number of years, and has always taken an active interest in them. He has been a member of several important delegations to Ottawa on matters of importance to the trade of this port, and was a member of the Canadian Manufacturers' Association which this year toured Great Britain and Europe. He is a member of the St. John Taxation Commission appointed last year. He is on the executive of the Protestant Orphan Asylum, Boys' Industrial Home and Associated Charities. He is interested also in a number of industrial enterprises. Though he has never come before the public prominently in politics, he is an active supporter of the Liberal party, and has always taken a lively interest at election time.

At the time of the Riel Rebellion Mr. Estabrooks was a member of the 62nd Fusiliers, and when the troops were called from here he accompanied the detachment. They, however, did not get past Sussex, as the trouble was all over.

Mr. Estabrooks is married, his wife being a daughter of the late Mr. Thos. Crothers, of Upper Gagetown, and five children assist them in enjoying the beverage known as "Red Rose Tea."

B. C. Markets.

Vancouver, B.C., Nov. 16, 1905.

DELEGATES Elliott and Mackenzie have returned from Toronto, where they went to represent the Vancouver and Victoria shippers in urging upon the Canadian Manufacturers Association the wisdom of withdrawing their request to the C.P.R. to restore the old rule No. 2, by which mixed cars of goods were allowed to be shipped. As a result of the efforts of the delegates they express the belief that the Manufacturers' Association will withdraw their application and reconsider the matter. The delegates interviewed a number of leading manufacturers and shippers in various eastern cities, and they state that they think the large majority of them had paid but little attention to the request, and that it was the work of a comparatively few men, who would be benefitted by the proposed reversion to the old rule.

* * *

At a meeting of shippers held last week, it was decided to give the C.P.R. three weeks' extension of time in which to file an answer to the claims of Coast shippers for an equalization of freight rates between Vancouver and Winnipeg to Edmonton, Macleod, Calgary, and common points. The recent reductions by the Canadian Northern, so the C.P.R. claims, compelled them to follow suit, and now Coast merchants demand that the handicap thus made

BUSY SEASON

FOR

DRIED FRUITS
CANNED GOODS

ETC.

WE HAVE THE QUALITY
AND THE LOWEST PRICES

NO TROUBLE TO QUOTE BY
LETTER, TELEGRAM, PHONE
AT OUR EXPENSE

S. J. MAJOR, LIMITED

18, 20, 22 York Street

OTTAWA, - - CANADA

against them be removed by the reduction of rates from Coast points to correspond. The C.P.R.'s answer will be due on Nov. 27.

* * *

It is not generally known that a pioneer trail, from Fort St. John on the Peace River, northwestward towards Dawson, is being forced through by a detachment of Northwest Mounted Police, under the veteran Capt. Constantine. He has a commission to make an overland route, and has reported nearly 100 miles of the trail cut from Fort St. John. It is his proposal to have a party working southeast from Dawson next season. This would be an all-Canadian route.

* * *

The steamer Moana, which sailed last Friday for Australia, took out 2,000 boxes of apples, most of which were from British Columbia orchards. Dominion Fruit Inspector Maxwell Smith, who examined the consignment, found it in first-class condition, and the fruit of fine quality. A few months ago Tasmanian apples were being imported into Vancouver by the same steamer, as the opposite seasons make such cross shipments possible and profitable.

* * *

A striking instance, one of the many which can be quoted, to show the value of agricultural land in this Province, and the big results which may be obtained, is given in the story of Mr. D. Gellatly, of Okanagan. He has a fertile farm on the west shore of the lake not far from Peachland and Kelowna. His specialty is growing tomatoes, and he has made a success of it. A ready market is found in the Northwest and in the Coast cities, and the amazing yield of a crop which was marketed to bring returns of $5,000 per acre is vouched for on excellent authority, that of the shipping records for the season just over.

In order to get into the market with extra early fruit, Mr. Gellatly has now in hand the construction of a vast greenhouse, covering three acres. This will be heated with steam pipes, and the enterprising gardener expects to best out the importations from Mexico and California, which have the market in the off season.

* * *

Hay grown in the Far North, by a pioneer ranchman of the Stewart River district, is delivered in the Dawson market. S. Henry reached the northern capital before the river closed with a cargo of hay on a raft. Both hay and raft were from his ranch on a creek flowing into the Stewart River, which itself empties into the Yukon above Dawson. The raft Mr. Henry constructed of logs, and on this he floated his hay crop to the Yukon capital. His hardihood and enterprise were rewarded by a price of $50 to $60 per ton for his hay. Other ranchers have been raising hay on the Stewart River this year. Add this to the vegetable production of the Yukon, as frequently exhibited in well-grown samples brought to this city, and the north is robbed of much of its rigor.

* * *

Regulations regarding uniformity of fruit packages are by degrees bringing about the desired result in improved style of boxes and packing. The Dominion regulations decreeing a standard package for apples will go into effect after the first of the new year. The Provincial authorities have announced recently a regulation, which, of course, they can only enforce in B.C., and that is that dealers must burn up or destroy the emptied packages, and in no case use them, or allow them to be used, for re-filling.

* * *

Groceries—Condition fairly active for the season. In provisions a rise of 10 cents per bbl. on flour is noted, the ruling price now being $5.80 per bbl.

The Fishery Commission is sitting in New Westminster this week. So far the principal evidence taken has been that supplied by fishermen and farmers on the Fraser River, who combine ranching with fishing. The canners have been backward in presenting their views. The chief object of discussion has been the point on the Fraser River above which fishing will not be allowed. Those interested claim that it will work a great hardship on many ranchers along the Fraser for the 30 odd miles from New Westminster bridge to Mission bridge if the former bridge is made the point at which fishing ceases, instead of the other bridge as formerly.

Winter fishing of halibut is done farther afield than in the Summer months on this Coast. Beginning with the present month the halibut steamers go to Hecate Straits, and even as far north as Coronation Island. This latter point is nearly 100 miles north of Hecate Straits, and is about west of Ketchikan, in the strip of Alaska which comes down the B.C. Coast to Dixon Entrance. The Summer fishing grounds are at Goose Island, off Cape Scott, the northern extremity of Vancouver Island. On the Winter banks, Hecate Straits and Coronation Island banks, much larger catches and much larger fish are averaged.

Cohoes and dog salmon still run well in the Fraser River. The cohoes are fine fish and nearly all those caught are frozen for eastern shipment, though one cannery at New Westminster, the St. Mungo, is canning these fish.

The dog salmon, formerly not valued at all commercially, are now being bought by Japanese and salted for the Japan market, where it finds a ready sale. In reality there is nothing against this fish, its flesh being entirely wholesome, but, of course, not the equal of other varieties in color, flavor or quality. The Japanese buy all that is offered, and as a result now that there is a good run of this variety many fishermen, whites as well as Japanese, are getting good money for their work on the river and gulf.

—

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 23rd, 1905.)

CHRISTMAS trade in many lines of groceries is now becoming quite brisk and it is noticeable that the demand this year is principally for high class and expensive goods. Fancy lines are in active request.

Sugar has been unchanged for more than a week but the trade expect a further decline and seem to have no confidence in the market. The market is undoubtedly weak and further declines will create no surprise. In the meantime, as is usual on a falling market, the trade are buying very carefully and only for present requirements.

New shelled almonds are now on the local market and they are quoted at 30c. per lb.

Table figs are likely to be advanced very shortly as there has been an advance in primary markets of about 25 per cent. on the prices quoted a few weeks ago. Winnipeg houses have considerable supplies on hand and may not advance the price at once as figs are not good stock to hold and they would not want to divert the demand to some other fruit. However, the next supplies they buy will command much higher prices than obtain at present.

New layer and selected Valencias have been in stock a few days and they are going fast. The quality of the new stock is good and the trade are well pleased with it. California raisins are still quoted at high prices and very few muscatels are selling. The price is too high for this market considering the low price of Valencias. Spanish raisins are selling well on account of the high price of Californias.

Canned Goods—New green gage plums are now in stock and quotations will be found below. Asparagus has also been received in stock since the last report in this paper. There is a normal demand for canned goods but there are no new features of note. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, l.s., group 1, per 2-doz. case	2 13
" " " 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz.case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 1-lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " " 2 & 3	3 58
" black, new " " " 1	3 53
" " " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20

Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, lb. tins, per doz		2 75
" turkey "		3 25
" ducks "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunchtongue (Clark's) 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—The price has been steady for more than a week, but it is believed that the market is weak and the trade generally have apparently no confidence in the future of the market. Subject to possible late changes, recorded elsewhere in our "Last Minute Manitoba Markets," we quote:

Montreal granulated, in bbls.		4 95
" " in sacks		4 90
" yellow, in bbls		4 45
" " in sacks		4 40
Wallaceburg, in bbls		4 85
" " in sacks		4 80
Berlin, granulated in bbls		4 85
" " " sacks		4 80
Icing sugar in bbls		5 55
" " in boxes		5 75
" " in small quantities		6 15
Powdered sugar, in bbls		5 35
" " in boxes		5 55
" " in small quantities		5 80
Lump, hard, in bbls		5 65
" " in ½-bbls		5 80
" " in 100-lb cases		5 65
Raw sugar	4 25	4 50

Syrups and Molasses— Syrups and molasses are quiet and there are no features of special interest to note. Corn syrups are in fair request but the demand for molasses is on the quiet side. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb.		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal.		0 31
" ½ "		0 33
" 5 gal. kits, each		2 25

Coffee—As noted last week, green Rios have been reduced 1-2c. per lb. Other prices are steady and unchanged. There is a brisk demand. We quote:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—An improved demand is reported. Prices are still quoted as follows:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homeopathic, per lb.	0 30
" ¼ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan' in 10-lb tins, per lb.	0 15
Mott's Homeopathic, ½'s	0 25
Van Houten's, ½'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—There is a brisk demand for oysters, the price being $2.25 for selects and $2.00 for standards. B.C. salmon has declined to 10c. per lb. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06½
Pickerel	0 05½
Jackfish	0 04
Finnan Haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gallon	2 25

Nuts—New shelled almonds are now in stock and are quoted at 30c. per lb. There is a brisk demand for the Christmas trade. We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" " Marbots "	0 13
Pecans, per lb	0 15 0 16
Brazils, per lb.	0 15

Foreign Dried Fruits—New Valencia layers and selects are now in stock and they are going out briskly. California raisins are still quoted at high prices and the demand is being transferred to Spanish raisins. As was explained in the summary above there is likely to be an advance in the price of table figs. Prices are quoted locally as follows:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
300 Board of Trade Building, - TORONTO

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B.

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Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
BRANCH HOUSE:
NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

Their Money's Worth

is what your customers get when they buy

CLARK'S MINCE MEAT

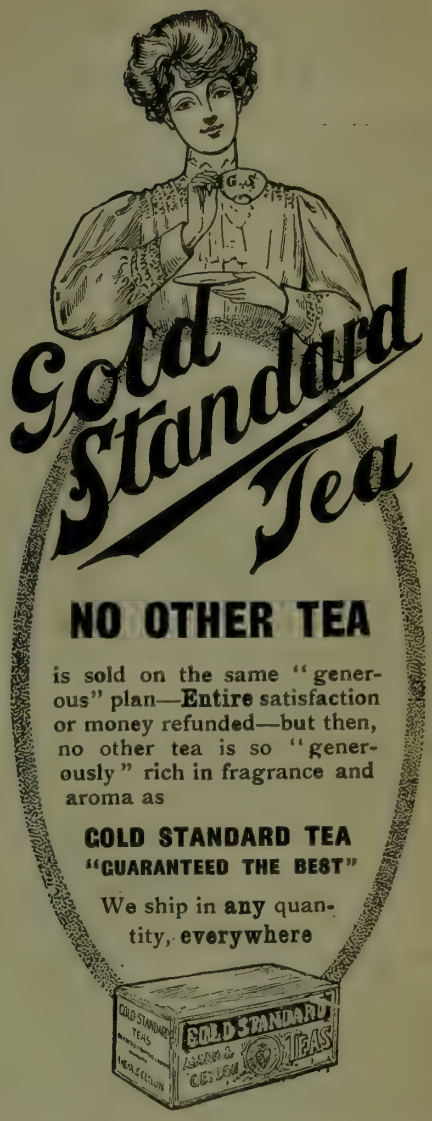
It has that rich flavor which satisfies everybody.

PACKED IN TINS, 5 SIZES.

THERE is no question about our assertion that we make the best bulk pickles in Canada. Any wholesaler will tell you that he buys our goods in preference to any other because the vegetables are smaller, cleaner cut, more perfect in color and crispness, more pungent and appetizing than any other. He pays no more for them—neither do you.

Pails, 1, 2, 3, 5 and 10 Galls.
Barrels and Half-Barrels.

THE OZO CO., LIMITED
MONTREAL


Gold Standard Tea
NO OTHER TEA
is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as
GOLD STANDARD TEA
"GUARANTEED THE BEST"
We ship in any quantity, everywhere
GOLD STANDARD TEAS

Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 701 WINNIPEG.

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100 words each insertion,			1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

ENGLISHMAN, lately representing large produce house. Manchester, Eng., seeks agency for specialty for Vancouver Island. Address Theo. Caldwell, Victoria, B.C. [47]

MECHANICS WANTED.

APPLICATIONS for a cheesemaker will be received up to the 1st of December for the Conn Cheese Factory, personally or by mail. Alex. Prentice, Secretary, Stonywood, Ont. [f]

WANTED—At once, third miller; partly night work; give references. Apply to Quance Bros., Delhi. [f]

BAKER—Good on bread and cakes, with capital, to buy a good land. Write to D. W. Ackerman, Midland. [f]

BAKER—Wanted at once, good all-round man, to take charge; married man preferred; state wages. S. Wilson, Box 744, Owen Sound. [f]

WANTED.

A BAKER'S helper; 1 to 1½ years' experience, state wages with board. C. Sturgeon, Kincardine. [f]

AGENTS WANTED.

MY goods, my sample cases, and my inducements are always a little better than the other fellow's. Alfred Tyler, teas, London, Ontario. [f]

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Valencia raisins, f. o. s to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers, "	1 85	2 00
California raisins, muscatels, 2 crown, per lb		0 09
" " " 3 "		0 09½
" " " 4 "		0 10
" " choice seeded in ¼-lb. packages per package		0 09½
" " fancy seeded in ¼-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 11½
fancy seeded, 1-lb. packages, per package		0 12
Prunes, 90-100 per lb		0 06½
" 80-90 "		0 06½
" 70-80 "		0 07½
" 60-70 "		0 07½
" 50-60 "		0 07
" 40-50 "		0 07½
" choice silver, per lb		0 10½
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in taps and sacks		0 04½
" " boxes		0 04½
Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11½
Peaches, choice, per lb		0 13
" standard "		0 12½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 11
Nectarines, choice		0 12

Candied Peels—Prices are quoted as follows:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Spices—There are no new features of interest in the local spice market. Prices are steady and they are still quoted as follows:

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 "		0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 18
Cassia, " " "	0 15	0 18
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. " "	0 10	0 18
Mixed spice, in 5 lb. boxes, per lb		0 20
Mace, in 5 lb. boxes, per lb		0 70
Black pepper, per lb		0 18
White " "		0 25
Cinnamon (ordinary), per lb		0 16½
" (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves (according to quality)	0 14½	0 25
Ginger, per lb		0 10
Allspice, per lb	0 8½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets per doz		0 75

Rice, Tapioca and Sago—Prices are steady except for an easier tendency in tapioca. We quote:

Rangoon rice, per lb	0 03½	0 03¾
Patna "		0 04½
Tapioca, per cwt		5 00
Sago, per lb		0 03½

Pot and Pearl Barley—The market is quiet and featureless. We quote:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated Apples—The market is steady at the high figures previously quoted. Standard stock in 50 lb. boxes is selling at 9 3-4c. per lb. and dried apples are commanding as high as 8c. per pound.

Beans—The price of the new stock is $1.75 per bushel.

Woodenware—We quote as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
fibre		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " No. 0, per do		11 00
" " " No. 1,		8 75
" " " No. 2,		7 50
" " No. 3		6 40
" " nests of No. 1, No. 2 and No. 3		1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins'	½ pints, per doz		$3 65
" "	pints, "		6 00
" White's	½ pints "		0 90
" Paterson's	½ pints "		0 90
" "	pints "		1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are quoted as follows:

Rolled Oats, 80-lb. sacks, per cwt			1 85
" 40-lb. " "			1 90
" 20-lb. " "			2 05
" 8-lb. " "			2 25
Cornmeal, in sacks, per cwt			1 85
" in ½ sacks, "			1 90

SUTTON'S FLAVOURING ESSENCES

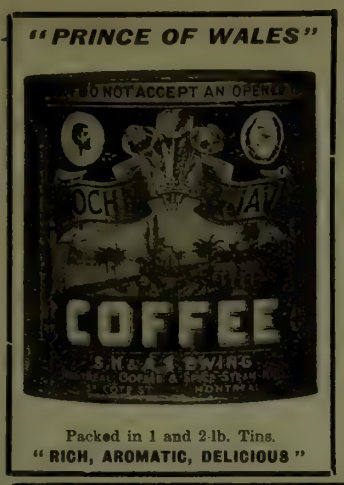
Highly Concentrated, Pure and Always Reliable

Put up in ½-oz., 1-oz., 2-oz. and 4-oz. bottles.

These essences are of the same high quality as our Dinner Sauces.

G. F. Sutton, Sons & Co.

Kings Cross, LONDON, Eng.



Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

"Golden Rule" Sardines

These goods are packed in the new solderless tins.

We have sold many thousand cases **without a complaint. Every can guaranteed.**

We want **your** orders for these goods.

J. W. WINDSOR, = MONTREAL Selling Agents

POSITIVE PROOF

Of the Selling Quality and Satisfying Quality of

Orange Meat

"Enclosed find receipt for Express Order for $1.00, sent for advertising purposes, on account of purchase of five cases of **Orange Meat**. We will give the goods full display, but one strong point in selling **Orange Meat** is that we do not carry any other cereal like it. . . . We do not think we have lost many sales by this as we never have any complaint about **Orange Meat**. We use it in our own house and so can fully recommend it. We carry the large size, too, and have found no trouble from these ten-cent goods as yet. We can sell **Orange Meat** as long as it is kept up in quality."

The above is the opinion of John T. James, General Merchant, Bridgeburg, Ont.

What is your opinion of ORANGE MEAT?

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

THE aspect of trade is distinctly more encouraging since our last report. Export inquiries have been plentiful and much active business has resulted. The result of the decision of the Freight Commission is anxiously awaited, as to whether it will have any material improvement on the situation. European buyers are now showing anxiety as to deliveries. Up to the present they have manifested a good deal of consideration, knowing the serious proposition that brokers are up against on this side, but now that in many instances deliveries are several weeks in arrears and with no immediate certainty of delivery, buyers at European points are naturally getting more anxious. Otherwise the outlook for export trade is exceedingly good and prices, although showing a disposition of easiness, are being maintained and if it were possible to guarantee early delivery many large orders would be at once secured. Brokers, however, are reluctant to accept orders for any definite date.

The domestic market is still ruling firm and active business is being done. As is to be expected at this time of the year the demand for flour in the Maritime Provinces has been very good. The approach of close of navigation has compelled flour dealers at points reached only by water to secure their Winter supply, which has naturally caused a brisk demand.

Local millers have been buying freely, especially those who are located near the C.P.R., as they can get wheat in more quickly by that road.

The oat market continues firm and there is good demand for heavy oats.

GOVERNMENT CROP REPORT.

HARVESTING was concluded in Ontario and the Eastern Provinces in the opening week of the month, and in Western Canada about 10 days to 2 weeks later.

Threshing was fully under way, and the returns in many localities were found even more satisfactory than had been anticipated, both as regards the quality and the quantity of the yield.

In nearly all sections of Manitoba, Saskatchewan and Alberta, few localities reported a yield of less than 20 bushels to the acre, and in Manitoba alone the estimate of the Western Grain Dealers' Association placed the total wheat crop at 54,390,000 bushels, valued at $41,000,000, the average yield being 22.8 bushels per acre.

In the Maritime Provinces dry weather in August caused a diminution in the grain crop, and the fruit crop was only fair, though general conditions compared very favorably with last year.

Elsewhere the grain crops were saved with little or no injury, and the root crops, including sugar-beets, gave promise of an excellent yield at the close of the month.

The marketing of the crops was generally under way, having been begun at an unusually early date, and with exceptional activity in Western Canada. Heavy deliveries were reported at Winnipeg, Fort William, and other points of transfer, and the amount of wheat handled showed a large increase, as compared with September, 1904. Large additions to rolling stock were made by railways for the purpose of handling this traffic, and every effort made to expedite deliveries, though a shortage of cars was complained of in some localities.

Very good progress in Fall ploughing was reported, and in some sections of Ontario the seeding of Winter wheat was already completed.

The gathering of the fruit crop made employment in this branch very active, conditions being practically unchanged since August, apples being light in most localities; pears light except in British Columbia; peaches very good and grapes a full crop.

COMMISSION ON SUPPLY OF CARS.

THE Railway Commission, Nov. 16, issued the first order in reference to the car shortage investigation. The order is made to the Grand Trunk Railway Co. of Canada, and its purpose is to prevent discrimination, as was alleged by the Dominion Millers' Association in letters to the board.

The present judgment simply deals with one feature of the car shortage situation, which, in view of the early close of navigation, was taken up first. The inquiry into the complaint of alleged shortage of equipment generally is being prosecuted.

The board orders that if at any time after notice of the order, and before Jan. 31 next, the Grand Trunk Railway fails to furnish at Midland, Collingwood, Meaford, and Point Edward, sufficient empty cars to fill all shipping orders then on file at such point, such cars as are furnished shall be apportioned among such shipping orders which have been filed for more than one day, at such port, in the order of filing, until one car has been allotted to each order.

After which the remaining cars, if any, shall be apportioned, pro rata, among the remainder of such orders which have been so on file for more than one day, and which have not then been filled. This operation shall be repeated from day to day, so long as the supply of cars is less than the requirements.

Provided, always, that the railway company may be allowed to utilize its equipment by departing from the order of filing: (a) So as to furnish loads of suitable weight for cars of capacity of less than 30 tons each, which would otherwise be idle while waiting their turn; (b) to furnish loads for cars so defective as to be unfit for the carriage

of grain in bulk; and (c) to clear elevator bins of remnants of grain when such bins are required during open navigation for the immediate reception of grain of another kind or grade, for which other bins are not available, the total of such remnants not to exceed three carloads on any one day from any one bin.

That no shipping order for grain shall be considered to have been properly filed under the foregoing provisions until the grain is in the elevator from which it is to be shipped, or in a ship or vessel then in actual process of unloading into such elevator.

LIVERPOOL AS A MILLING CENTRE.

BUSINESS men of Liverpool, England, have a project detrimental to Minneapolis flour mills. They have conceived the idea that it is better for them to use Canadian wheat than the Minnesota product, and have planned to build a flour manufacturing centre there to outrival Minneapolis, and they will not use Minnesota wheat.

A Minneapolis attorney, who returned from a three months' absence in England, said: "They seem to have just awakened in Liverpool to the possibilities of Western Canada. They believe the wheat acreage in the United States is decreasing, while that of Canada will increase every year, and with tariff walls between the countries, Canadian wheat is bound to go to England. They plan to build immense flour mills there, and think that in the course of time the United States won't have wheat enough for its own consumption and will have to import that grain instead of exporting it. In this way they have figured it out that Liverpool will control the wheat and flour of the world instead of the United States." He found Liverpool men completely captivated by the idea of increasing the flour business of England, and think it wrong to import so much wheat from the United States.

GRAIN AT ELEVATORS.

An official return received by the Trade and Commerce Department from Fort William and Port Arthur elevators shows that during October there was received 11,541,937 bushels of wheat, compared with 6,738,935 bushels in October, 1904. The shipments out of

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN"
FLOUR

MAKES { THE LIGHTEST BREAD / THE WHITEST BREAD / THE SWEETEST BREAD / THE BEST BREAD }

Don't take our word for it—ask for a sample. It will build up your flour business.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

the elevators were 10,427,166, compared with 3,821,239 in October the year previous.

TORONTO MARKETS.

Flour.

We quote :

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 86	0 87
" " hard, No. 1, new	....	....
" " " No. 2	0 84	0 85
Red and white, per bushel,	....	0 79
Barley "	0 48	0 50
Oats, new, "	0 36	0 37
Peas " new	....	0 74
Buckwheat " nominal	0 56	0 57
Rye, per bushel, " new	....	0 73

Breakfast Cereals.

We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 55
Rolled wheat in boxes, 100 lbs	2 50
" " 50 lbs	1 40
Rolled oats, standard, carlots, per bbl., in bags	5 00
" " " " " in wood	5 25
" " " " " for broken lots	5 40
Rolled wheat, per 100-lb. bbl.	2 60
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

MONTREAL MARKETS.

Flour.

There is a good demand for flour, with firm prices. Millers report good business and orders large. As navigation is practically closed the tendency is that prices will remain steady. We quote :

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household	....	5 00
Glenora	....	4 60
Manitoba spring wheat patents	....	5 00
" strong bakers	....	4 60

Rolled Oats.

The market for rolled oats is decidedly firm and prices are being advanced. The demand is very good for all grades. This is no doubt due to the high price of oats. We quote :

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "	....	2 60
Rolled oats, " "	....	2 60
"	....	5 35
" 90-lb. bags	....	2 80
" 80-lb. bags	....	2 65

Hay.

The market for hay is showing a slightly weaker feeling on account of the accumulation of stocks. Most of the shipments of exports, and along the river and coast have been made. There is a good local demand for No. 1, as well as the better grades of No. 2. Supplies of these better grades, however, are not so plentiful as for clover and clover mixed, and prices are firm. We quote :

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

Feed.

Bran is strong and market firm. Supplies are light. Manitoba shorts are holding good trade and quotations are firm. We quote :

Ontario shorts	20 00	21 00
Manitoba shorts	....	20 00
" bran	17 00	17 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

ST. JOHN, N. B.

Flour, Feed and Meal.

While stocks are still light, supplies have been coming forward more promptly. Market seems steady, at the present quite full prices.

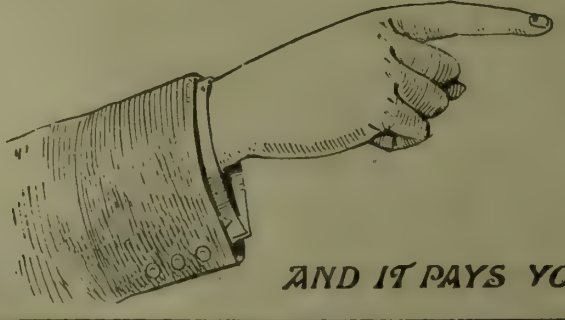
Oats are high.

Oatmeal is extreme, being much higher than Ontario flour.

Cornmeal is unchanged.

In beans a good business has been done, particularly Yellow Eyes, which have been very low, in fact below whites. Prices are now higher.

JUST— HOLBROOK'S SAUCE.
JUST— THE BEST.



Samples and prices from

H. GILBERT NOBBS,

28 FRONT ST. E., TORONTO

AND IT PAYS YOU WELL.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

With new machinery and greatly enlarged capacity the

WHITE SWAN CEREALS

will be better than ever.

You know what that means.

The ROBT. GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.
NEW YORK—Frame & Co., 132 Front Street.

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn. A1 – Premier and Standard Shipping

Do not forget, when placing your Christmas order, that we are in the best position to fill same at satisfactory prices.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Some of our lines:

CALIFORNIA NAVEL ORANGES
FLORIDA ORANGES
MEXICAN ORANGES
VALENCIA ORANGES
MESSINA LEMONS
ALMERIA GRAPES

Almonds, Filberts, Walnuts, Pecans, Brazils, English Cob Nuts, French Chestnuts; in fact, anything in the fruit line.

HOLLY and MISTLETOE

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

The largest Extract House in Canada.

SHIRRIFF'S FLAVORING EXTRACTS

Are also the best.

Manufactured by

Imperial Extract Co.
TORONTO

GREEN FRUITS AND VEGETABLES

A LOWER SCHEDULE ON BEANS

THE Board of Railway Commissioners has handed down judgment in the complaint of the Farmers' Association of Ontario, alleging that the railway companies have unreasonably advanced their rates on beans in carloads from shipping points in Western Ontario. After argument and investigation the board orders:

"That the mileage rates published by certain railway companies to be charged on grain, in carloads, immediately prior to May 10th, 1905, and which untill January 1st, 1903, were published to be charged also on beans, in carloads, be again published as the maximum rates to be changed on beans, in carloads, between points in Eastern Canada on any one line of railway subject to the Railway Act, 1903.

"As to tolls, the rate between any station in Western Ontario and Belleville, Ivanhoe or Gravenhurst, or any intermediate point, not to exceed 15 cents per 100 lbs.

"Except that between points west of Toronto and points east of Belleville and Ivanhoe, the rates on beans, in carloads, shall not exceed those now charged on grain, in carloads, with the addition of thirty per cent., and subject to a maximum rate of 20 cents per 100 lbs. to or from Montreal or Ottawa, or intermediate points, the rates at and on each side of Belleville and Ivanhoe to be merged by reduction, if necessary, to be so in conformity with section 252, sub-section 3, of the Act.

"That to points east and south of Montreal to which through rates are made by the railway companies by the addition of so-called arbitraries charged on grain shall be added to the aforesaid rate, or rates, to Montreal, except that the through rates so arrived at shall not be lower than the through rates on grain current at the time of shipment, plus thirty per cent.

"That to points east of the last mentioned arbitrary territory, on the lines of the Canadian Pacific and Intercolonial Railways, the rates shall be those published to apply on grain in the higher or non-competitive tariffs of the initial railways, the points to which the rates are affected by water competition, and which are shown in the lower or competitive tariffs, to be placed for the purposes of this order in the groups into which they would fall if shown in the higher or non-competitive tariffs.

"These rates, and those of the last mentioned arbitrary territory, to be merged by reduction, if necessary to do so in conformity with section 252, subsection 3, of the Act; and the minimum rate to St. John and intermediate points to be, under the present basis of rates, that in force to Intercolonial Railway stations immediately east of St. John.

"Provided that no railway company is to be hereby required to charge less rates on beans than it charges on grain between the same points, as shown in its tariffs now on file with the board."

FRUIT CULTURE IN B. C.

"I BELIEVE British Columbia will within a few years be one of the leading fruitgrowing countries of the world," remarked Mr. R. M. Palmer, secretary of the Bureau of Information of British Columbia, on the floor of the board of trade, Montreal.

Mr. Palmer is now on his way to London, there to superintend an exhibition of British Columbia products at the Colonial Fruit Show, which will be held in the British capital the first week in December.

In speaking of the fruit grown in the far Western Province, Mr. Palmer stated that they did not strive so much for quantity as they did for quality, and in competition last year with all the rest of the world they had managed to carry away from the London show two gold medals, which was better than any other single section had done.

There are now in British Columbia thirteen thousand acres devoted to fruit culture, and the coming season this would be increased to twenty thousand acres.

The area fit for the cultivation of fruit in our Province is relatively small, that is in comparison with the vast acreage of the entire Province, so our people are making the best possible use of their acres, striving, as I said before, not so much for quantity as for quality.

APPLE CO-OPERATION.

Reports received at the Department of Agriculture, Canada, were to the effect that excellent prices had been obtained for this year's apple crop by the different co-operative associations formed for the purpose of handling the fruit crop, the crop having been sold direct to wholesalers for cash.

ONTARIO MARKETS.

Green Fruits.

TRADE has revived considerably since our last issue, and good business is reported. White & Co., Toronto, report arrival of carload of Californian navel oranges and also one of Mexican oranges. These two cars are the first to arrive in Canada this season, and are really the opening of the season for California fruits. The fruit market reports all denote activity in view of Christmas trade. Some heavy orders have been already placed for future delivery. Jamaica oranges have dropped considerably, being now quoted at $3.75 and $4. Floridas have eased a little, and lemons are showing a decline.

We quote:

Oranges, Jamaica, per barrel	3 75	4 00
Oranges, Florida, per box	3 25	3 50
Lemons, new Messinas	3 25	3 75
Bananas, large bunches, crated	1 50	1 8[illegible]

Tokay grapes	3 00	3 25
Almeria grapes, per barrel	6 00	7 50
Apples, barrels	2 00	3 50
Cranberries, late Howes, per bbl.		13 00
" crates		4 25

Vegetables.

Trade on the vegetable market has been slow and uninteresting. No new feature has been manifest, and with the exception of a slight firming in kiln dried potatoes and Spanish onions no change is reported.

We quote:

Kiln dried sweet potatoes	4 50	5 00
Potatoes, per bag	0 90	1 00
Onions, per bushel		0 75
Spanish onions, per small crate		1 00
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
Water Cress, per doz.		0 20
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers per basket		0 50
Celery, per dozen	0 35	0 50
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 40

QUEBEC MARKETS.

Green Fruits.

Green fruits show very little change this week. Trade is exceptionally quiet but this must be expected at this season of the year.

Cranberries are scarce and demand for same has not really set in strong yet. Stocks are light.

There is very little doing in bananas.

Jamacia oranges are moving fairly well, but are selling at very low prices, showing shippers but little money.

California grapes are finished but Malagas are beginning to be in better demand.

Dates, per lb		0 04
Bananas	1 85	2 25
Cocoanuts, per bag of 100		3 75
Pineapples	4 50	5 00
Jamaica grape fruit, per box	4 50	5 00
Apples	2 25	4 25
Sweet potatoes, per bbl	2 60	3 15
Lemons, per box	3 50	4 00
Jamaica oranges, per bbl		4 00
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
" California Tokay, per crate		3 50
Cranberries, N.S.		10 50
" Cape Cod		12 00
Spanish onions, cases		2 50
" " crates		0 90

Vegetables.

Business in vegetables is only fair. There are no changes to report this week.

Spanish onions are in better demand and selling fairly well on account of the high price of red and yellow onions.

Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, per doz		0 40
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

MANITOBA.

Green Fruits.

The first California navel oranges are now on the market and quotations will be found below. We quote:

Your Order For

Christmas Fruits

NEW RIPE CALIFORNIA NAVEL ORANGES

should be placed with a reliable firm. It is the most important order you place during the entire year, and you cannot afford to take any chances.

Owing to our **exclusive connections** with the best packers, and representing the leading accounts, we are in the best position to take care of you.

Christmas orders are being booked thick and fast. We will furnish refrigerator cars to any point and make early shipment.

We mention a few lines.

ORANGES, HOLLY, FIGS, NUTS, RAISINS, LEMONS
ALMERIA GRAPES, BANANAS, FANCY APPLES.

Oysters Without exception the **finest, largest** and most deliciously flavored oysters coming to this market—**Long Island Natives.**

WHITE & CO., LIMITED
HAMILTON TORONTO

Produce of all kinds handled on commission or purchased outright.

W. B STRINGER **DISCOUNT** J. J McCABE

There's none on "St. Nicholas," "Miss St. Nicholas" or "Home Guard." If you buy "a 300" box under these brands you get 300 saleable lemons—that's what—no discount. Ask your dealer.

W. B. STRINGER & CO., Wholesale Fruit Brokers, TORONTO, Sole Agents

Car of **Fancy Hollywreath Navels**
Due November 29th.
Car of **Fancy Mexican Oranges**
Due Nov. 27th.
Probable prices:
NAVELS, $4.00 per box; MEXICANS, $2.40 per box.
Full line of Christmas goods now in or due soon.

THE F. T. JAMES CO., LIMITED
New Fruit Warehouse 33 Church St. Telephone Main 5048

FIGS—We can give the best value in Toronto in **Layer Figs.**

Get our prices before you buy and see us about any other fruit you need.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.
Consignments of Poultry, Butter, Eggs, Etc., Solicited.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

Fresh Figs, New Messina Lemons
Malaga Grapes, Cranberries.

Don't Put Off any longer Order To-day Sure

How many times have you read what I say about the **E. D. S. Brand** of Jams, Jellies and Sealed Fruits in glass? How many times have you been "almost persuaded" and then "put off"? Time is creeping on and opportunities slipping by. Fortunately there is still room for you to sell Preserved Fruits—the **E.D.S. Brand**. Let me send you some of my first-rate goods and thus start you on the right road.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON **NAVELS**

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS **Guelph, Ont.**

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

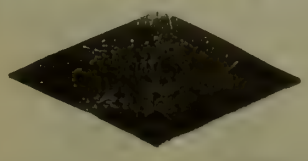
YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

THAT WORD

DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Oranges and Lemons.

New California navels, 128's, per case	5 50
" " 250's to 350's, per case	6 00
Late Valencia oranges, 200's, 216's, 250's "	6 00
" " 288's, 324's "	5 50
California lemons, per case	7 00

Ontario Winter Apples.

Spies, XX, per bbl	4 25
Fancy, XXX, per bbl	5 00
Baldwins and other varieties, per bbl	4 25
Bananas (per express)	3 00 3 50
Almeria grapes, per keg	6 50
Ontario basket pears, per basket	0 75
Winter pears (B.C.) per case	3 50
Cranberries (Cape Cod), per bbl	11 00
Cranberries (Jersey), per bbl	12 00

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

VANCOUVER, B.C.

Fruits.

For the first time this season Jap oranges are in the market. It is perhaps a week or ten days earlier than usual. The consignment does not appear to be over well matured.

In local fruits apples are still plentiful and in the main of good quality.

A few winter pears still offering.

Oranges are beginning to reach the market in increasing quantities.

Vegetables.

Potatoes of lower mainland origin are reported not keeping very well, though careful selection and sorting has been done by the growers. Stocks are likely to show heavy reduction from that cause. Prices for lower mainland are still $15 and $16 per ton. Asherofts command $24 and $25 per ton.

Onions of local growth are still selling cheap at $1.25 per sack.

Beets and parsnips, 75c. per sack.

Carrots and turnips, 50c.

Local cabbage is selling at about 1c. per lb.

Celery brings 40c. per dozen.

Greenhouse lettuce, $1.75 to $2.00 per box.

ST. JOHN, N.B.

Green Fruits.

It is yet early for Christmas demand.

Some fine Ontario apples, chiefly Spys, are offered. Prices this season high. Some nice Nova Scotia apples offered but sale is light. There have been too many poor apples.

Oranges are still rather poor. Florida and California stock are being offered. Good crops reported.

Lemons are easier and of better quality.

In grapes, Malagas are about the only line offered.

Quinces have been quite plentiful.

Cranberries are very high.

JAMES' DOME BLACK LEAD

can be honestly recommended as the polish that shines ahead of all others. Gives a lasting brilliant finish.

No Dust, no Grit, a lead that's all lead.

W. G. A. LAMBE & CO., Canadian Agents.

TODHUNTER'S

EXCELSIOR

Sure to please your customers. **COFFEE**

Blended by

TODHUNTER, MITCHELL & CO., TORONTO

Your chief aim is to please your customers and thereby gain permanent patronage, thus increasing your sales.

A good way to do this is to sell them CHASE & SANBORN'S High Grade Coffees.

Chase & Sanborn

The Importers, - - MONTREAL

FRESH AND CURED FISH

GOVERNMENT FISHING REPORTS.

IN the Maritime Provinces small catches were reported by fishermen, dogfish appearing off the coast in great numbers and interfering considerably with the industry. The Government exaerimental dogfish reduction works at Canso, N.S., were working to their fullest capacity, which is upwards of 100 tons daily. Oyster fishing opened on the 23rd of the month and gave increased employment. In New Brunswick, also, salmon fishermen reported a profitable month, but mackerel on the north shore was a failure, and the fall run of shad was disappointing. Cod and haddock were plentiful, and sardine fishermen made good catches. Experiments in the Scotch method of curing herring were continued in Nova Scotia.

* * *

In British Columbia the sockeye run was continued until an unusually late date. An official return of the pack based on the retort count of the canneries on the Fraser River, numbering 38, was 782,442 cases. Including the canneries on the other rivers, the total pack for the Province is estimated in round numbers at 1,000,000. Good catches of cohoes were also reported during September, the price being fixed by the canneries at 15 cents. Ten and eight cents was paid for sockeyes during the closing days of the run. A heavy output of fry was reported from the hatchery at Seaton Lake.

* * *

The Commission appointed by the Dominion Government to inquire into means for the preservation and improvement of the fishing resources of British Columbia held a number of meetings during September.

* * *

A large number of lobsters were successfully transferred from the waters of the Atlantic to those of the Pacific by the Department of Marine and Fisheries, Canada.

* * *

The earnings of fishermen on the Fraser during the sockeye season of the present year were estimated to average from $350 to $400, as compared with $150 and $200 last year. About 6,000 fishermen were employed, 3,000 of whom were Japanese, 1,000 Indians and the balance whites. Last year about 4,000 men were employed.

REVOLUTION IN SEA FISHING.

WAS the new steam trawler Spray, launched at Quincy Point this week, the first of a fleet that is to revolutionize sea fishing? is a question much debated by the seafaring men in the vicinity. Opinion seems evenly divided. The trawler will be ready for the service of the Bay State Fish Company early next month, is a steel craft of 260 tons register, 126 feet 8 inches long, 22 feet beam, moulded, and 12 feet depth of hold. Her cost was $60,000, or about six times as much as the ordinary fishing schooner. Sixteen men will be sufficient to man her and look after the trawls, and they will work on salary, instead of on a division of the profits. Two nets will gather in the unwary fish along the coast, each 10 feet deep and 8 feet wide, one operating on the starboard bow and the other on the quarter. While one is being emptied of its catch, the other will be down scooping in the fish. One hundred tons can be carried on a trip, and the vessel is so equipped that she can operate either on the Georges or on the Grand Banks. The Spray will have a speed of eleven knots.

The success of the Spray will be watched with much interest by Canadian fishermen. Several large Halifax fish houses are working on similar lines, and as soon as it can be shown that the new fast sailing steam trawlers are a success a change will undoubtedly result in the fishing methods of the Nova Scotia interests.

SALMON STRIPPING.

Salmon stripping, which has been in progress at the Carleton salmon pond for about a fortnight, will probably be finished to-day. The work is under the supervision of W. A. Mott, with Inspector Fred Belyea for assistant, and the average number of fish stripped daily has been from 50 to 100.

The process is of considerable interest, and many persons have availed themselves of the opportunity of watching it. About eighty-five per cent. of the eggs are fertilized through the method now in use.

The eggs have been neatly packed in trays, and will be sent to the hatcheries in Sydney, Ottawa and Grand Falls. All the salmon stripped were found to be of good size.

THE MIGRATION OF FISHES.

All fish are more or less regularly migratory, though the extent and range, as well as the causes of their migrations, remain meanwhile obscure.

It is believed, for instance, that the summer herring fishery comes and goes with the annual ebb and flow of the great Atlantic inflow which sweeps round the north of Scotland, grows in intensity through the winter until early spring and then subsides until plaice move quickly. Heincke records two, which traveled about 88 miles in 28 days, or an average of not less than three miles a day.

Dr. Fulton has observed that adult plaice, swimming leisurely in the large spawning ponds at the Aberdeen laboratory, may move 100 to 140 feet per minute, or considerably over a mile an hour.

Many of the fishes perform considerable migrations from and toward the areas where they are normally most abundant. Thus whitches and megrims appear to migrate southward and coastward to the shallower waters in winter, withdrawing again before the spawning season.

It is interesting to note that the turbot is one of the most prolific of sea fishes. The number of eggs in five specimens examined by Mr. Fulton varied from 5,612,000 to 10,115,000. The heaviest of the specimens weighed only 21 pounds.

THE SCOTCH FISH EXPERTS.

Prof. Prince, speaking of the arrival of J. J. Cowie, the Scottish expert, at Nanaimo, says that the results should be to greatly improve the curing of the Pacific coast fish. Mr. Cowie, he says, selected his very best assistants to accompany him, and in addition to these he has also brought a trained cooper.

The Scottish women who came out with Mr. Cowie are Misses Campbell, Wood and Gault.

Prof. Prince says that one of the greatest obstacles which has to be overcome in introducing the improved methods of curing is the antagonism of the curers now in the business to adopting new methods.

With an abundance of fish on the coast it is to be desired that the improved methods should be adopted with correspondingly increased prices for the product.

P. E. I. FISH HATCHERY.

Alex. Finlayson, Dominion Inspector of Fish Hatcheries, has been at Charlottetown, P.E.I., opening a fish hatchery at Southport, near Charlottetown, and has placed 800,000 salmon eggs therein. This is the first hatchery that has been operated on Prince Edward Island for years.

LAKE HURON FISHING CLOSED.

The fishing season on Lake Huron has closed and the lake shore fishermen report the result of the year's operations very disappointing, the average take being given as not more than one-third of that of an old time good season. In the spring the weather conditions were not good, there having been too much south wind.

The pickerel catch was small and very few sturgeon were taken.

The herring seem to have deserted the shore.

Trout and white fish have for a long time been an unknown quantity in the lower waters of the lake.

Just what is the reason for the scarcity of fish nobody seems to know, but all interested in the business are agreed that fishing is growing poorer season by season, until now there do not seem to be any fish in the lake.

Not until a hatchery is established at Point Edward, do fishermen look for much improvement in the conditions.

FIT FOR A KING

ARE

KING OSCAR SARDINES

Choicest Small Fish
Pure Olive Oil
No Scales or Bones

Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST.

OBTAINABLE THROUGH MOST WHOLESALE HOUSES.

CANADIAN SELLING AGENTS:

JOHN W. BICKLE & GREENING, Hamilton, Ont.

THE BEST FISH IN THE WORLD IS "HALIFAX" PREPARED CODFISH

It's A Good Thing To Eat

This is because it is prepared from the best raw material, viz.: selected Atlantic Codfish, which are the finest flavored caught in any waters in the world. They are then prepared after the most modern method, and packed in non-porous wooden boxes, so that the consumer gets a beautiful white, tasty fish food that's easily digested and very stimulating both to body and brain. There is not another foodstuff at once so tasty and so good for the system.

It's A Good Thing To Sell

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

STEWART'S

DELICIOUS

Chocolates and Bon-Bons

PURE and WHOLESOME

SPECIALTIES

FINE CHOCOLATES **BON-BONS**
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

The STEWART COMPANY LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

WHEN BUYING CHOCOLATE

YOU ARE DOING WELL BY YOUR CUSTOMERS IN OFFERING THEM

MOTT'S

"DIAMOND" AND "ELITE" BRANDS

Nothing in Chocolate is better.
Nothing in Chocolate CAN be better.

Every jobber sells them.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

UTILITY OF WRAPPERS.

CLEANLINESS and attractiveness is the order of the day, and it has had its influence on the confectionery trade also. It is as certain as daylight following night that the attractive manner with which a certain biscuit concern has wrapped up its goods, has been the main factor of its unparalleled success. This lesson has not been lost on the progressive confectioner, and now we find that a good many of the products of the confectioner are wrapped in attractive wrappers.

The general public certainly appreciates such care in the handling and selling of an important article of daily consumption, and no one who wraps up his confections has ever had any reason to complain of decreasing sales. Waxed or parchment paper is especially adapted for such a purpose.

MOULDY BREAD AND CAKES.

MUCH has, and much remains, to be written as to the source and cause of bread and cake mould, i.e., fungi. By chemists posted on bread and cake it is, we believe, generally conceded that it is caused by forms of organisms, parasites, etc., germinated by spors or sporules, which are proof against the heat of baking.

Some say they are in the flour (particularly in poor and improperly stored flour,) others in the yeast, others in milk, potatoes, and other ingredients used in bread and cake making.

Scientists say there are upward of 32,000 forms of fungi, those of bread and cake belonging to the bread family.

Bread made from good flour and properly made and baked dough does not mould readily, generally not at all, even after long keeping under favorable conditions.

We do not know that any specific cure for a preventative of mould in bread and cake has yet been discovered. The best aids in those directions are, good and properly stored flour, fresh, healthy yeast, well and properly made dough, as much salt as the dough will carry, absolute cleanliness, full but not over baking, baking in as hot a heat as possible, so it cooks without over-coloring; not packing and allowing the bread to steam in a mass, keeping it in a cool place, free from damp drafts.

CLEANLINESS.

IN days that are now but a memory—days when the farmer used to load up his wheat and go to the grist mill, as it was then called, to have his wheat ground into flour to supply his family, I once stood in the door of such a mill while the good old miller loaded into the wagon of one of his customers the flour he had ground for him.

After the farmer drove away the miller stood at the door, seemingly forgetting my presence and his duties. At last he said, in a sort of dreamy way: "I would like to board at that man's home."

The question raised in my mind was, "Why such a desire?" and, boy like, I did not hesitate to ask him. His reply was, "Did you notice the sacks in which his flour was put?"

I had not noticed them, and so told him. "Well, said the miller, he has been coming here to mill for nearly twenty years, and whenever he comes the sacks containing his wheat have always been clean, and he always brings clean sacks to put his flour in. He will allow me to put the bran and shorts into the sacks which contained the wheat, but always I have the clean, bright sacks, that he brings here empty, to put his flour into."

As I went away, and as I have in later years thought of the old miller's observation, I have had in my mind's eye the kitchen of that good housewife, whose attention to the "Details of Cleanliness" were so marked as to attract the attention of the old miller, and I confess I would desire to board at such a place, if my good wife were not almost the equal of this woman of my story. I would ask you at this point, "Are you not a trifle hungry yourself."

You and I, and everybody else, relish our food in proportion to the degree its preparation meets our ideals. Whether at home or abroad, if you feel that a due care to the question of cleanliness has not been observed in the preparation of the food offered, your appetite fails; and if you say nothing, what you desired to say would not be a quotation from the Holy Writ, and the publishers of Sunday school literature will not hunt you up and offer you a large or small sum for a resume of what passed through your mind.

INTERESTING BREAD NOTES.

A LOAF of bread at least four thousand years old, a portion of which was in such a state of preservation that it was possible to identify barley as the grain of which it was made, was lately found in Egypt. From records and monuments in that ancient land we learn that the grain for bread was broken by pounding, and that it was probably baked upon or between hot stones. The children of Israel ate leavened bread of Egypt, and it is known that the Chinese had used leavened bread long before the time of Moses and the exodus from Egypt. So far as we can learn, only unleavened cakes—no loaf bread—were made in Abraham's day.

* * *

The French are by most people conceded to be the premier bread bakers of the world. They have many varieties, and most of these, except the very fine fancy rolls, are leavened. The ovens are always of brick, and are usually heated with pine wood. These two facts have much to do with the fine flavor of the finished product. The French bread is almost invariably sold by weight, and has a much thicker crust than ours. It is said that the average Frenchman consumes 300 pounds of bread yearly, while his neighbor John Bull disposes of 450 pounds.

* * *

The great fault with the Canadian baker has been the national one of haste. Good bread, of whatever variety, requires time and care in its manipulation. There is no reason why we should not have as great variety as well as perfection as the German or the Frenchman. Indeed, in these days conditions are such as to permit of our reaching an even higher grade of excellence.

* * *

Some interesting experiments have been carried out on the moisture contained in bread by a French chemist named Lindett. He holds it is a well-established fact that the moisture travels from the interior of a loaf outwards to the crust, and on analyzing the crust and crumb of some quartern loaves, he finds that the moisture in the crust rose from 11 per cent. one hour after being taken from the oven, to about 20 per cent. after forty-eight hours. The water in the crumb sank in the same time from 46 per cent. to a little under 45 per cent. The amount of dextrin when calculated on the dry matter of the crust remained practically stationary at about 17 per cent. of the dry matter, but another surprising result was also found that the dextrin of the crumb sank from 11 per cent. to 2 per cent. Lindett therefore concludes that there appeared to be a retrogression towards starch, or a reversion from soluble dextrinous products (originally derived from starch) to insoluble substances resembling starch; and this change he ascribed to amylodextrin.

THE EGGS WE EAT.

The total export of eggs from Canada amounted to 11,363,914 dozen in 1901, to 11,639,755 dozen in 1902, and 7,415,148 dozen in 1903. But according to statements made by Canadian farmers to the Dominion Government census enumerators, their hens laid 84,132,802 dozen eggs in the year 1901. Thus the home market took more than seven times as many eggs as were exported. The egg production of the different Provinces in 1901 was as follows:

	Doz.
Ontario	49,779,845
Quebec	15,502,415
Manitoba	5,038,062
Nova Scotia	4,419,239
New Brunswick	3,120,012
Prince Edward Island	2,426,251
Northwest Territories	2,197,237
British Columbia	1,651,741
Total for Dominion	84,134,802

Like butter, flour absorbs odors readily. It should not be kept where there are onions, fish, vegetables, or other odorous substances, nor in a damp room or cellar. Keep in a cool, dry, airy room, where it will not be exposed to a freezing temperature nor to one above seventy degrees.

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,				$4.50	per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal.	"	"	"	4.80	"	12 qrt. bottles,	2.40 "
24 ¼-gal.	"	"	"	4.80	"	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,

NIAGARA FALLS CENTRE, ONT. Limited

Irish Biscuits

Our biscuits are growing in popularity all over Canada—that is in towns where they have been introduced.

But there are still places where we want to be better known, and with that object in view we have appointed agents as below.

You'll find many points of superiority over ordinary biscuits in ours, as you get acquainted with them.

Our agents will be pleased to send you samples, quotations, etc.

Ask for "KEIL FINGER"

Ask for "WINDSOR WAFER"

They'll make a good impression

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro, 324 Coristine Bld. Montreal

C. & J. Jones, Box 623 Winnipeg

Wilson Bros. Wharf St. Victoria, B. C.

DUBLIN, IRELAND

Maple Syrup Weather

You sell Maple Syrup—your customers use it. They would use more of it if they could be assured of getting it pure. You are always absolutely safe in selling

Grimm's Pure Maple Syrup

The only genuine, unadulterated Canadian Maple Syrup direct from the best producers.

SEND FOR SAMPLE LOT

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

THE BEET SUGAR INDUSTRY.

THE production of beet sugar, with a measure of success, dates back to about 1820 A.D. As far back as 1836-37, Germany, the leading beet sugar country, produced 1,500 tons of sugar from beets which yield 3½ per cent. only of raw sugar per ton of beets. To-day Germany has 400 beet sugar factories, France 333, and the whole continent of Europe not less than 1,400.

Up to 1880 A.D. the average percentage of raw sugar obtained from a ton of beets did not exceed 7 per cent. To-day the average ranges from 12 to 15 per cent., the increase being due to increased knowledge of the industry and improved machinery; hence the success of the industry is fully assured.

In 1840 A.D. 5 per cent. only of all the sugar used in the world was manufactured from the sugar beet; to-day over 70 per cent. of the world's sugar is beet sugar, and over 80 per cent. of all the sugar consumed in Canada is from the beet

The establishment of another great agricultural industry in Ontario is a matter of national import. Manitoba and the western plains seem destined to become the chief granary of the world, so the oldest Provinces must achieve success in other lines of farm produce, such as dairying, hog raising, and the production of the sugar beet.

Michigan is the centre of the beet sugar industry in the United States. Six years ago the first factory was constructed in Bay County. Its success was so marked that capital flowed into the new industry, and now Michigan has a total of twenty-one. The dividends paid yearly have averaged about 30 per cent.

Notwithstanding that the United States and Canada have built upwards of forty-nine sugar factories in a few years, the output of sugar therefrom has not kept pace with the increase in consumption. This would indicate that satisfactory dividends can be permanently relied upon.

Will Ontario farmers provide the beets? is a question frequently asked. According to a Government report on sugar beet industry in Ontario, one farmer in Waterloo County received for the beets of five acres no less a sum than $477.19, and that at $4 a ton only. His net profit was over $70 an acre. What other crop would yield half that profit? Carefully compiled data prove that $40 an acre is but an ordinary net profit. This in itself should be sufficient to induce the Canadian farmer to extensively cultivate the sugar beet.

Both the Dominion and Ontario Governments are wisely fostering the industry—the former by the surtax on German sugars and by the admission of machinery without charge of duty, and the latter by a bounty of $75,000 per annum for three years, and by tests in several localities and valuable information distributed.

Recent discoveries and inventions indicate that the by-products of beet sugar factories will soon be very valuable. The residue molasses can now be converted into alcohol for mechanical purposes, and vinegar, and are at present saleable at $4.50 or $5 a ton. The pulp, it is said, can also be converted into alcohol, a certain valuable acid, glue, and a grade of charcoal, and will sell for several dollars a ton. Certain it is that sugar beet pulp is most valuable for fattening cattle. The mineral deposits a German scientist declares to be a superior fertilizer and worth a good price.

Improvements in machinery and in necessary field implements have also of late been rapid.

Be Master

of the situation. Get a grip on the "order reins."

are trade-bringers. They embody all the virtues of other biscuits with their own besides.

PERFECTION CREAM SODAS

are the best selling, most satisfying biscuits in Canada to day, simply because they are made from the finest products, by the best bakers, and because they are able to measure up to "big things"—hold to the standard. The creamy whiteness of some sodas, the lightness of others, the crispness of others—all these good points are to be found in **Perfection Cream Sodas**, the "Perfect Sodas." Have we had an order from you?

3-LB.-CARDS OR TINS

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

THE QUESTION IS WILL YOU DO IT?

I know that a Grocer can make money selling the **Pebble** and **Pharaoh** Cigars. I want Grocers to sell the **Pebble** and **Pharaoh** Cigars and make money.

Will you sell them? Will you consider **now** my offer, the fairest ever made:

I will take back at the end of three months, at invoice price, all of your stock unsold. You don't risk one cent, even if you never sell one cigar.

To get 1,000 assorted of my cigars and to sell the **Pebble** at **5c.** and the **Pharaoh** at **10c.** is ideal business.

Will you do it?

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Not How Many **or** **But How Much**

How a Grocer Should View It

Whether a great number or a small number of Grocers are selling ***T. & B.*** should be of little moment to you.

The important question is, how much ***T. & B.*** can you sell?

That depends entirely on yourself. ***T. & B.*** is not difficult to sell, but to catch new trade you must adopt new methods—not be satisfied with one kind of display or one place for display.

A good tobacco like ***T. & B.*** is deserving of a good place, good attention.

Give ***T. & B.*** both these and you will be glad you ordered a supply regularly.

THE GEO. E. TUCKETT & SON CO., Limited

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

INJUSTICE TO CIGAR MANUFACTURERS.

THE Grocer recently had a very striking illustration brought to its notice of a flagrant injustice that is being done to cigar manufacturers by certain restaurant dealers in Montreal. While the case in question transpired in the city in question it is no doubt a fact that similar occurrences can be found in other cities and towns.

In company with the representative of the Geo. E. Tuckett Cigar Co., Mr. MacKenzie, lunch was partaken of in a leading restaurant. After the conclusion of the meal Marguerite cigars were ordered. The waiter was distinctly informed to bring Marguerites. When the cigars were brought The Grocer noticed that they were not Marguerites and called Mr. MacKenzie's attention to the matter, at the same time telling the waiter to go back and bring the brand ordered. The waiter insisted that they were Marguerites. Now, anyone who has ever smoked Marguerites will at once know the goods, their shape and peculiar point in itself being a well-known characteristic, to say nothing of the absence of the band, the cigars offered by the way not having any band whatever, and having a point like a needle and a highly polished cheap wrapper.

Talk about an angry cigar salesman! Mr. MacKenzie, who is proverbially dignified and calm, informed the waiter to go and get the proprietor, and at the same time his coat as his job was open for another man. The waiter apparently realized that the game wouldn't work in this case, and with an apology went and brought the genuine Marguerites.

The point in the foregoing is this: The manufacturers of the Marguerite were deliberately being defrauded; they are spending thousands upon thousands of dollars annually in advertising their particular brand of cigar, and take pride in the reputation the mark has secured among smokers. Supposing the case that the purchasers of the cigars had not been so familiar with the brand but had heard of it and desired to test them, now in trying the tendered cigars and finding them what they undoubtedly were, a very ordinary five cent line, strong and rank, they would have forever condemned the Marguerite. It is in this that not only a temporary loss was made by the manufacturers but a future heavier loss.

The foregoing case while applicable to the particular brand mentioned no doubt occurs with the special advertised lines of other cigar manufacturers, and it would seem that a penalty should be attached to such flagrant misrepresentations and frauds. That such actions on the part of the help are allowed to go on shows that proprietors are not watching the interests of their patrons closely enough. The regular cigar dealers would not stoop to any such deception, but that a restaurant of more than local fame should be the scene of such bare-faced deception will kill its good trade is only too probable. It certainly has lost the confidence of two patrons.

FINE CANADIAN LEAF.

THAT fine tobacco can be grown in certain parts of Canada has long been conceded, but it remained for British Columbia to win the laurels for the whole country as a tobacco garden and plantation of remarkable fertility. One of these valleys situated not far from the Kootenay district is now famous—so famous that the owners are hanging on to it with a strong grip and are nosing around to see if there are any more spots just like it. Why? Well, on this plot, only a few acres, 30,000 lbs. of leaf were grown and it was of such excellence that the purchasers, a big Montreal manufacturing house, took every pound and would give a good deal for a duplicate lot of the weed. It is, said a member of this firm, admirably adapted for cigars; no connoisseur could tell where it came from.

The leaves are small, black and of fine flavor. All the rubbish talked about it not being usable may be crossed off the map. It is the finest ever grown in Canada. Think, too, that it can be laid down in Montreal at 13 cents. With no duty, such tobacco will be considered a bargain at 25 cents a pound. Who, then, is prepared to stand before the Tariff Commission or any other commission and say that the Canadian product is not a most important factor in manufacturing?

Without taking any special sides in the matter of protection it is certainly gratifying to know that British Columbia has climatic soil and enterprise sufficient to make a hit in the market in the production of a high grade of tobacco.

These goods will be manufactured and sold right on the same market with the Cuban made Havana goods and the famous statement of Mr. Fortier that "it is a wise man who knows what he is smoking" will be brought home more forcibly every day.

CANADA'S TOBACCO FARMS.

The exports of Canadian tobacco leaf amounted to 39,352 pounds in 1901, but were only 6,985 pounds in 1902, and 37,509 pounds in 1903, while according to the Dominion census 11,266,732 pounds of tobacco leaf were produced on Canadian farms in 1901. The Province of Quebec alone produced 194 times as much tobacco leaf as was exported from the whole of Canada. The tobacco production of the different Provinces was as follows:

	Pounds.
Quebec	7,655,975
Ontario	3,503,739
British Columbia	61,830
Prince Edward Island	30,994
Northwest Territories	6,682
Manitoba	6,365
New Brunswick	587
Nova Scotia	560
Total for Dominion	11,266,732

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE MANUFACTURE OF MUSTARD.

THE use of mustard as a condiment, and probably as a salad, too, was known to the ancient world, and it was a favorite spice at the dinner tables of the Middle Ages. By the fourteenth century it had become so important an article of manufacture in Burgundy that Phillip the Bold granted to the city of Dijon armoral bearings, in whose motto a punning reference to mustard may be traced. The Englishman of the Elizabethan age could no more eat his roast beef without mustard that the Englishman of to-day.

Thus it was that, in "The Taming of the Shrew," when Grumio asked the question: "What say you to a piece of beef, and mustard?" the immortal wayward Katharina replied: "A dish that I do love to feed upon." In those days (says a writer in "Britain At Work"), it would seem, mustard was prepared by the simple process of crushing the seed, as peppercorns are still. But in 1720 a Mrs. Clements, of Durham, devised a method of pounding the seed and then separating the flour from the husk, and the result was so agreeable to the palate of George the First that the new condiment, promptly called the Royal Flower of Mustard Seed, was largely advertised in the newspapers of the day, and from that hour to this mustard has been one of the serious industries of Britain.

The mustrad plant is a member of the genus Brassica, to which we owe our cabbages and broccoli, our turnips and Brussels sprouts. Its two forms, black and white, grow best upon the rich loams of Yorkshire and Lincolnshire, Cambridge and Essex; and, although it is also cultivated in Alsace, Holland, Italy, and other European lands, the British manufacturer does not find it necessary to supplement his own crops to any serious extent, so that mustard may be classed as a British product in a more complete sense than any other table condiment.

The seed is sown annually, the crop is harvested with a sickle, as if it were a vetch, and the tiny pods are threshed upon the farm with a flail. The seeds, of which fifty weigh a grain, are conveyed in sacks to the factory, where they are stored in readiness for the long process of manufacture.

DINNY CALLAHAN ON "ADVERTISIN'"

AS Oi was tillin' yez in my lasht letter Moike, O'ive been lookin' thru the papers lately, shtudyin' the quistion of Advertisin'. Yez know, Moike, an if yez don't know ye ought to, the quistion of advertisin' is wan of the greatest that business min have to contind wid nowadays—an' the man or firm that doeshn't pay as mooch attintion to that branch of his business as he does to the makin' up of his coshts, or watchin' the customs and the railways, moight as well haul in his sign of an up-to-date house. Oi tell yez, Moike, it's a divil of a quishtin, an' bein' that O'im houldin' down a reshponsible position in wan of the greatest wholesale purveyin' establishmints in Canady, Oi hev felt it moi dooty to take up thish great quishtin. Now, as moi weekly shtipend (Oi don't draw anny salary yet, Moike) will not allow me to take a coorse in wan of thim correspondince skules, Oi am tryin' to iddicate mesilf up to the shtandard on moi own loines. And, Moike, it's ashtonishin' phwat yez can do whin yez'll only thry, an' phwat yez can see thot's wrong isn't annything whin yez look for pwhats yez expict should be roight. Thish may sound a little deep for yez Moike, but wance yer off the delivery waggin' an trottin' around the shtore wid a white apron on, an' that happy Oirish shmile of yours on your rid-hidded mug, yez'll tumble to it.

Oi was lookin' thru wan of the great newspapers one noight up to my boordin' house in the ward for the advertishmint of the firm O'im wurkin' for, Oi undershtood that they were shpendin' a barr-ell of money in printer's ink. Well, Oi looked all through the paper foor toims but bedad Oi couldn't see a blissed thing of it. Now, Oi was purticularly proud of the fact that moi people wur great people, and tould Casey, the grosher down be the canal, that if there was onnything in the groshery loine that was new and good he could foing it mintioned in the papers be our firm. Now, pwhat do yes think o' that, Moike? Oi couldn't foind our own ad, for why, becaush they washn't in ivery day. Supposhing, now, that Casey was lookin' for somethin' to buy that day, afther me preachin' to him about our house, etceterm, pwhat do yez think Casey would say? Casey shwears whin he's roiled, an' Oim kapin' away from Casey's. Now, Moike, thot was an object lisson for me, the firsht in the advertisin' loine, an' it shtruck me that if my people wur lookin' for thrade through the papers, they ought to kape the ad in ivery day, for how could they know whin Casey wants to buy. Casey buys whin he sees a thing moore than wance, and Casey reads the papers ivery blissed day, lookin' for home rule for Oireland, and wonderin' if Dan Gallery is goin' to be unseated in St. Ann's ward. Now, Moike, if iver Oi commince to advertishe Oi'll shtick to it—an' busht the other fellow. More anon, from your friend,

DINNY CALLAHAN.

BUSINESS CHANGES.

BOUCHARD & MICHAUD, general merchants, Chicoutimi, Que., have assigned. V. E. Paradis, provisional guardian.

Andrew Shaw, grocer, Ottawa, Ont., has sold out.

A. Fiset & Co., grocers, Montreal, Que., assets sold.

E. Gibault, grocer, St. Jerome, Que., assets have been sold.

E. G. Scott, general merchant, Gore Bay, Ont. Stock sold.

S. E. Desmarais, general merchant, Richmond, Que., has assigned.

Joseph Cyr, grocer, Cobalt, Ont., has been succeeded by Jos. Petit.

B. Ram & Co., grocers, Montreal, Que., have dissolved partnership.

E. D. Fletcher, confectioner, Petrolea, Ont., has sold to David Lozon.

St. Jean & Co., general merchants, Contrecours, Que., have dissolved.

T. E. Armstrong, general merchant, Heaslip, Ont., is giving up business.

Louis Aleck, general merchant, Lytton, B.C., is discontinuing business.

J. J. McDonald, confectioner, Winnipeg, Man., has sold out to W. R. Milton.

Breker & Nordick, general merchants, Vossen, Sask., succeeded by Ferdinand Breker.

Samson & Lefebvre, grocers, Montreal (St. Henry), have assigned to Wm. Renaud.

Remi Breault, general merchant, Roxton Pond, Que., has sold out to J. W. Bousquet.

Ferguson Bros., general merchants, Cobalt, Ont., are opening a branch at Haileybury.

B. Meek (estate of) general merchant, Virden, Man., has advertised business for sale.

Joseph Bellehumer, general merchant, Ville Marie, Que., is opening branches at Cobalt, Ont.

Henry Fisher, general merchant, Cookstown, Ont., has advertised his business for sale.

T. R. Constantine, general merchant, Elgin, N.B., has been succeeded by Constantine & Bailey.

Deguire & Gelinas, grocers and liquor merchants, Montreal, Que., have dissolved partnership.

The Petrolea Packing Co., Limited, Petrolea, Ont., meeting of creditors was to have been on the 24th inst.

Cote & Co., general merchants, Ste. Flavie Station, Que., have assigned. V. E. Paradis, provisional guardian.

Alphonse Olivier, grocer, Montreal, Que., has assigned. Meeting of creditors was to have been on the 22nd inst.

L. Cain, general merchant, Pontypool, Ont., has assigned, meeting of creditors was to have been on the 22nd inst.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.
There IS a Difference.

D. McDOUGALL & CO., Glasgow, Scotland

Out This Week

The November Number of

THE BUSINESS MAGAZINE

Our Home Publication for the Busy Man and His Family.

Read this clever article, which appears in the November number, and imagine twenty-five more just as good.

How Great Business Men Keep Well.

(THE WORLD MAGAZINE.)

Amid the strenuous conditions which prevail to-day in the business world, the great captains of industry find their only safety in an increased leisure and the pursuit of healthful pastimes. The greater the business and the greater the wear and tear of the responsibility, the greater the need for an enforced leisure. That is why millionaire business men pay their thousands and thousands of dollars for outdoor recreation.

WHAT means do rich business men take to preserve their health? They have a system to which, almost without exception, they each and all conform. This system is founded on one remedy. One New York man pursues it at the cost of $500,000 a year; another, equally devoted to it, has it without cost. These two men are about equally rich and powerful.

It is enlightening to all the world to know this system, so costly and so cheap and so efficacious for these great men of affairs are healthy men. They are marvels of success in finance and in health.

To triumph in the strenuous life requires more than genius and wealth. It means endurance and force. Health is the great business man's greatest asset. A Rockefeller ailing in the height of his daring career would give a million dollars "for a new stomach." Schwab to recover from the impairment of his giant strength spends in two years a fortune that would buy the town in which he was born.

One millionaire in New York employs a physician at $10,000 a year to attend him—because he did not follow the system. Another, during a painful illness two years ago, contracted with a doctor to serve him exclusively for five years. Lately, conforming to the system by this same doctor's advice and the example of his associates, he paid the doctor a large lump sum to end the contract.

But the physicians testify that the millionaire men of affairs are poor customers of theirs. Their system of health-keeping is not medical.

Fresh air and a change of scene, developed to a science and a system, is the New York multi-millionaire's panacea for all his ills.

(For the rest of this article, see November number).

The MACLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

WINDOW AND INTERIOR DISPLAYS

THE SUCCESSFUL TEA STORE.

IN a grocer's window tea should always be given a prominent position, especially if neatly sealed up in handsome packages. Dummies may be conveniently used for the purpose with good effect, but they should be perfectly fresh and clean; in fact, every package exhibited should be carefully examined and made as inviting as possible.

Avoid Loose Tea Display.

It is not prudent, however, to make too copious a display of loose tea, as it collects dust and absorbs moisture in addition to the loss resulting from deterioration in strength and flavor; its appearance is offensive to the customers, who are apt to reflect that they must become the consumers of the article removed from the window.

Glass Covers or Bowls.

Again, nothing can look worse than a window in Summer sprinkled over with flies—dead or alive—or in Winter than a heap of damp and discolored teas, so that all loose teas should invariably be scrupulously covered over with well-polished glass shades or invitingly displayed in small sample bowls appropriately labeled.

The colors also should harmonize in order that the window will look well, attract customers' attention and gain favorable criticism. Care should also be taken that the teas be not kept too near the gas, heat or sun, or exposed to these influences, as they are often irretrievably ruined thereby.

Art in Window Dressing.

There is a great art in dressing a window well with teas; some dealers have a natural talent for it. The art, however, has a very important bearing in the sale of teas, and is certainly worth careful study on the part of the dealer, as a well.dressed arrangement of teas in a window is sure to attract attention and admiration from the passers-by, people turning again to look at and admire it. So that a tea window dresser should possess good natural taste as well as be a good designer and systematic arranger of the goods.

Attractive Show Cards.

All labels and show cards should always be neat, clean and bright, that is, removed often, and when prices are affixed they should be reasonable, neither too high nor too low, as the best customers like moderation, but teas that are exceptionally cheap and plentiful should always be marked in plain figures.

Cleanliness.

Cleanliness goes a long way in selling teas, as in all things people want to eat and drink, and a clean store is a customer's delight, so that dusting and sweeping are among the most important functions of a well-kept store. These duties should be performed every day, or oftener, and should be done under the best conditions possible, as all dust is destructive to tea. and all losses thus entailed must be kept down as far as possible.

Specialty in Window Display.

Do not attempt to place too many varieties or grades in the window at the same time, as such a display serves only to confuse the mind and weary the eyes of spectators; neither aim at quantity. A good plan for the dealer is first to consider what teas are most in demand or most likely to be in request in his neighborhood, and not simply what he has most of. Then, making out a list of what he decides to show, he should map out in his mind the best manner of arranging the same.

VALUE OF A STORE WINDOW.

EVERY American thinks he knows all about Sir Thomas Lipton. Most of them think he made his "pile" in the wholesale tea business. But they are very far out in their surmises.

Now, if you go to Glasgow, Scotland, where Sir Thomas made the fortune he has so deftly handled since, you will find the common people (the patrons whose hard-earned coin put him on the road to wealth) still know him as Tommy Lipton, the retail grocer.

All this great business in tea plantations and worldwide trading is a late growth of that masterly mercantile genius. In the early eighties Thomas Lipton was running a retail grocery store in Glasgow.

And Sir Thomas owes his immense success to his advanced methods of manipulating show window displays.

He showed himself great in making record-breaking window displays to attract patrons to his store. At Christmas time for several years he got the confectioners of Great Britain to compete in bidding on the largest cake ever made, and that cake went into the Lipton show window. Each year the cake got larger till the limit was reached.

Those gargantuan cakes brought Grocer Lipton much free advertising. The monster cake on exhibition gathered great crowds always for several weeks around the Lipton shop. But when the cutting up of the cake came off, what a patronage he drew! You see, he gave a slice to every customer, and there were some presents hidden away in that cake and every one hoped to become the lucky recipient of a piece of jewelry, a gold or silver thimble, or some one of the buried treasures.

But "Tommy" Lipton, as his Glasgow patrons called him familiarly, was not satisfied with a single great show window display each year. In the Fall he would have a record breaker cheese in his show-front. He contracted several years for the largest cheese English producers could furnish. Then he got bigger ones from America. At last an enterprising Yankee made Lipton a cheese so big he had to have his large show window reconstructed to make room for it.

"Tommy" Lipton, you may be sure, was the talk of Glasgow town in those days, and the people remembered how a few years before he was but a young shop-boy, sleeping under the counter o' nights!

Shrewd Master Tommy was not only building up a local but a world-wide reputation in those days. For stories of his monster exhibits were copied from one newspaper to the other till every country in Christendom had heard of the freak alimentary shows. And over and beyond the celebrity achieved the embryo knight made these costly show window displays repay him amply from attendant sales.

But with the accumulated wealth of the retail grocery business he went into the wholesale business, and later became his own importer. At the present day Sir Thomas Lipton's rolling stock in America alone amounts to a hundred or so of freight cars. His "canning" interests are enormous, his bacon and ham holdings in the United States are sometimes so large they command the market.

His gigantic tea business, supplying the world from his own plantations, is so well known to every reader as not to require extended mention here.

Question moral—What are YOU doing with your display window?

ROYAL BAKING POWDER.

The Royal Baking Powder Company have recently completed agency arrangements in the Dominion, which will operate much to the advantage of retail merchants. Jobbers will hereafter charge for these popular sizes (and for other sizes in proportion) as follows, f.o.b.:

Regular size, 6 oz., per dozen $1.95
Regular size, 6 oz., 10 case lots.... 1.90
Regular size, 12 oz., per dozen..... 3.85
Regular size, 12 oz., 10 case lots.... 3.75

Consumers are glad to get these sizes at 20 cents and 40 cents, and at these prices a handsome profit is assured to the grocer, equaling $1 or more on one dozen tins. Probably no other powder on the market will put $1 in the bank on the sale of a dozen cans.

Royal Baking Powder is a pure cream of tartar powder, of highest strength and quality, and a favorite with all housekeepers. It is a credit to the shopkeeper to sell goods of this character; besides, he insures himself from complaints against flour, butter and eggs, which have to bear a part of the blame when the cake is spoiled from the use of an inferior baking powder.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

"THE FAIRBANK PLAN"
LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

Criticism of T. A. Rowat & Co.'s Newspaper Advertising

Praiseworthy Advertisements.

R. J. DONAGHY, of T. A. Rowat & Co., London, Ont., forwards for review what is perhaps the finest series of retail adevrtisements it has been my privilege to pass judgment on.

Three Typical Ads.

There are nine specimens in all. The three reproduced are representative, but were chosen as much for the dissimilarity of subject as for their preponderance of typographical excellences and superior arrangement. Any of the other six were worthy of reproduction.

Thought, Study and Application.

What is to be especially commended about Rowat's Store News is the fact that it is distinctively Rowat's News. The advertisements are not mediocre, a tribute which unfortunately cannot be paid to a number of retail advertisements running in Canadian papers. Rowat's Store News is indicative of thought and study and application, and

Why We Have a Large Sale for Prunes.

We buy direct from the packers the best grade of Prunes grown in California. This fruit is most cleanly and carefully packed; all culls and imperfect fruit is discarded. These Prunes require very little sugar, and apart from being the most cleanly, they are healthy and enjoyable to eat. Order a small quantity.

2 SIZES—2 and 3 lbs for ...25c

T. A. ROWAT & CO

234 DUNDAS ST. PHONE 317.

the result of a splendid conception of retail publicity.

Individuality.

Mr. Donaghy says that Rowat's advertisements appear in one paper on Mondays, Wednesdays and Fridays, and in another paper on Tuesdays, Thursdays and Saturdays. He also says that he furnishes different details for each insertion, which undoubtedly accounts for the individuality and timeliness of the advertisements.

A Forceful Heading.

The columnar advertisement given on this page could properly be styled a tea and coffee triumph for the Rowat store. The reader is first attracted to the announcement by a forceful heading, the attention is held by a little "Reason Why," and then come the details in methodical order.

Suitable Sub-Heads.

The black-face type tells its own story in each case—not too much, not too little—and when the end is reached the reader knows at least the prices of tea and coffee—at one particular store.

Appeal Quickly.

"Don't spoil your pickles" appeals quickly to the eye, and the argument

This Week We Want Specially to Speak of Our Teas and Coffee

These are two things in which we claim to give the best values in the city. Not that we sell the cheapest, but because we pay particular attention to the strength, flavor and blending (three essential points with tea), and the roasting, blending and grinding of our coffee.

Try some of our blends till you get the one that suits your taste.

Our 40c Tea, Black or Mixed

We have always made this tea a leader. The price and excellent value has made it the most popular blend we sell.

At 50c Pound

We have several very fine blends at this price. If you use 50c tea, try one of our blends

60c Darjeeling

Has a rich and delicious flavor that tea drinkers enjoy. You may buy cheaper Darjeelings, but we will guarantee that they cannot be compared in quality.

Oolong, 60c Pound

Has a peculiarly mild, rich flavor, entirely different from other teas

Our 25c Teas, Black or Mixed

To those who use tea at this price, we can recommand ours as excellent value.

Japans, 25c to 50c

If you use Japan Tea we can suit you. We handle the best grades.

$1.00 Ceylon

Rather high price nowadays, but this is one of the finest teas brought to Canada.

Coffee

For many years our store has been noted for selling the best Coffee in London. We pay the highest price for our Coffee and get the finest grown. You pay the same price as ordinary blends are sold for, a pound 40c

Your 'phone orders will be carefully taken and properly filled

Telephones 317 and 1866

T. A. ROWAT & CO.

234 DUNDAS STREET

that follows, though necessarily brief, is pointed and convincing. The prices are given due prominence. Making mention of snow-white cauliflowers, etc., after the vinegar talk, is what might be called advertising diplomacy.

The Prune Ad.

Prunes are a class of goods rather difficult to advertise, but the advertisement here given is a very successful attempt. The points likely to influence sales are touched on and reasons are adduced why the sales should be made at Rowat's store, which, of course, is the purpose of the advertisement.

Phraseology.

The wording in this specimen is in the main creditable, but I don't care much for the partial expression, "being the most cleanly." I like "cleanly" as an adverb, not as an adjective, though usage sanctions the latter. "Cleanest" is more general and strikes me as being more euphonious.

In General.

Mr. Donaghy's work, in toto, is praiseworthy. He has ideas of his own, but he never allows them to lead him

Don't Spoil Your Pickles

By saving a few cents in the price of your vinegar and spices. It's an easy matter to sell vinegar cheap, but very disappointing to the housekeeper who uses it.

We guarantee our CIDER, WHITE WINE and MALT VINEGAR to be the purest, strongest and best made, and deliver it in clean stone jars.

40c and 75c Gallon.

We can fill your orders any time with Snow-White Cauliflowers, Silver and Yellow Onions and any size in Gherkins.

Telephones 317 and 1866.

T. A. Rowat & Co.

234 DUNDAS STREET.

into generalities, nor to mar the main theme. He has certainly placed the advertising of T. A. Rowat & Co. on a systematic basis and pruned it of all that is commonplace. The blemishes of confused sentence-structure and detail-arrangement in one or two cases should be easily overcome in the future. And I might just note here that one newspaper is giving T. A. Rowat & Co. far better results in typography than the other.

Plans, Etc.

Mr. Donaghy might write and tell me just how he goes about his advertising—how he decides upon the goods to advertise, how and when he prepares his copy, and to what extent he is influenced by competitors. Such a letter ought to prove interesting reading to fellow-grocers. I should also like to know if Mr. Donaghy has prepared any booklets, etc., for his employer.

A. A. B.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 23, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	11 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	3 00
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	3 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each..... per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb. 12½c

"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat Os, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 20
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well,

ROSE & LAFLAMME
MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-1bs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

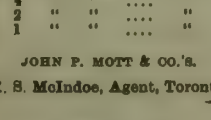
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz. to case	per doz.,	$	.90
1 " "	4 " "	" "		2.40
½ " "	2 " "	" "		4.75
¼ " "	1 " "	" "		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
"Peerless" brand evap. cream	4 75	1 20

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 35
" Mocha	0 35
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	10 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	2 40

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

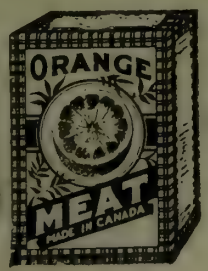
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" quart gem jars	2 40

T. UPTON & CO.

12-oz glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

If you are selling Condensed Milks and have not

BORDEN'S

BRANDS

"Eagle" Condensed Milk and "Peerless" Evaporated Cream

you are not offering your customers the very best and purest goods in this line—

Borden's Brands hold your trade. For sale by all jobbers.

For particulars write WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S. JOS IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St John, N.B. Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

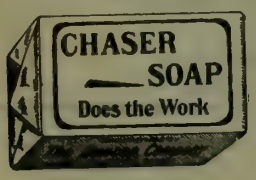
BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Beeve brand starch—	
" 1 ndry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 45 lb.	0 04½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

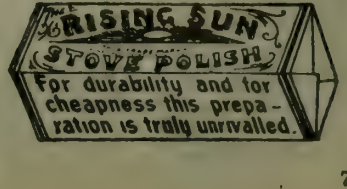
J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
¼ lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

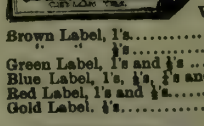
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

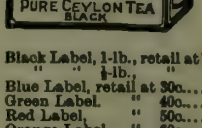
3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
½-lb., " "	0 20
Blue Label, retail at 30c.	0 23
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 35

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 12½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb "at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ⅛s, ¼s and ½s, 60-lb. cases ...retail	0 25 at	0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases ...retail	0 30 at	0 35
Yellow Label, ¼s and ½s, 60-lb. cases ...retail	0 35 at	0 45
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases ...retail	0 40 at	0 50
Red Label, ⅛s, ¼s and ½s, 50-lb. cases ...retail	0 50 at	0 64
White Label, ⅛s, ¼s and ½s, 50-lb. cases ...retail	at	0 80
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 ... per lb.		0 35
No. 2 ... "		0 30
No. 3 ... "		0 25
No. 4 ... "		0 20
No. 5 ... "		0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 2s. and 3s	0 60
" Ivy, 7s	0 56
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 5 doz. 10c.	1 00

DWIGHT'S
BAKING SODA

DWIGHT'S
"Cow Brand"
BAKING SODA

is not only **purer** and **stronger** than any other **Soda** made, but it has the peculiar virtue of always keeping **soft**, and does not get **hard** and lumpy in packages like inferior **Soda.**

These are **indisputable facts.** When you place these facts before your customers you are doing them a service and making them steady buyers.

FOR SALE BY ALL JOBBERS

Church & Dwight, Limited
MANUFACTURERS MONTREAL

A DIFFERENCE

Some Grocers unthinkingly class **Golden Russet Vinegar** with "other vinegars." As most other vinegars contain noxious acids, comparison is out of the question.

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

is in a class by itself.

The Wilson Process is the pioneer of new methods. It is an absolute secret. There are lots of imitations, but only one **Golden Russet Vinegar**—the one made by Wilson, the one **you should order.**

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.50
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Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

RETURNED
NOV 25 1905
Ont Book 43
Page

Seems to be something doing in

HALL LAMPS

these days.

Just to meet this special demand we have made up the best values ever handled by us in a small trial lot. All great big lamps, complete with with large size burners and chys. Here is the assortment:

TRAFALCAR ASST.

1 only	141 Crys. Etched Globe	$1.35
1 "	140 " " "	1.50
1 "	141 Ruby Optic	1.60
1 "	140 " "	1.75
		$6.20

Package 25 cts. extra

No room to tell you more but—we **guarantee** satisfaction.

Send a card to-day.

GOWANS, KENT & CO., LIMITED

TORONTO

Do you sell

Wethey's Condensed Mince Meat ?

In packages. **3 dozen to a case.**

If you do,—be kind enough to look up your stock. Possibly it needs replenishing.

If you don't,—why not include this line with the next order to your jobber? He has it—all good jobbers keep it. Take nothing else, and if you have any difficulty in procuring it please write us.

This line is going to fill the gap made by the short apple crop.

J. H. WETHEY, Limited

ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 1, 1905. NO. 48.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling
The Best Laundry Blue?
KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

You Sell SYRUP

There is more Table Syrup used by your customers during the winter season than at any other time of the year. This fact is known to every grocer, but the **great fact** that the selling of the **Best** and **Most Satisfactory** Syrup pays in the long run is often overlooked.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " "	1 "	Kegs and Pails.
10 " "	½ "	
20 " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

Try "Crown" Brand TABLE SYRUP

AND INCREASE YOUR TRADE

For Sale By All Jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Customers that Return

are the mainstay of every store. It tells of satisfaction. Mathieu's Syrup of Tar and Cod Liver Oil causes more customers to return than any one other proprietary article. It has a big reputation throughout Canada as a cure for Lung and Throat troubles. It bears a good profit and is judiciously advertised.

Mathieu's Syrup

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are almost in as constant demand as bread, flour, etc. The demand is always there for you to supply. Don't let your stock get too low.

J. L. Mathieu Co., Proprietors

SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

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The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

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25,000 cases canned goods to offer

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An order to-day brings business to-morrow when the line is a sure seller like

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N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

Quaker Canned Goods

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

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For Absolute Purity

You can bank on our spices. There is nothing surer, because we grind them at our own mill, and that's what puts us in a position to back up what we're telling you. The government inspectors are watching you closely, so you can't afford to take any chances. Don't be always looking for bargains in spices, but buy something good.

JOHN SLOAN & CO. - TORONTO and BELLEVILLE

THEY CHALLENGE COMPARISON

Canada's Pride Brand

Corn and Tomatoes

have the exquisite flavor that is only obtained when the vegetables are grown on suitable soil, fully ripened on the vines, and put up by processors who are masters of their art.

In addition to all this, Canada's Pride Brand are encased in the handsomest of labels. In all they are just the kind of goods that please the customer and build up trade.

ASK YOUR JOBBER FOR CANADA'S PRIDE BRAND.
IF HE CANNOT SUPPLY YOU WRITE

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
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"Log Cabin" (Trenton)
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because their intrinsic qualities have proved themselves to be superior to the teas of any other country. They are the purest and healthiest teas for your customers and profitable for you to sell.
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All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

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Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

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They are good soaps to sell.

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At the Christmas and New Year's season Mince Meat is staple as sugar.

—The quality that gives satisfaction,
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This means a large demand for **Pumpkin** "threes," in which we can offer the trade a sample of the **pure thing** that is bound to give satisfaction to the consumer.

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Independent Packers

FRANKFORD, ONT.

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EUREKA REFRIGERATOR CO. TORONTO, CAN.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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QUEEN BRAND

whether the comparison be made with our Pork and Beans, Corn, Peas, Beans, Catsup, Raspberry Pulp, Pumpkin, etc.

QUEEN BRAND goods are the equal of any others in appearance and the superior of all others in quality.

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Belleville Canning Co., Belleville, Ont.

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Your whole success depends upon your being awake.

Your customers look to you for advice.

They have really very little knowledge of the many things they purchase.

Greater need therefore for you to be fully awake and instructed.

You are the local authority.

Tea is the Grocer's great staple.

TEA is the all important item on your list. What do you know about it?

Many dealers buy hurriedly and do not give to TEA the discrimination it should have.

If your customer asked for information—a little beyond the ordinary—could YOU give it?

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It gives uniform results, and is a perfect "self tea" requiring no blending with other growths to complete its virtue.

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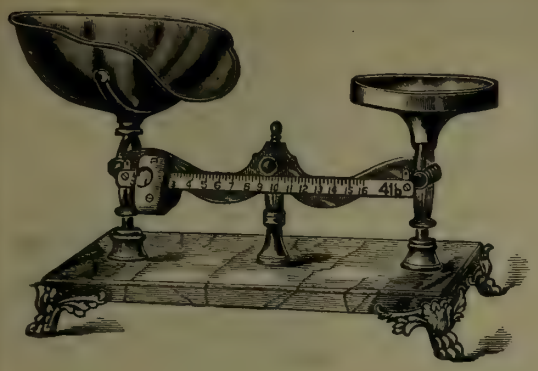

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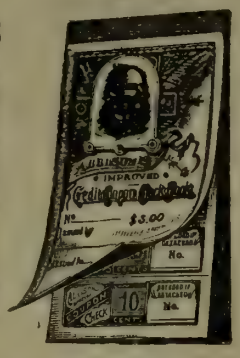

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It is honest both to the merchant and customer.

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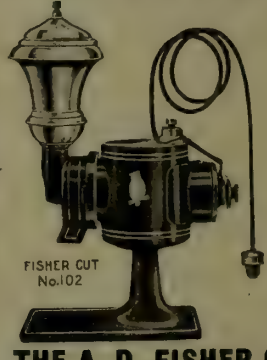

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Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

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"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit. Write for particulars and sample.

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Single and Double Grinders

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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

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Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
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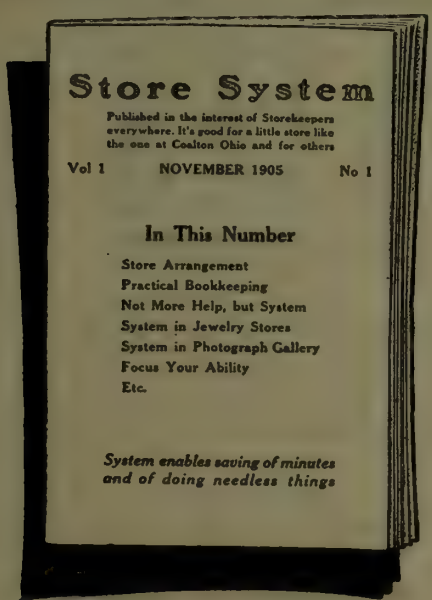
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Vol 1 NOVEMBER 1905 No 1
In This Number
Store Arrangement
Practical Bookkeeping
Not More Help, but System
System in Jewelry Stores
System in Photograph Gallery
Focus Your Ability
Etc.
System enables saving of minutes and of doing needless things

We will send this booklet to any retailer who will send a two-cent stamp

Please cut off here and mail to us today

National Cash Register Co.

Dayton Ohio

Name

Address

Business

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

REASONS WHY.

They are strictly pure.
They are delicately blended
They are skilfully and scientifically roasted.
They have an added value of their own from the originality of our combinations.

These are a few among many reasons why the worth of

WOOD'S COFFEES

is so widely recognized.—why their popularity steadily increases.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

A CLEAR PROFIT OF 30%

This is what the Retail Dealer makes by selling Reindeer Condensed Milk and Jersey Sterilized Cream.

Sweetened

Unsweetened

THIS PAYS

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

DATES

Hallowee, Sair Fard

New Fruit
Lowest Prices

Warren Bros. & Co.

Wholesale Grocers
Toronto

PURE FOOD SHOW AT MONTREAL

THE inaugural opening of W. H. Scroggie Co., Limited, Montreal, was more than merely an event in the history of one of Canada's leading departmental stores. Aside from the fact that the 22nd and 23rd November are red-letter days in the history of this enterprising Montreal firm, in that it marked the completion of the enlarged premises and another step forward in the direction of public confidence in the company as up-to-date purveyors, the occasion was one that did much to introduce the consuming public to one of the best conducted and managed "Pure Food Exhibitions" held in Canada. It is with this feature of the inaugural that The Grocer purposes briefly to deal, feeling that the interests of dealers in pure foods and grocery products will be conserved.

Before referring to the various exhibits mention may be made of the general scheme of decoration and arrangement of the building, store and flats. The exterior of the great building, which covers the block on St. Catherine street, between University and Victoria avenues, was covered with a net work of electrical illuminations in various colored lights, the dome in the centre bearing the store's motto, "The Store of Satisfaction," in a large framework of electric lights, and the thousands of lights made a brilliant display and advertisement during the evening hours.

The interior of the store was decorated with flags and variegated bunting, while the aisles on every floor were bordered with graceful palms and flowers. Two orchestras of eight pieces each discoursed music during the hours of business, which had for the occasion been extended to 10 o'clock in the evening.

Tobler's Chocolate.

On the main floor, in the centre, the Tobler's chocolate booth was the first attractive display of interest to grocers and confectioners. This booth was tastefully arranged, and the salesladies were kept busy declaiming on the merits of these Swiss confections and attending to sales.

At the western entrance Chase & Sanborn's Seal brand coffees were served to visitors, and the crowds were always large around the tastefully arranged booth, the association of the firm's name with coffee guaranteeing satisfaction to visitors.

John Taylor & Co., Limited.

At the eastern entrance, opposite the elevator, was what The Grocer judged one of the finest and best arranged booths in the building. This was the display of John Taylor & Co., Toronto, of Violet Toilet Water and Infants' Delight Soap and Perfumes, special prominence being given to the Infants' Delight Soap. The booth was draped in violet and white, bordered with bunches of violets, and the effect was strikingly beautiful and in thorough keeping with the lines shown. This booth was designed, arranged and under the supervision of Mr. McL. Brophy, Montreal and Quebec representative, and who, as a soap salesman, has more than a local reputation.

Lever Bros., Limited.

On the second floor the display of Lever Bros., Limited, Sunlight, Lifebuoy, and other specialties in the toilet and laundry soap line, occupied the largest booth, and a staff of salesmen and ladies were busy catering to the visitors and distributing pamphlets and samples to patrons.

Sovereign Mfg. Co., Limited.

The display of the Sovereign Mfg. Co. of perfumes and toilet soaps on the ground floor, though not as large as some of the others, was attractive and interesting, and the company's lines tastefully displayed.

The Cowan Co., Limited.

On the third floor the Cowan Co., Limited, booth was the centre of much attraction and custom, and Mr. Ed. Cowan, the eastern representative, personally saw to the effective work of his assistants, and as the display was next to the lunch room, was situated most advantageously from an advertising point of view. Cowan's Cocoa was served to the guests at the restaurant.

Shredded Wheat.

A feature of the restaurant, other than the tastefully arranged tables, palms and flowers, and the excellent menu served luncheon, was the souvenir menu card provided by the Natural Pure Food Co., Niagara Falls, N.Y. This card was a most artistic and handsome card in lithographed colors, and embossed, showing on its front cover the well-known Shredded Wheat and Triscuit preparations, and a view of the immense factory on the back cover. The menu itself was a dainty one, consisting of :

Shredded Whole Wheat Biscuit with Cream
Creamed Smoked Beef on S.W. Toast
Olives Pickles
MacLaren's Cheese
Buttered Toasted Triscuit
S.W. Sliced Peaches and Cream
Strathcona Coffee served with Jersey Cream
Strathcona 5 O'clock Tea.
Served with Jersey Cream
Cowan's Cocoa, served with Jersey Cream

As an advertisement this menu was in keeping with this company's up-to-date ideas. Besides the attention paid to guests of the restaurant the Shredded Wheat was also in evidence at a stand by the main stairway, where numerous orders were left by visitors, as was shown The Grocer representative.

The basement, however, was the Mecca of the public. Here, where the grocery department is located, a veritable "Kirmess" was in progress, a "Kirmess," however, only of food products. The grocery department of W. H. Scroggie Co., Limited, is one of the features of the great establishment, taking up as it does the greater portion of the west and south ends of the basement. Under the general supervision of Mr. Geo. Lloyd, manager of the department, two aisles were arranged in the form of an L, and here the exhibitors' booths were placed.

Frontenac Cereal Co.

The first booth was occupied by the Frontenac Cereal Co., Limited, Kingston, Ont., where Orange Meat, that well-known breakfast food, was served. The display was a most creditable one, and was in charge of Mr. Lyndon and a staff of assistants, who were kept more than busy in catering.

Truro Condensed Milk.

The second booth was devoted to the Truro Condensed Milk & Canning Co.'s, Limited, Truro, N.S., Jersey Cream and Condensed Milk, and under the charge of Mr. H. Woodley an active educational campaign, tending to the use of sterilized milk products, was conducted. Reindeer Condensed Coffee and Cocoa were also demonstrated.

Canada Flakes.

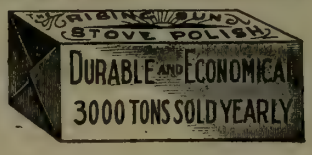
The Peterborough Cereal Co.'s, Peterborough, Ont., Canada Flakes, a breakfast food known to all grocers, was in charge of their local agent, Mr. W. S. Silcocks, and a good patronage was accorded this line. The booth was well arranged, and banked by hundreds of packages of Canada Flakes.

Beta Pie Filler.

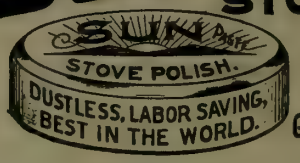
The next exhibit in line was that of the Beta Pie Filler, of the Neilson-Robinson Chemical Co., Limited, Peterborough, Ont. This company occupied two very strikingly designed and well-decorated booths, in one of which samples of their Beta Pie Filling were distributed to visitors. In the other pieces of pie prepared with the filling were served out. This Beta Pie Filling, as explained by Mr. J. S. Hulett, of the company, who was present in person, and the young lady assistants, is made entirely of true fruit and vegetable products, and it put up in such convenient form that piles of the different flavors—lemon, chocolate, cherry and maple cream—can be prepared by any housewife in three minutes. As explained by Mr. Hulett to The Grocer representative, there are no chemicals used in the preparation of the Beta Pie Filling, and

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES



WELL KNOWN AND RELIABLE.



IN TINS

GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

it is an article that will commend itself to every housewife. Since its introduction on the market it has met with the greatest success. Mr. Hulett's success in demonstrating the qualities of the article at the Toronto Exhibition has spread the fame of the Beta Pie Filler abroad, and the W. H. Scroggie Co.'s exhibition will undoubtedly secure an increased demand in this city and district.

Kkovah Specialties.

Next in order was Sutcliffe & Bingham, Limited, Manchester, Eng., who, in a purple and white booth, demonstrated the qualities of Kkovah table jellies, blanc mange, powders, and plum puddings. Mr. Bradwell, of the Montreal agency, was assiduous in his attentions and demonstrations, assisted by a competent staff of demonstrators. This booth was one of the most popular in the exhibit, and to The Grocer Mr. Bradwell stated that over 6,000 servings had been made on the first day, and many orders taken.

Bovril.

The exhibit of Bovril, Limited, under the supervision of Mr. D. F. Henderson, was located in a position on the corner of the L, and from an advertising point of view most aptly located. The demonstrations of Bovril in its various forms were an object lesson to many a housewife, and no doubt good ideas were carried away. Pamphlets and recipes of value were distributed judiciously.

St. Charles Condensed Milk.

The end exhibit, and in a measure one of the most effective, was that of the St. Charles Condensing Co., Limited, Ingersoll, Ont. In this booth, arranged by Mr. W. H. Halford, of S. H. Ewing & Sons, the Montreal agents, the St. Charles Evaporated Cream was served, and the young ladies in charge were more than busy in actively demonstrating the qualities of the goods. As enthusiastic and hard working demonstrators, this booth's attendants were hard to excel, and the numerous sales effected showed the appreciation of the visitors to the booth.

Taking the entire Pure Food Fair as an advertising medium, the results must be beneficial for not only the W. H. Scroggie Co., Limited, but every exhibitor and participant. It would be uncomplimentary to close the report of the Fair without according due praise to the heads of the firm, but in the grocery line, a field of direct interest to our readers, a special need of praise must be accorded Mr. Geo. Lloyd, than whom no better posted, energetic and experienced grocer ever donned an apron or managed a department—and his whole energies were thrown into making this Pure Food Show the success it undoubtedly was.

In the opinion of The Grocer such exhibits as the above should be encouraged, and if properly conducted will be of undoubted value to manufacturers, jobbers, and retail grocers alike.

BUSINESS CHANGES.

WILLIAM C. CUMMING, general merchant, Doaktown, N.B., has assigned, offering 40 per cent. compromise.

C. J. McFall, miller, Winkler, Man., has sold out.

J. M. Percy, grocer, Toronto, Ont., has sold out.

L. Cain, general merchant, Pontypool, Ont., has sold stock.

S. Tremblay, general merchant, St. Simon, Que., assets sold.

Alfred Gauthier, general merchant, Labelle, Que., assets sold.

John Vaux, grocer, Montreal, Que., Alex. Desmarteau, curator.

E. T. Woolley, confectioner, Montreal, Que., effects sold by bailiff.

J. W. David, grocer, Montreal (St. Louis), Que., has sold out.

Nap. St. Amour has been appointed curator to Alphonse Olivier.

A. Rutherford, baker and confectioner, Holland, Man., has sold out.

W. T. Stenberg, grocer, London, Ont., has sold out to John Diprose.

Mrs. Annie Magee, grocer, Winnipeg, Man., has sold to Wm. Magee.

J. J. Burton, grocer, Toronto, Ont., has sold out to H. J. Brown.

Henry John Johnston has registered as tobacconist, Montreal, Que.

The American Hotel Supply Co., Montreal, Que., has dissolved.

Pokorny & Bolitho, confectioners, Rossland, B.C., have dissolved.

J. N. Beaubien, general merchant, Lorrainville, Que., has assigned.

L. H. Compton, general merchant and miller, Headlingly, Man., has sold general store to Black & Frances.

Nap. Gagnon, general merchant, St. Flavie Station, Que., assets sold.

Montreal Flour Mills Co., Montreal, Que., have dissolved partnership.

A. Jean & Frere, grocers, Montreal, Que., have dissolved partnership.

Zoel Pellerin, general merchant, Bromptonville, Que., has assigned.

J. A. Maher, general merchant, St. Simon, Que., A. Lamarche, curator.

D. Zilli, confectioner, Winnipeg, Man., has been succeeded by S. Cossavella.

The Canadian Universal Stores Co., Limited, Montreal, Que., incorporated.

O. Bellevance (estate of), general merchant, Letellier, Man., has sold stock.

Hartney Fruit & Confectionery Co., Hartney, Man., retiring from business.

Columbia Coffee Co., Windsor, Ont., has dissolved. W. R. Klophet continues.

Chas. Duncan, grocer, Winnipeg Man., has been succeeded by Duncan & Ruddy.

J. Howard Rankin, general merchant, Wood Bay, Man., is giving up business.

McLennan & Diamond, general merchants, Camborne, B.C., have dissolved.

T. T. Watson, general merchant, Corbetton, Ont., has been succeeded by C. Ebel.

Coxall & Co., grocers and hardware merchants, Colborne, Ont., have sold stock.

H. R. Thompson, general merchant, French Village, Que., has consented to assign.

Robert T. McCready, cheese factory, Salisbury, N.B., has sold to A. E. Brown.

Simard & Frere, general merchants, Normandin, Que., are offering to compromise.

Emery Lalonde, general merchant, The Brook, Ont., has been succeeded by — Lalonde.

J. J. Leaman, baker and confectioner, Gladstone, Man., is offering 50 cents on the dollar.

Sinclair & Shane, general merchants, Wakopa, Man., have sold to Marquis & McCullough.

Samson & Lefebvre, grocers, Montreal (St. Henry), Que., meeting of creditors December 4.

Thompson Bros., wholesale provision merchants, Toronto, Ont., have retired from business.

Christmas Cheer

BARBADOS SYRUP In half barrels and tins.

MIDGET BEANS In tins. Finest ever put up in Canada.

No. 1 MACKEREL—Kips and half barrels.

ALPHABETICAL MACARONI

CHRISTMAS STOCKINGS

CANTON GINGER

BETA PIE FILLER

C. & B. GINGER CHIPS

We have a full line of Christmas Goods. Write or Phone us

LUCAS, STEELE & BRISTOL, - Hamilton

IN STORE

NEW GRENOBLE WALNUTS,

NEW FARD DATES,

NEW CLOVER LEAF SALMON (Tall and Flat),

NEW MAPLE LEAF SALMON.

Our travellers have all particulars. If they don't call on you, write us.

James Turner & Co., Hamilton

OLIVE OIL SUAUT & CO.

You cannot be too careful in the selection of your **Oil**

First Consider **PURITY**

Second Decide for **PURITY**

Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucoa** and **Nice.** Agencies in 150 of the largest cities in the world.

Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

NEW ALMOND NUTS

Tarragona Soft Shell, in 110-lb. bags
Shelled, in 28-lb. boxes

PRICES RIGHT

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

True Value of Cheese Cure

It Dissipates Hunger, but not Disease.

"I have had much experience in curing cheese, but none of the value of cheese for curing anything else but hunger. For this, however, it is a very efficient remedy."

In these words, Dr. Francis Bond, M.D., medical officer of health for the Gloucester district, summed up his opinion to a London Express representative on the much discussed question of cheese being a cure for disease.

Dr. Bond is probably one of the greatest authorities in England on this subject, as he was the founder, and for some years honorary director, under the county council, of the Gloucester Dairy School, the first school in the country in which cheesemaking was scientifically taught.

"Tho cheese is no use, so far as my experience goes," continued Dr Bond, "to cure disease, as an article of diet there is no other food which contains so much nutriment. Meat—even the best sirloin or rump steak—cannot compare in nutritive qualities with an equal weight of well-made, whole-milk cheese.

"If practising doctors would only give their patients who need abundant nutrition cheese instead of delusive patent foods, they would find that they would put on flesh in half the time. The fact is that cheese is such a concentrated nutriment that, in eating it, there is great danger lest one should eat too much.

"The remedy for this evil is to 'dilute' a small quantity of cheese with a large quantity of some farinaceous foodstuff, such as bread, or, better still, biscuits or toast, which by stimulating the flow of saliva, facilitates mastication and promotes digestion.

"All pressed cheeses, such as the ordinary American, Cheddar, Dutch, Gruyere, and others of the same type, are indigestible, tho very satisfying to a robust stomach.

"All moulded cheeses, such as Stilton, Roquefort and Gorgonzola, are very indigestible in their ripe stage. The green moulds which characterize them effect changes in the constituente of the cheese, especially in the fatty matter, which create products of a highly sapid nature, and act very prejudicially on digestion.

"But, if cheese of this type can be obtained in its half-ripened condition, when the curd has been thoroly peptonized by the curing process, it is not only one of the most nutritious, but also one of the most digestible of foods."

The food value of cheese is also summed up in the following statement by Otto Hehner, the famous analytical chemist and food expert - "A proper mixture of SOFT RIPE CHEESE and bread and water contain everything which a human being requires in the way of food. Weight for weight, it is at least twice as nourishing as good meat, while it is far easier to eat too much meat than too much cheese."

In view of the character and quality of our product, Prof. Hehner's remarks simply mean that MacLaren's Imperial Cheese and bread and water, contain everything which a human being requires in the way of food.

Nothing Better

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited

TORONTO, ONTARIO.

Lea Goldberg has registered under the style of L. Goldberg & Co., grocers, Montreal, Que.

Benjamin A. Dusang, general merchant, Fesserton, Ont., has assigned to Henry Lovering.

R. Lakeman, general merchant, Compton, Que., has assigned to J. P. Royer, Sherbrooke, Que.

A. T. Porter Importing Co., manufacturers' agents, Montreal, Que., have dissolved partnership.

J. A. Roy, general merchant, St. Cvrille de Wendover, Que., meeting of creditors December 6.

George Wait & Co., com. produce, Montreal, Que., have dissolved. Mrs. James Wait registered.

George W. Carleton, grocer, Sussex, N.B. Stock was to have been sold by tender on the 30th inst.

Gustafson & Co., groce[illegible]ipeg, Man., have been succeeded by Gustafson, Jones Co., Limited.

B. A. Dusang, general merchant, Fesserton, Ont. Meeting of creditors is to take place on December 1.

Jordan Bros., general merchants, Holstein, Ont., were to have sold stock by auction on the 30th inst.

Lindsay, Ware & Co. and McLennan & Diamond, Camborne, B.C., general stores, have amalgamated.

J. F. Bellevance, grocer, Rimouski, Que., has assigned. Lefaivre & Tashereau, provisional guardians.

Mrs. J. B. Laplante has registered under the style of J. B. Laplante & Co., tobacconists, Montreal, Que.

M. J. Lavoie, general merchant, St. Anaclet, Que., has assigned to V. E. Paradis, provisional guardian.

K. Jervis and S. Adams, fruit dealers, Ottawa, Ont., have dissolved partnership, each continuing alone.

Damase Labonte, general merchant, Chartierville, Que., real estate was to have been sold on the 30th inst.

The Canadian Preserved Butter Co., Limited, Montreal and St. Johns. Petition for winding-up order made.

Med. Sansregret, general merchant and miller, St. Paul D'Industrie, Que., absentee, meeting of creditors held.

C. F. Fortune, flour and feed merchant, Vancouver, B.C., has been succeeded by G. A. Neelands & Co.

Wm. Hollingshead, baker and confectioner, High River, Alta., has been succeeded by Hollingshead & McDougall.

UPTON'S

Jams, Jellies and Orange Marmalade

are the best.

We are Wholesale Agents for

PETERS

The Original Swiss Milk Chocolate

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Mongeau & Frere. grocers and butchers, Montreal (St. Henri), Que., have dissolved. Joseph Mongeau registered.

V. Brosseau & Co., grocers, Montreal, Que., have assigned, meeting of creditors was to have been on the 30th inst.

A. B. Gill (estate of), general merchant, Grand View, Man. Stock was to have been sold by auction on the 30th inst.

Elzear Fortier & Co., aerated waters, Quebec, Que., have dissolved partnership. Business continued by Elzear Fortier.

McCuaig Auction & Commission Co., Limited, Vancouver, B.C., general merchants, offering general store business for sale.

Theodule Huet and Appolinaire Girard have registered under the style of Huet & Girard, general merchants, Ste. Julie (Vercheres), Que.

James McLeod and Cantels Blachford have registered under the style of McLeod & Blachford, hay and grain merchants, Montreal, Que.

Claudon & Co., wine and liquor merchants, Montreal, Que., have dissolved partnership. Henri Claudon and Joseph Eugene Costin registered.

F. Lafortune, general merchant, St. Remi D'Amherst, Que. H. Lamarre, curator. Meeting of creditors was to have been on the 27th inst.

J. J. Hadley, general merchant, Hadlington, Ont., has assigned to N. L. Martin, Toronto. Meeting of creditors was to have been on the 28th inst.

The grocery business on Dundas street, Woodstock, Ont., conducted for some years by P. Ulman, has been sold to E. Thurlow & Co., who have taken possession.

Alexander Ledgerwood, general merchant, Eden Grove, Ont., has assigned to C. B. Armstrong, London, Ont. Meeting of creditors was to have been on the 29th inst., and auction sale on the 30th inst.

MR. J. J. SHALLCROSS AND B. C. TRADE PROSPECTS.

MR. J. J. SHALLCROSS, of Shallcross, Macaulay & Co., Victoria and Vancouver, B.C., was a caller at the Montreal offices of The Canadian Grocer this week. Mr. Shallcross, in an interview with the representative of The Grocer, reports the conditions of trade in B. C. as most satisfactory. One of the features touched upon in the interview was the cultivation of hops. In the opinion of Mr. Shallcross, and other competent judges, these B. C. hops have proved themselves to be of the very highest quality, and, if properly cultivated and the industry expanded, will prove a strong competitor to even the very finest Golden Kent hops. A sample shipment made to a prominent British brewer elicited the remark that they were, in his opinion, equal to the finest Kentish hops. The fishing industry of B. C., as reported by Mr. Shallcross, was also most satisfactory, and no doubt with proper exploitation the B. C. herring fisheries will prove a big factor in Canadian trade. Mr. Shallcross reported that there was a splendid opening in the west for all goods of high character and quality, and it was not so much a question of price as of satisfactory goods that would leave a good market for all eastern business. Mr. Shallcross returned west last Monday.

A NEW BAKING POWDER.

The American Pure Food Co., Montreal, have placed upon the market an "Anti-Dyspeptic" baking powder, which, according to all reports, is meeting with most satisfactory success in the trade. The manufacturers, since placing it upon the market, report that the new feature embodied in this baking powder is meeting with good acceptation by dealers and consumers. They will be pleased to mail samples on application. This product, which is put up in 3 oz., quarter pound, half pound and one pound tins, should prove a good seller with all the grocery trade.

SOAP FACTORY FOR BERLIN.

There is a probability of a soap factory being established at Berlin. Promoters are now going over the ground with a view to forming a company for that purpose.

If you can't do a thing right—why, don't do it at all. Whatever is worth doing is worth doing well.

Tartan BRAND

To tone up your trade for the holidays, order some **Tartan Brand** canned goods and groceries. It will make your store attractive and bring you lots of trade.

Also order a pail of Wagstaff's Old English Mince Meat.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

THE PROPAGATION OF SALMON

SOME INTERESTING FACTS

(Continued from our issue of Nov. 17.)

SEIZING the fish by the tail he places her head under his left arm and expresses the eggs by a firm pressure of his hand down the abdomen. The eggs go out into the pan much as shot into a bucket, all being free. After the eggs of two or three females are expressed the pan is taken by a second man who carries it to the workman who is handling the males.

After the milt of the male has been deposited in the same pan, water is added and the eggs are moved gently by hand or by a feather, after which the surplus milt is washed off and the eggs placed in a large pail, in which they are removed to the hatchery.

After taking the eggs from the female she is thrown into a pen where she dies. The male is thrown into the pool and used over again when necessary. If the female is ripe all her eggs are taken at a single operation.

The Indian women living near the hatchery secure the used fish for curing, but this year operations were carried on on such an extensive scale that only a small portion could be used. The balance were then taken in wagons some miles to the lower end of Cayuse Creek, where they were dumped in and carried down the Fraser.

Doing Nature's Work.

After reaching the building the spawn is taken out of the buckets by means of a large dipper. Here care must be exercised, not so much in the matter of avoiding injuring the eggs, as in making a proper record of the number taken. This is done in the following manner: A record is kept of the number of dippers, and all in excess of even dippers full are measured in liquid ounces. In every liquid ounce there are one hundred and ninety sockeye eggs. Consequently when it is known that a dipper holds, say, ten ounces, it is not a difficult task to arrive at the number of eggs it contains. Care, however, is taken to count continuously a four ounce liquid measure full of eggs, for the number to the ounce varies slightly, and an accurate tally is wanted. Unless a close watch is kept the deductions made, and extending over perhaps two months, might be very misleading. For instance at Baker Lake at the head of Skagit River in Washington there have been seasons where there was only 172 or 176 sockeye eggs to the liquid ounce, while at Seton Lake in 1903 and in 1904 212 to the ounce was repeatedly counted.

A curious and unexplained fact in connection with these eggs is their variable size. The same female will deliver eggs of the normal proportions and at the same time furnish eggs little more than half the size of the regular egg.

These prove, however, to be as virile as the larger ones, and once hatched they rapidly overhaul their bigger brothers and sisters and by the time they are ready to go down to the sea there is no appreciable difference in their proportions.

Now comes the fascinating stage in the inhustry, for from the time the eggs are deposited in the hatching pans till they reach the free swimming stage they are under constant supervision. Daily the attendants make their rounds watching that the flow of water is correct, and that the temperature and other conditions are favorable. Here and there an egg will be seen to be turning white. This means that it is dead and it has to be removed. There is also the empty egg which gives no such indication of its uselessness and which may be in the pans for a month before its presence is detected.

For seven or eight hours no trace of development in the egg is noticeable. By that time a cell has formed and these again subdivide, so that in fifteen hours sixteen of these cells have developed and in a day a spherical mass like a berry has resulted. In less than a week the cells begin spreading over the yolk and soon the embryo forms a disc an eighth of an inch across. A minute rounded lump, the beginning of the future fish's body, extends across the middle of the disc like a ridge. This ridge evolves into a spinal cord and at one end a hollow forms to accommodate the wonderful brain of the sockeye. The eyes follow, and later gills, mouth, and stomach. In twenty days all the organs are in place and from that time till the fifteenth day they develop and expand.

After the egg hatches out it is termed an alevin. It is the almost transparent body of a fish attached to the yoke of an egg. The salmon egg, like the hen's egg, may be said to have two shells—an outer and an inner. The little salmon, like the little chicken, develops in the white of the egg, but unlike the little chicken, the salmon breaks the outer shell as soon as the body is formed between the outer and inner shell, and he issues from the egg attached to the yoke. As the little fish grows he gradually absorbs the yoke, the food sac. As he absorbs this he issues from his prison, and becomes a free swimming fish, known as fry. He is then for the first time master of his own movements.

A Piscatorial Nursery.

Our salmon is now ready for the kindergarten, and Commissioner Babcock thinks that at Seton Lake he has the finest system of nursery pools to be found in connection with any hatchery in the world. For this purpose he employed means which nature had placed at his hand, using the bed of Lake Creek, a fine stream of water, for that purpose. He selected a stretch of the stream about 1,500 feet long, and damming the upper end allowed the branch to exhaust itself. He then went carefully over the creek bed to make sure that in the little pools were no predacious fish. Sculpins, charr and burbot are the enemies of the infant salmon, and good care was taken that none of these remained. Having freed the ground of these enemies the commissioner went over the bed cross ribbing it with rocks to equalize the current, give necessary depth and furnish division walls so that the fry would not crowd together in the quieter pools and possibly smother one another. This done a dam was built at the lower end of the basin, then the full head of water was turned on through a fine screen so that water and water only was permitted to pass through.

Into this delightful preserve, absolutely relieved of all his aquatis foes, the budding sockeye is turned. Not only is he relieved from anxiety so far as his water foes are concerned, but a man patrols the bank to keep away the loons, ospreys and numerous water fowl who dearly love a feast of the tender and succulent fry. After he has learned to swim, to seek nourishment, and otherwise learned the rules of the road from the salmon standpoint, the fry is turned out into his natural element, thenceforward to take his chances from sheldrake. Dolly Varden, or vulgar net, and ultimately to render return for all this care by being encased in a small can with a brilliant label upon it bearing the words "Fraser River Salmon."

Results of the Season.

Such was the character of the work done this Summer at Seton Lake. The resufts of it can be briefly summed up. Where last year not more than five million eggs were taken there were obtained this year no less than 45,000,000. This was on the 18th of October, and they have been fishing every alternate forenoon there since, largely for the purpose of getting Spring salmon.

Of the number mentioned 44,000,000 were sockeye and 640,000 Spring salmon. This number was taken at the Seton Lake hatchery, but the figures do not include those taken at the Dominion Government station, which up to the same date were as follows: Borkenhead, 24,500,000 sockeye; Shuswap, 11,500,000 sockeye; Morris Creek, 6,000,000, and still fishing.

What proportion of these eggs live? The commissioner estimates that at least ninety per cent. will mature, which means that if fishing had terminated on the 18th of October there would have been insured for the run of 1909 from artificial means of propagation alone nearly eighty million salmon.

The above figures take no account of the millions which will spawn in the natural way, and while it is remembered that at Seton Lake the workmen treated about 18,000 females and 36,000 males, they estimate that at least a quarter of a million fish passed on to their own spawning grounds above. It is calculated that ten per cent. of the spawn deposited on the seeding grounds will mature, so that allowing that half of the fish that passed up were females

and that each deposited three thousand eggs there should be a return from that source alone of 37,500,000.

Experience has shown how wasteful the natural methods are, just as the natural methods of reproducing cereal crops are extravagant and disappointing. Where a return of ninety per cent. can be depended upon from the hatchery only ten per cent. is the rule from natural methods. In clearing the branch of Lake Creek the workmen found on the rocks and in other places the spawn of the humpback salmon in liberal quantities. Not five per cent. of it, however, was fertilized. Then the predatory fishes which follow the salmon devour the eggs, the alevin and the fry with equal avidity. The result is a wastefulness which will have to be overcome if salmon fishing is to remain a commercial proposition.

Habits of the Young Salmon.

Observation by the officers of the department seem to indicate that the majority of the fry remain in the waters contiguous to the breeding grounds until they are a year old. Their movements seaward began in April and continued throughout May. They traveled in compact schools, preferring to navigate at night and in murky waters, as these probably gave them more immunity from the enemies mentioned in a preceding paragraph. On the riffles, and in swift water they head up stream and allow themselves to be drawn downward in this manner. They probably traveled at the rate of ten or fifteen miles a day. Thus they find their way to the sea. What their movements are thenceforward until four years later they instinctively struggle back to the spawning grounds, has never yet been explained.

BUSINESS NOTES.

JOHN J. BURTON, of 470 Yonge street, Toronto, grocer and produce dealer, formerly of 538 Manning avenue, has sold out to Harry Brown, late of Brown Bros., corner Denison and Queen.

Alfred Parent, grocer, Pike Creek, Ont., has sustained loss by fire.

The Standard Bank of Canada are opening a branch in Bloomfield, Ont.

A. W. Carscadden, baker and confectioner, Barrie, Ont., has been burnt out.

Robert H. Warden, president of the Metropolitan Bank, Toronto, Ont., is dead.

Eagle Mfg. Co., grocers' sundries, Montreal, Que., have been burnt out ; insured.

Lajeunesse & Duclos, provision merchants, Montreal, had stock damaged by water and smoke ; insured.

The report circulated from Winnipeg that Swift & Co., Chicago, would establish a branch here, is denied by the head office of the firm.

H. P. Nasmith, formerly of the Moyune Tea Co., Toronto, has severed all connection with that company and has no further interest therein.

John Diprose, corner Dundas and Rideout streets, London, Ont., has bought the stock of W. T. Stenburg, corner Wellington and Dundas streets, and will conduct business in both stores.

Your best chance for XMAS buying

Is right NOW while our stocks are complete and before the assortments are broken.

JUST PASSED INTO STOCK—A shipment of

PEEK, FREAN & CO's BISCUITS

which includes some new seasonable novelties.

Send in your orders for "ANCHOR" and "NONPAREIL" brands

NEW CALIFORNIA SEEDED RAISINS

We have just passed a carload into stock. Prices low.

IN STORE—

NEW— Get our Quotations.

FARD DATES
MARBOT WALNUTS
GRENOBLE WALNUTS
TARRAGONA ALMONDS

Don't forget, we have the best values in the trade in

——MALACA RAISINS——

22-lb. Boxes and Quarters.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers, TORONTO

J. D. Frier, manager of the Maritime Dairy Co., Limited, Sussex, has been at Salisbury lately and it is rumored that his company have taken over the cheese factory lately operated by Robert McCready. It is stated that the factory will in future be operated as a creamery and cream gathering plant. The Maritime Dairy Co. at present operate twenty-two butter and cheese factories in the Maritime Provinces and are steadily enlarging their business.

Ed. Meckling has commenced the erection of a store building (16x32) on the lot he recently purchased from J. F. Bargen, just west of the Union Hotel, Winnipeg. As soon as it is completed he intends putting in a full stock of groceries, confectionery, etc. Mr. Meckling has been clerking for D. C. Peters, general merchant, for quite a number of years, and his popularity with the people of the town and district will assure him success in his new enterprise.

The flour and grist mills of P. R. Hoover & Sons of Green River were destroyed by fire recently. The fire broke out in the third storey shortly after 2 o'clock and was well under way before being discovered. Nothing was saved except the firm's books and papers. The loss is $12,000, partly covered by insurance of $5,000. A quantity of grain and flour was destroyed. The mill was a landmark, having been doing business for forty years. Messrs. Alfred and William Hoover are the present proprietors.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Fresh Pork Sausage

You cannot talk too much about a good thing. That is why we talk so much about Sausage. It is good. We say so, our customers say so and you will say so. If you would like a sample shipment, say so. We will be only too pleased to send it.

F. W. FEARMAN CO., LIMITED
HAMILTON

Handle only the Best!

Gillett's Perfumed **LYE**

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the ORIGINAL and Best, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY, LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

THE cheese season is now nearly closed. There is only one more ocean steamer in port, sailing this week, and all the country boards have adjourned until next season. The all-interesting subject for the members of the cheese and butter trade on both sides of the Atlantic now is, what are the stocks and what is the probable future regarding prices?

The shipments of cheese since May 1 to date, not including the last outgoing steamer, are 2,119,920 boxes, against 2,112,398 boxes for the corresponding period of last year. Shipments have therefore been slightly in excess of those of a year ago, while the receipts this year have been slightly lower than last year. Taking it this way, it would not appear that there could be a great difference in stocks as compared with this date a year ago.

But it is an undisputed fact that the make of cheese this year has not been as large as last year and the above mentioned figures are not conclusive in arriving at the actual stocks in Canada. We must consider that on account of the very remunerative prices ruling this season the factories have sold their products much closer than usual and stocks back at country points are decidedly less than a year ago, and as last year's supplies were insufficient for the Winter's trade it might be fair to say that we may run short for the demand during the coming Winter months.

Against this we hear some expressions of nervousness on account of present high prices. Conservative merchants fear a considerable falling off in the consumption on this account, but the retailer in Great Britain is actually getting a better profit on cheese this year, as he is now getting 7½ to 8 pence per pound, while last year owing to the large shopkeepers selling their cheese at 5 to 6 pence per pound the ordinary retailer had to keep his price down to 6 to 7 pence.

The consumer may do a little private grumbling at having to pay a penny more for his cheese, but as long as it pays the retailer the consumption is not falling off very materially. This occurs only when the retailer recommends other articles of food which seem cheaper or of better value. If cheese should get too high here the British retailers might not be able to raise their price correspondingly and then there would be danger of a marked decrease in the consumption.

Prices are high and cheese has not reached a low level at any time this season, but we have many times seen prices considerably higher, and judging from present outlook it is quite probable that we will see higher prices before the commencement of the new season next year. At any rate there is no danger signal ahead of declining prices.

In the Spring of 1904 the United States shipped a lot of odds and ends of cheese to the United Kingdom, as they had no home outlet for these goods. This broke the markets in Great Britain and holders of finest goods lost a great deal of money. This is not likely to occur during the next Spring, as the United States are actually short of supplies to fill their own home orders and shipments from there to the United Kingdom will be next to nothing.

The situation on butter shows very little change. Stocks here are light, in fact we have none to spare for export. At the moment we are getting butter of indifferent quality. November make, which seems a shade lower in price, but it is not good enough to suit the best trade and it must be sold promptly, as it would not do to keep it for any length of time. As long as such Winter made goods are received here in fair quantities prices will probably remain without much change, but really choice quality will be held until there is more demand for it, and then prices will undoubtedly be advanced considerably.

It is almost useless to mention the article of dairy butter; there is hardly any of it in the country, and what few packages there are bring extremely high prices.

LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

November 18, 1905.

ACCORDING to to-day's (November 18) advices the demand for Canadian butter, both of the saltless and salted variety, continues good. Receipts during the past week, however, have been on a small scale, and stocks are consequently gradually becoming lighter. There has been a rise of one shilling in price, and quotations are now 100 to 104 shillings for finest parcels and 106 to 110 shillings for choicest.

The season for Canadian butter is now, as far as this market is concerned, practically at an end. From now onward receipts will become gradually smaller.

When one glances back over the past few months and reviews the volume of business transacted, one is forcibly struck by the great success that Canadian butter has met on this market. The general quality has been so much superior to that of previous seasons and there has been so much more uniformity, that it has established a firmer footing here than ever before.

It must be remembered, however, that, as pointed out in previous correspondence, London is not the chief centre for Canadian butter, for the Dominion produce is somewhat too pale to meet with the approval of all classes. Here butter of a primrose hue is preferred, the paler stuff going chiefly to Liverpool and Manchester.

If during the next few months Canadians, when preparing for the next season, bear in mind the requirements of this market and endeavor to remedy such faults as have from time to time been found with their butter, there can be no doubt that increased business will result.

There is still room for improvement. Of that there can be no doubt. In the early part of the season now about to close there were complaints about mouldy parcels and bad packages, and while it is freely admitted that such complaints were not general, it must be remembered that these unsatisfactory packages, being exposed to the examination of many prospective purchasers, both wholesale and retail, are liable to give the whole of the country's product a bad reputation. There have been suggestions which, if true, are serious causes for complaint, that some Canadian creameries are not kept sufficiently clean; that small splinters of wood find their way into the butter; that the boxes are sometimes of irregular size either below or above the 56-pound standard; that the boxes are liable to fall to pieces, and similar little failures. Apart from the matter of uniformity of quality, these details should receive the most careful attention, for they mean much to importers on this side.

Some Canadian shippers, however, all through the season have been sending across butter of the very finest quality, and only four or five days ago there came before the notice of the trade some saltless Canadian equal to any saltless that has ever been seen heretofore — about perfection. This is saying a good deal, considering the distance it has to come. "Taking the season as a whole," one man commented, "the most noticeable point is the general improvement of quality. There has not been much money for us importers in Canadian butter, it is true, but the volume of business done has been very large."

Canadian creamery butters have quite overshadowed the Irish product and have stood forward to receive the trade which their good quality merits. Siberian butter has in like manner been hitting the Irish factory-made butter very hard.

Denmark has not been able to give fullest attention to the demands of this market, owing to the fact that she has been busy catering to the German market. Many are of opinion that this will continue to be the state of affairs, and it will thus afford greater opportunities for Canadian butters to fill the gap. There has been plenty of money in the handling of French butter.

To revert to present position of the market, Australian butters are going into consumption immediately upon arrival, and business is generally reported brisk. There is no accumulation of stocks.

There has been a good demand all through the week for Canadian cheese, and prices have advanced on the spot one shilling, being now 57 to 58 shillings for finest and 59 to 60 shillings for choicest. From 9th to 15th November 30,510 boxes of Canadian cheese were received and at time of writing there are in warehouse 171,075 boxes.

FREE **TO BUTCHERS**—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you *free*, postpaid, from time to time, as issued, my ***Hide Bulletins***, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

BUTTER

When you have one or 100 tubs write us for price.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Local trade continues fairly active. Buyers are in evidence, but not for large bulk orders. Arrivals come to hand pretty freely, but quality is not over good. There has also been a little easing of prices, long clear bacon being now quoted at 10 1-2c., whilst smoked bacon has dropped to 14c. and short cut has fallen $1.00 per barrel. Dressed hogs are commanding a high range of prices. We quote:

Long clear bacon, per lb		0 10½
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb		0 11
Small hams per lb		0 13
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 00
Shoulder mess pork, per bbl	4 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10½
" pails "		0 10½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	3 50	4 50
Mutton		0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	7 75	8 25
" dressed car lots	7 35	7 50

Butter—Trade has been slow during week under review. The closing of cheese making has not yet shown any improvement in the butter market. It is expected, however, that the coming of creamery made butters will give a better tone to the market. Dairy rolls are showing inclination to strengthen.

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 23½	0 24
Dairy prints	0 21	0 22
" in tubs	0 18	0 20
" large rolls	0 20	0 21

Eggs—There have been practically no arrivals of new laid eggs, since our last issue, prices, therefore, for these are only nominal. We quote:

New laid eggs, per doz		0 25
Fresh " "		0 23
Pickled " "		0 21

Cheese—The market shows a slight tendency to easiness, but no quotable change on previous prices. Sales have been fairly active, but there is little disposition on the part of buyers to move on present high prices. Export trade has been very slow, and at slightly lower prices.

	Per lb.	
Cheese, large		0 12½
" twins	0 13	0 13½

Cheese Board Report.

(For week ending Nov. 25, 1905.)

Board.	Boxes.	Price.
Kingston	568	0 11
Brockville	2,646	0 11½ 0 11½
Belleville	930	0 11½
Winchester	340	0 11 9-16
Woodstock	3,790	0 11½ 0 11½
Picton	417	0 11½

MONTREAL.

Provisions— The provision market shows little change. Country dressed hogs are coming in more freely, but not until the weather hardens permanently will supplies be plentiful. Prices country dressed, $7.50 to $7.75; fresh killed abattoir stock is worth $8.25 to $8.50. Hams and bacon are in fair demand. Lard steady. We quote:

Lard, pure tierces		0 10½
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10½)	0 11½
"	cases, 10-lb. tins, 60 lbs. in case	0 11½
"	" 5-lb. "	0 11½
"	" 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb		0 06½
" " ½-tierces, per lb		0 07
" " 50-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb		0 07
" 12 5-lb. tins "		0 07½
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 47½
20-lb. tin pails, each		1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Cheese—The cheese market is dull. Exporting has ceased with the last boat leaving on the 30th ult. Quotations locally are high. Quebecs, fancy, 12c. to 12 1-4c.; Townships, 12 1-8c. to 12 1-4c.; Ontarios, 12 1-4c. to 12 3-8c. November make 1-4c. less. Holders are firm despite the close of export trade. We quote:

Finest Quebecs	0 12	0 12½
Townships	0 12½	0 12½
Ontarios	0 12½	0 12½

Butter—The market shows no change. Prices are firm. Export demand has ceased, while local business is good. Fine creamery, 23 1-4c.; choice, 23 1-2c., and fancy, 23 3-4c. to 24c. Western dairy steady at 20c. to 21c., and rolls 21 1-2c. The total shipments for the season reached 554,041 packages, or 68,533 more than last year. We quote:

Fancy Townships	0 22½	0 22½
Finest creamery	0 22½	0 22½
Fine	0 21	0 21½
Medium	0 20	0 21½
Fresh dairy tubs	0 18½	0 19

Poultry—The market is firmer and the cold weather which set in at the beginning of the week has had a strengthening effect on prices. Supplies are not heavy yet. Turkeys generally 14c., though for fancy stock 15c. to 16c. has been paid. Ducks are firmer, also quoted at 13c. to 14c.; chickens, 10c. to 11c. and choice 12c.; geese, 10 to 11c. and fowl 8c. to 9c.

ST. JOHN, N.B.

Provisions—In pork there has been a very fair business this Fall. Prices are held firm at full figures, particularly for mess pork.

Barrel beef, while quite firm, has but a fair sale.

Smoked meats are high.

American pure lard is still a large factor in the market. Prices are high. Refined lard sells freely and is still low.

In fresh meats this has been a dull Fall. Beef is still very low.

Lamb, which has held at quite full figures, is rather easier.

Mutton very low.

Veal little seen.

Pork is the one firm line holding at full figures. We quote:

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 08	0 09

Lamb	0 09	0 10
Pork, per lb	0 07½	0 08½
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 11½	0 11½
" " pails, "	0 11½	0 12
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Stocks are small. There is even little poor butter, which is usually much in evidence. Full prices rule. We quote:

Creamery butter	0 25	0 26
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs—Prices are firmly held. Stocks light. For what are called hennery eggs, fancy prices are asked. Often it is only a matter of name. We quote:

Eggs, hennery	0 24	0 26
" case stock	0 20	0 21

Cheese—Market seems firmer, though price is unchanged. Twins are demanded here.

Cheese, per lb 0 12½ 0 13½

WINNIPEG.

Creamery Butter—Prices are quoted to the retail trade as follows:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter—The maraket is strong with a tendency to advance. Produce houses are paying 20c. per lb. for No. 1 dairy delivered in Winnipeg.

Lard—Quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese—We quote as follows:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats—Prices are quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Eggs—Local produce houses are paying the trade 23c. per dozen for eggs delivered in Winnipeg.

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, *Mtrs. Agents*

HALIFAX, Nova Scotia

Social Dollar Tea

Are you selling it?

Social 40c., 50c., 60c., $1.00 Teas are the best values in Packet Teas in Canada.

When ordering goods from our salesmen order a 10-lb. lot of **Social Dollar Tea.** It is the most wholesome Tea in the world, full, rich, thick and creamy. There is nothing too good for you. Use it in your own home.

SOCIAL TEA CO.

Lumsden Bros., Proprietors. Hamilton, Ont.

IS YOUR TEA TRADE GROWING?

I venture to say it is, if you are selling Red Rose Tea. My sales books show that a very large proportion of the merchants who sell Red Rose Tea are selling more this year than ever before.

They will sell more next year than they have this, simply because it is worth the price—the full price. Those who use it soon find this out for themselves, and they tell their friends.

If you use Red Rose Tea in your own home I believe you are fully satisfied that there is more real value in it than in any tea you have ever used. If you don't use it, don't you think it is worth trying? Tea that will satisfy you, will satisfy your customers, and satisfaction in your tea trade is worth a lot in your general business. If you can secure new customers for tea they will soon buy other goods from you.

Red Rose Tea is the tea that will help increase your business. Will you write now for particulars and samples?

T. H. ESTABROOKS, St. John, N.B.

BRANCHES:
TORONTO WINNIPEG

Baking Powder.
Gillett, E.W., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
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OPPOSITION TO QUEBEC TAX.

IF anything were needed to prove the folly and shortsighted policy exercised in passing the three hundred dollar tax on non-resident commercial travelers for foreign houses, in the Province of Quebec, it would be found in the almost universal opposition it has aroused, not only in Canada but also in the United States and the Mother Country itself.

Not the least serious of the difficulties involved is the fact that the motive and extent of the tax will probably be misunderstood by those who have not had an opportunity of studying it. Indeed, cases of this description have already arisen, the Canadian commercial agent at Leeds reporting that the operation of this tax is causing him no end of trouble with the Yorkshire exporting firms, and is having a very retarding effect upon Canadian trade.

Naturally enough, the average exporter does not readily grasp the difference between a Provincial and a Dominion tax. Laboring under the impression that this tax is imposed by the central governing body, he asks why Canada puts a duty on his goods, and, at the same time, taxes his travelers. He claims that this treatment is unfair and in direct violation of the principle involved in the British Preferential Tariff.

Another difficulty is brought up by British exporters who have resident agents in the Province of Quebec, but have been in the habit of making occasional trips to this country and assisting their agents. These houses pay their agents either salary or commission, and they consider it a great hardship that the heads of their firms, in making these customary trips, would be liable to a large fine.

This subject was taken up at the Autumnal meeting of the Association of Chambers of Commerce of the United Kingdom, recently held in Liege, Belgium. A strong resolution was passed, deploring the action of the Quebec Legislature, and urging His Majesty's Government to lodge a protest with the Quebec Legislature in particular, and with all the colonial Governments, against this practice of taxing British commercial representatives in the colonies.

The British Board of Trade has also put itself on record as being opposed to the tax, claiming that the Quebec tax of three hundred dollars is more onerous than the commercial tax levied by any other country. Norway and Sweden have, indeed, higher taxes per annum, but, as they are payable monthly, they do not prove such a hardship as the Quebec impost, which must be paid in a lump. All the leading countries of Europe welcome foreign commercial travelers.

Canadian boards of trade are also cooperating to secure the abolition of the tax, and the powerful Canadian Manufacturers' Association has passed resolutions condemning it.

In the face of so much opposition, and the approval of but a few selfish firms who are benefited by the exclusion of competition, it would seem that the only popular step open for the Quebec Legislature is to gracefully withdraw the bill.

THE TARIFF INQUIRY.

ONE of the best features in connection with the sittings of the Tariff Commission in various parts of Canada is their publicity. The doors are wide open for manufacturers, workingmen, farmers, and faddists, to appear and present their views to the Commissioners. The whole country is made aware—if it cares to follow the evidence—of the reasons for tariff legislation which will ultimately affect the Government. If the Government are in reality affected by any other reasons, then they are not playing fair with the people. This is supposed to be the "brief" upon which they act; and we are all permitted to sit beside them and listen to the making of the "brief." Publicity—where genuine—is a great protector of public interest.

The framing of a "scientific tariff" on, at least, semi-protective lines, is a task of much delicacy and labor. It is impossible to lay down a straight-edged theory and then hew away carelessly to that line. The actual condition of affairs in the country must be studied, and the various items fixed with a full knowledge of how they will affect all interests concerned. A tariff item is apt to be a double-edged sword. It may cut two ways. While protecting one industry, it is very likely to increase the expense of another. Consequently, the Government are pursuing the right course in endeavoring to collect all the information they can elicit before sitting down to the complicated and vitally important task of writing a new tariff.

THE C. N. R. IN EDMONTON.

FRIDAY, November 24, saw the celebration of an event of national importance, for on that day the first C.N.R. train arrived in Edmonton from Winnipeg, having made the trip in 27 hours. On the afternoon of the same day, with ceremonies and speech-making befitting an occasion so important, the "last spike" was driven by Lieut.-Gov. Bulyea and the road was formally declared open for traffic.

The occasion was an epoch-making one in the history of Canada, for it marked an important stage in the building of a transcontinental road about which the majority of the Canadian people have heard very little. All Canada was in an uproar when the Canadian Pacific was built, and considering the importance of the undertaking and how little was then known of the possibilities of the country it was only natural that the project should command the attention of the entire country. The building of the G.T.P. has also been heralded by the beating of drums and the blowing of political trumpets, and the country has been in a ferment of discussion and political strife because of it. All Canada has known of the project and has appreciated its importance. The G.T.P. has often been referred to as the second of the Canadian transcontinentals, but this, of course, is a mistake. Since 1895 the Canadian Northern interests have been working steadily at the building of the second transcontinental and although their work has attracted very little attention and aroused very little interest in Eastern Canada they have nevertheless been accomplishing great things in a quiet and unostentatious way. A little more than a year ago the good people of Toronto sat up and rubbed their

eyes in astonishment when they read in their papers one morning that the C.N. R. management had secured an option on the proposed new union station site about which the Canadian Pacific and Grand Trunk were disputing. It was a bold stroke that advertised effectively the fact that another transcontinental was being built.

It may surprise many people to know that the C.N.R. have now almost 2,500 miles of track west of Lake Superior. Nine years ago they had only 100 miles in the Dauphin district of Manitoba, but the work has been carried on steadily and systematically in the intervening years. So well has the work been planned that every section of the road has been made self-supporting as soon as it has been turned over to the operating department. The accomplishment of this object has been steadily kept in view by Mackenzie & Mann when deciding on new extensions.

The completion of the road to Edmonton marks an epoch in the history of Western Canada and means a great deal for that city. The distance from Winnipeg and the east has been shortened by several hundred miles and the future of Alberta's capital as a jobbing centre seems to be assured.

CANADA'S TRADE WITH MEXICO.

MR. BRYAN E. TOMBLIN, of Cordoba, Mexico, has been taking a trip in Canada to consider the possibilities of trade between the two countries. During the past few months a direct steamboat service has been getting under way between Montreal and Vera Cruz under a subsidy from both Governments, and although to a large extent only in its experimental stage has revealed signs of great success.

The two industries with which Mr. Tomblin is more directly interested are coffee and tobacco growing and he was very enthusiastic upon the future prospects which he saw in store for these two industries in Canada.

Canada is, of a necessity, at the present time seriously concerned about her own internal development, yet it would undoubtedly pay the Government to open their eyes as to what are the possibilities for export trade. Mr. Tomblin laid great stress on the fact that Mexico had a large market for various lines of produce which Canada can easily supply. He mentioned particularly, butter, potatoes and cheese. The market for this, in Mexico, is sadly deficient and would form a fine field for exploiting Canadian trade.

The politic developments of Mexico have undergone a material change during the last few months. One important move of the Government was the guaranteeing of the rate of exchange which has given great stability to the financial aspect. So much so that abundant capital from foreign parts has been flocking into the country to develop its resources. The Mexican dollar now stands on a firm basis and is on a parity with the Canada fifty cent piece, so that the financial world now knows exactly what it is doing. This has had a marked effect in stimulating confidence in its commerce. Vera Cruz is now only ten days distant from Halifax for the Winter months, and is, therefore, an easily get-at-able distance.

The resources of hard wood and dye woods are practically unlimited in Mexico and could form an additional cargo to coffee and tobacco, the latter of which is already of a substantial character.

Mr. Tomblin advocated very strongly that Canadians should go to the trouble of taking a tour of Mexico and see for themselves its great business possibilities, which he described as fully equal to the possibilities of Canada herself. The trip by rail from Canada via St. Louis could be done in about three days and, in addition to being a splendid outing for a Winter trip, would amply repay any business connections which could be established with that country.

QUESTION OF QUANTITY BUYING.

"SHOULD not one combination be allowed to get a given quantity of goods as cheaply as another combination of men?"

These words uttered by Mr. Fielding, sitting on the Tariff Commission at Hamilton, are really pregnant with meaning and strike at the root of the whole question. It is always well to bear in mind there are two sides to every question.

As an illustration of the importance to a manufacturer of regulating the selling price and terms on goods of his manufacture, an instance is known of a manufacturer a short time ago having sold a block of goods to a departmental store, the argument advanced by the buyer of the departmental store being that in view of the quantity purchased they expected the very lowest price. The manufacturer sold at his lowest price and shortly after that the departmental store was advertising the line of goods in question at less than the manufacturer's wholesale price.

The result was, that when afterwards the manufacturer called upon the wholesale and retail trade with a view to securing business, he was met with the answer that it was no use him expecting to make sales to the wholesale and retail trade at the prices he was asking when the departmental store in question was offering the goods at less than the manufacturer's price. This line of goods was used as an advertising medium to attract buyers by the cheapness of a staple article upon which every householder knew the price, while, at the same time the departmental store could probably secure other business from an intending buyer that would net him a very large profit, completely ruining the retailer's trade for the season.

There are many cases of this kind, and unless proper protection and regard were given by the manufacturers to the different classes of trade, the sale of goods to the consumers would soon be entirely in the hands of three or four departmental stores or their branches throughout the country. So many lines of groceries being staple, and the prices being well known to consumers, departmental stores frequently use such lines for advertising purposes, with the result that their action is calculated to ruin the trade of the retail grocer, unless he is properly protected by the manufacturer and wholesaler.

SUDDEN DEATH OF TRAVELER.

THE trade will learn with regret of the very sad and sudden demise of Mr. Thos. Dowswell, representative of F. W. Humphrey, wholesale grocer, Toronto, in the Georgian Bay district. Mr. Dowswell left Toronto Monday night apparently in good health and spent Tuesday and Wednesday in Orillia and surrounding district. Late Wednesday night a message was received to the effect that while going upstairs to retire at the Daly House, Orillia, about 11 o'clock, the unfortunate traveler was stricken with heart failure and expired immediately.

The deceased was a man of between 55 and 60 years of age, was well known to the trade and generally popular. He had learned the grocery business with Kinnear & Lang in the early days, and then started in business for himself near the old market. He was at one time on the road for a couple of years for the Empire Tobacco Co., and later was in business as a retail grocer at the corner of Wellesley and Ontario streets. He had been with F. W. Humphrey about 3 years at the time of his death. There are left a wife and several brothers in addition to a wide circle of friends, who will mourn this untimely cutting off.

HE COMPELLED SUCCESS.

FARMER, fruitgrower, nurseryman, wholesaler, manufacturer, Member of Parliament, are some of the functions that go to make up the busy life of Mr. E. D. Smith, Member of Parliament for Wentworth, who alone of the opposition candidates weathered the bye-election gales of November 22 and will represent his native constituency at Ottawa for the remainder of the present Canadian Parliament.

As a good fellow personally, and one closely connected with the grocery trade, the readers of The Grocer, irrespective of political affiliations, will join in congratulating Mr. Smith on his success—success that his record well warrants.

Indeed, Mr. Smith's life has been a succession of successes. Difficulties have been to him only so many things to be overcome. The effectiveness of hard work and persistency has seldom been better exemplified than by the subject of this sketch, who might well be taken for a model by the youth of this country who have their fortunes to make.

Mr. Smith was educated at the high school in Hamilton, intending to follow the profession of a civil engineer. He was a bright student and had secured the Gilchrist scholarship when his eyesight was affected by over-study and he was compelled to give up all thought of further pursuing the course to his intended profession.

Such a disappointment would have discouraged many a young man, but E. D. Smith was made of sterner stuff.

There was the old homestead and farm back in Saltfleet Township under the mountain, a hundred and seventy acres of good Ontario land that might well employ the best thought and energy of any ambitious young man, and the future M.P. was not without ambition.

It did not take long for the fact to be borne home that the prospect for rapid advancement in ordinary farming was not overly encouraging. New paths had to be blazed, new sources of wealth unearthed.

The young man showed such aptitude and steadiness that at 25 his father gave him half the homestead and sold to him the other half for $5,000, and E. D. Smith set to work to win his fortune and pay off the debt on the farm.

Fruit-growing seemed to the young man to offer good prospects, although at the outset a costly affair entailing heavy expenditures with little or no income; and he bent his whole energies in this direction. It required grit and faith, but in time the orchards began to bear fruit and the tide of fortune to turn.

But the fruit business was not without its drawbacks. When the crops were heavy the markets were overloaded. Every fruit-grower seemed to think it necessary to send his fruit to the few large centres. Gluts were the consequence, with prices below a profitable level. The situation required a mind of executive capacity. Mr. Smith had a theory that by developing the smaller towns and villages throughout Canada he would have a regular market for his fruit without the demoralizing conditions that prevailed at times in the old centres. The theory was soon shown to be correct. Mr. Smith found he could not only readily dispose of his own fruit at profitable figures but that the demand was such as to make it necessary for him to buy fruit to fill his orders. Thus came the development from a fruit-grower to a wholesale distributor.

In 1886 Mr. Smith added to the 170 acres that formed the homestead, the farm at the foot of the mountain on which he now resides. As his business of fruit-growing and fruit-buying gradually increased other farms were secured until now Mr. Smith has under cultivation 750 acres, 200 of which, however, are rented. The rest is owned in fee simple.

It must not be thought that in his fruit-growing and allied occupations old line farming was neglected. Mr. Smith is still the proud owner of 25 head of fine cows and raises sufficient hay and oats to winter his stock and to provide provender for his stable of horses, a large number being required on the estate.

Success is the result of building on foundations already well and truly laid rather than in launching into enterprises concerning the requirements of which we are uninformed.

About fifteen years ago the fact began to loom up very largely before Mr.

E. D. Smith, M.P.

Smith's vision that we were importing very large quantities of nursery stock from the United States. Why not grow our own? seemed a pertinent question to which no satisfactory answer could be given. The conditions in the Grimsby district were all favorable, and the requirements of the fruit men known. Mr. Smith began raising nursery stock. The venture was a success from the beginning and for some years past Mr. Smith has been among the two or three largest nurserymen in Canada.

At present, of the 750 acres of land managed by Mr. Smith 250 acres are in fruit, about 250 in nursery stock and the balance in ordinary farm crops, a portion of which being land in preparation for nursery stock.

The most recent phase of the fruit business upon which Mr. Smith has entered is that of manufacturing. In connection with his fruit shipping business, which for a number of years past has amounted to between 300 and 400 cars per annum, the possibilities of a jam and canning factory became apparent. It looked like a good investment and so a little over a year ago Mr. Smith erected a factory for manufacturing jam and canned fruit, the building for which cost about $15,000.

Here again Mr. Smith's genius for being just a little different from anyone else made itself manifest. There were many concerns putting up jams and jellies and canned fruits in tins. Mr. Smith figured it out this way: Canada is growing richer and richer; the consuming public are becoming more able and willing every day to buy a first class article and pay the price for it. At the present time we are importing some million pounds of high class pure jams and jellies from England and Scotland. It is only reasonable to suppose that these can be made in Canada of equally good quality and at less price, particularly if the factory is located right in the midst of the orchard where the fruit can be secured freshly picked and direct from the trees.

Mr. Smith regarded this venture much in the light of an experiment, knowing how difficult it is to sell goods at a high price when apparently similar goods are on the market at a lower figure, and did not anticipate a large sale the first season.

He was agreeably disappointed. He placed his goods on the market in an attractive shape and advertised them on the ground of purity and quality, and has already found a large class of people who are willing to give his products a trial and on trial become regular customers.

It is interesting to note despite the variety of Mr. Smith's interests how well they work in together. He grows fruit trees. The big rush in handling these is in the Spring when not busy with anything else. He grows fruit in considerable quantities, which enables him to keep in close touch with the probable quantities which are likely to come upon the market at a given time. If he finds on his trees a very heavy crop of a certain variety of plums, grapes or peaches, he can pretty surely surmise that his neighbor will have a similar crop at about the same time, and can arrange for his market accordingly. Finally, if in shipping the fruit he finds there is an over-supply of peaches or any other fruit, such as likely to depress the market, he can turn the surplus into his factory, where it will reappear in the form of jam or preserved fruit to meet the demand which comes into play later during the Fall or Winter.

The fact that Mr. Smith's factory is located on his farm and communicates with the city only by means of the telephone and radial railway is significant. Indeed, it is no rash hazard to predict that with the development of radial railways and power lines throughout older Ontario similar industries will spring up all through the country and the centralizing movement that has been noticed for so long be checked.

ATTRACTIVE PRICE LIST.

R. A. Rogers & Co., Limited, of Winnipeg, are sending out to the trade a handsomely printed price list of Christmas fruits and specialties. It is printed in two colors on heavy coated paper and is in every respect a credit to the firm. Any readers who have not received a copy may have one on mentioning The Canadian Grocer.

The Way to Win Customers

is to give them the best goods obtainable. In tea you can only do this by giving them

"SALADA"

CEYLON TEA

It is to your interests to push **"SALADA"** because no other tea has the confidence of the public to the same extent as **"SALADA."** This means large sales for you and therefore big profits.

Prove what we say by giving us a trial order.

"SALADA" Toronto or Montreal.

"SALADA" received the Highest Award at St. Louis, 1904.

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CANADA'S STANDARD

FOR

REFINED SUGAR

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THE

CANADA SUGAR REFINING CO.

LIMITED

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It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the CONSUMER with logical advertising and every trial proved that when we said

CELLULOID STARCH

was the best starch made we told facts.

Celluloid Starch is IN DEMAND and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Nov. 30, 1905.

SINCE our last report there has been considerable shrinkage in volume of trade reported. There is every indication that buyers from outside points have completed their stock arrangements for the coming season. Orders, therefore, during the week under review have been mainly in the nature of immediate requirements or completion of previous orders.

On the street, trade has been dull and uninteresting, wholesale buyers showing no great inclination to place orders at the present moment.

In canned goods there has been the usual activity but with no material feature of interest to note. We quote this week new pack apples which are now on offer.

Red raspberries are reported as being short in stock and prices are, therefore, more of a nominal character.

In sugar there has been no new feature of interest. Trade has continued steady for immediate demands, with no indication of any material change in the near future.

Syrups and molasses are uninteresting.

In coffee there has been a fair domestic demand and better and milder grades are receiving more attention.. It is evident that coffee is now attracting much more attention than has previously been the case.

In tea the local market has been dull and samples which have arrived at recent date are reported as not up to the standard of earlier arrivals, a fact which probably accounts for smaller volume of trade.

In dried fruits there is more activity manifest and prices generally are ruling extremely firm with an upward tendency.

In prunes prices have manifested still further strength as will be noticed in our detailed report.

Citron peel is advanced somewhat.

In Sultanas, reports from primal points denote a much firmer market and quotations have materially stiffened. Local prices have advanced.

California muscatels have made an upward tendency and are now quoted at 7 1-2c. to 9c.

Domestic evaporated apples, in sympathy with the strong situation, are now quoted at 10c., an advance of 2c. on previous prices.

Walnuts continue to maintain the strength spoken of in our previous report and there is every indication of a short market with still further advancement in prices.

The demand for rice continues good with prices of a distinctly upward tendency, but no quotable change.

Spices are uninteresting.

The bean situation is very strong and previous quotations are well maintained. Whilst it is believed that the crop will prove a very short one the quality is considerably above the average.

The fish market continues very active and arrivals are coming to hand in every way satisfactory.

The hide market, whilst being reported as continuing steady on previous basis, is not considered to be by any means satisfactory. Arrivals are still only sufficient to meet the present demand. The present season is not a favorable one for quality. It is, therefore, expected that the present condition of the market will make a movement at an early date. At the same time, as the stock is likely to depreciate, it will not be a favorable moment for dealers to lay in supplies.

Canned Goods—An ordinary degree of activity has been manifest, with no special feature to report. New pack apples are now being quoted and our prices will be found corrected accordingly. There are still small stocks of 1904 pack on hand at old prices. Through misprint green gage plums were quoted at $3.17 1-2, it should have read $3.47 1-2. Raspberries are reported as short in stocks and prices firming up. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		3 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's, tips	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 47½	3 45
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00

Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" gal	....	4 50
" jugs	7 70	12 60

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
½-lb. " less than 5 cases, "	....	9.½
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50
Lunch tongues, per doz	....	2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—Local demand for sugar continues uninteresting. The unsettled condition of the market gives such uncertainty to the position that buyers hesitate to buy anything but for immediate requirements. The U. S. markets report a somewhat stronger position, but up to the time of going to press it has not had any material change on the domestic market. It would appear as though the universal opinion is that bottom has been reached, in fact that prices have really declined too far and that a slight reaction has taken place. How far this reaction may extend before the normal condition is restored remains to be seen. At all events the demand is not likely to be of such a nature as would warrant any immediate upward movement. Should, however, any further strength be manifest on foreign markets there is little doubt but that domestic sugars would move in sympathy. We quote:

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 23
Bright yellow	3 38
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—The domestic trade has been of little interest, only a very ordinary demand being in evidence. From foreign points arrivals are reported as small and spot stocks low. The N. Y. reports denote the tone of the market as firm, there being a good demand for all offerings of desirable grades, baking interests being free buyers, and dealers were making moderate purchases to obtain supplies to cover their current wants. The market was unchanged and firm. Offerings of spot supplies continued practically nil due to the absence of spot stocks in dealers' hands, most of their supplies being sold previous to arrival. We quote:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 80
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—The domestic trade has been showing continued interest, and in better and milder grades fair business is reported. From foreign points reports denote a much stronger position and prices ruling firm. The latest information from N. Y. denotes trading in the market fairly active and the tone firmer. At the opening, prices were five points higher. During the day there was a moderate amount of buying and as offerings were limited, prices made an additional gain. The close was firm at a net advance for the day of five to fifteen points.

The advices received from Brazil report a light interior movement of coffee. The weather conditions in the interior have not been favorable for the growing crop, more rain being needed.

The existing stocks of coffee at Rio and Santos, it is pointed out, are considerably smaller than last year. European stocks also are limited, and it is expected that Europe will have to continue in the market as a steady buyer during the balance of the season to prevent a material further reduction in her existing stocks.

The consuming trade in Europe, it is maintained, is poorly supplied and it is also understood that the stocks in the hands of the consuming trade are light, as buyers as a rule have been reported operating on a hand-to-mouth basis for some time past.

With a revival of confidence which is expected to show itself in the near future, an improved condition of trade is believed will develop, and this, with probable steadily decreasing stocks during the balance of the present crop year, it is believed, will have a favorable effect upon values.

The Brazil market was reported firm.

	Per lb.	
Green Rico, No. 7	0 10	0 10½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
Green Guatemala	0 24	0 25
" Jamaica	0 12	0 18
" Maracaibo	0 16	0 23

Tea—The domestic market has been dull and inactive. No great energy has been manifest. Buyers have expressed disappointment at recent samples coming to hand, quality not coming up to earlier supplies. The London market reports in Indians, that offerings were again too heavy for the requirements of the trade. This resulted in a further slight weakening of the market, which was specially noticeable in common descriptions. Duty payments are proceeding very satisfactorily, and appear to indicate that the duty paid stock in the country is below normal. The total quantity of tea shipped from Northern India to all places to the end of September was about 4,000,000 pounds below the same period last year.

In Ceylons the more limited supplies of really good tea just now coming forward met with strong support at hardening rates. On the other hand, where quality was off, quotations eased back accordingly. Quality is showing some signs of falling off, as generally occurs at this season of the year.

Foreign and Dried Fruits— Domestic trade has continued active in view of Christmas trade, and several lines are developing considerable strength.

New prunes are developing further strength and prices have been again advanced.

Californian muscatels have advanced materially, being now quoted at 7 1-2c. and 9c.

Domestic evaporated apples have advanced in sympathy with the apple market.

Walnuts are reported as advancing materially owing to continued reports of short crops.

New Brazil nuts have also stiffened considerably. Foreign reports all denote considerable strength and trade as good, both in Californian and Mediterean points.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½

Candied and Drained Peels—			
Lemon	0 09½	0 10½	Citron 0 16 0 18
Orange	0 10½	0 11½	
Figs—			
Elemes, per lb	....	0 10	0 14
Tapnet "	....	....	0 04
Bay of Nations, per lb	....	....	0 04
Apricots—			
Californian evaporated, in 50-lb boxes	....	0 14	0 15
Peaches—			
Californian evaporated, " "	....	0 14	0 15
Pears—			
Californian evaporated, per lb	....	....	0 13
Currants—			
Fine Filatras	0 05½	up	Vostizzas 0 07 0 08½
Patras	0 06	0 06½	
Raisins—			
Sultana	....	0 05½	0 07
" Fancy	....	0 10	0 14
" Ext a fancy	....	0 15	0 16
Valencias, selected	....	0 05	0 06
Seeded, 1 lb packets	....	0 11	0 12½
California, loose muscatels—			
3-crown	....	....	0 07½
4-crown	....	....	0 09
Dates—			
Hallowees	0 04½	0 05	Fards new choicest 0 09 0 10½
Sairs	0 04	0 04½	" new choice.. .... 0 09½
Domestic evaporated apples	....	....	0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 13½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 13½	0 16
" Bordeaux, "	0 10½	0 11
" shelled	0 20	0 25
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
Cocoanuts, Jamaica, per sack	....	4 50
Italian Chestnuts, per lb	....	0 08
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08½
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Rice and Tapioca—Local trade continues active in rice, with prices well main-

tained. Spot stocks in both rice and tapioca are extremely low, and arrivals coming in are only on a parity of consumptive demands. We quote:

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	....	0 04½
" double goat	....	0 05½

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Honey—The local trade is continuing to advance and our previous quotations are ruling very firm. The quality of honey arriving on the market is reported as being excellent. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08	0 08½
" " " in 5 lb & 10 lb. cans, lb.	....	0 08½
" sections, No 1, per doz	....	2 00
" " No. 2, "	....	1 75
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—There has been no change in the situation since our last report. Previous quotations rule firm. We quote:

Beans, handpicked, per bush	....	1 85
" prime, No. 1	....	1 75
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fish—The fish market reports very good business in all lines. The season has opened with great activity and shows every indication of being an excellent one. Our previous quotations remain unchanged:

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 07
Frozen trout "	....	0 09
Fresh cod steak, per lb	....	0 08
" lobsters, boiled, per lb	....	0 25
Frozen B.C. salmon, per lb	....	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	....	0 09
Herring, "	0 06	0 07
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	....	0 07
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring, salt, No. 1, half bbl	....	3 00
Frozen sea herring, per lb	....	0 04½

Dried and Cured Fish—We quote:

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07½
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06½

Hides—Local markets continue firm, and active, all arrivals being easily placed and no prospect of any accumulation of stocks. It is generally thought that the market must soon find a more stable basis. Winter arrivals do not generally show good quality and will not, therefore, be so readily placed. The U. S. markets are showing distinct weakening, although still on a parity with this market. Wool is slow and unprofitable, many would-be buyers holding off to see result of coming London reports. We quote:

Hides, inspected, steers, No. 1	....	0 12
" " " No. 2	....	0 11
" " cows, No. 1	....	0 11½
" " " No. 2	....	0 10½
Country hides, flat, per lb	0 10	0 11
Calf skins, No. 1, selected	....	0 13
" " No. 2	....	0 11
Lamb skins, best city slaughter	....	1 10
Deer skins, green	....	0 13
" dry	....	0 22
Moose hides, green	....	0 03
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 15	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb	0 22	0 24
" extra "	0 24	0 25

Quebec Markets.

GROCERIES.

Montreal, Nov. 30th, 1905.

IN grocery jobbing circles trade is reported as only fair. Now that navigation has closed jobbers expect a somewhat easier business. Country orders are turning more in the way of requirements for the approaching holiday trade and as is usual at this time of the year, not much attention is given to heavy buying.

Fruits, nuts and all kinds of seasonable necessities are the principal sellers.

In teas the market remains quiet though firm and no special features are reported. All lines seem under fair demand. As regards the matter of inspection of teas that have been rejected on the New York market, it is reported that several lots have passed the customs, which should not have been allowed under the standards to have been marketed. The fact that the jobbing trade and importers of teas are still without standards, despite the fact that requisition has been made on the Government at Ottawa, is causing a good deal of uncertainty and dissatisfaction here.

Sugars are unchanged with only a fair demand and as remarked in special department devoted to sugar, the agitation in the west, before the Tariff Commission, on sugars is arousing a good deal of interest among the jobbing trade and divers opinions are expressed on the subject.

Syrups and molasses are quiet, with business only fair.

Coffees and spices are locally dull and little trade done.

In canned goods things are very quiet.

The commencement of Advent, December 1, has stimulated the fish trade and dealers report splendid business for all lines and this is expected to keep up until Christmas. Country buyers are also buying more freely.

In dried fruits there has been some activity during the past week, but no changes are reported. Evaporated apples and beans are extremely high, in fact the former have dropped off in demand owing to the high price asked by evaporators.

Maple and honey products show an improved demand.

The flour market is reported as being in good condition and millers all report being busy.

Bran is fair and in good demand, as also is seed of all kinds.

Cheese and butter, owing to the close of navigation and the shortness of stocks here were expected to get easier, but prices are still firm and the local demand sufficient to maintain the high prices prevailing.

Eggs are also scarce and becoming practically a luxury to the customer, as high as 40c. being asked for strictly fresh eggs over the counter.

Provisions are steady, with a quiet demand for all lines.

Canned Goods—There has been some little activity in the canned goods situation due largely to the closing of navigation, buyers in all parts availing themselves of the privilege of last shipments. The advance in freight rates has also stimulated orders from country buyers. There are no special features to note among jobbers as to any particular lines of canned goods. Salmon is in fairly good demand and as Advent is here the consumption of fish products of all kinds will naturally be reflected in larger orders in canned fish of all descriptions. We quote:

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinkled (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2's, sliced		2 25
2's " grated		2 35
2's " whole		2 50

Plums—	
2's, Damson, light syrup	1 00
2s " " heavy syrup	1 20
2½'s " " "	1 57½
3's " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " "	1 62½
3's " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
Raspberries—	
2's, black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905:

Horseshoe, 1 to 4 cases—Talls	**$1.57½**
Horseshoe, 5 cases and over—Talls	**1.55**
Horseshoe, 1 to 4 cases—Flats	**1.70**
Horseshoe, 5 cases and over—Flats	**1.67½**
Maple Leaf, 1 to 4 cases—Talls	**1.57½**
Maple Leaf, 5 cases & over—Talls	**1.55**
Maple Leaf, 1 to 4 cases—Flats	**1.70**
Maple Leaf, 5 cases & over—Flats	**1.67½**
Clover Leaf, 1 to 4 cases—Talls	**1.57½**
Clover Leaf, 5 cases & over—Talls	**1.55**
Clover Leaf, 1 to 4 cases—Flats	**1.70**
Clover Leaf, 5 cases & over—Flats	**1.67½**
Arrow, 1 to 4 cases—Talls	**1.50**
Arrow, 5 cases and over—Talls	**1.47½**
Arrow, 1 to 4 cases—Flats	**1.62½**
Arrow, 5 cases and over—Flats	**1.60**

Sugar—Since the advance of 10c. noted last week there is no change to date in the sugar market. Business is reported quiet by jobbers and no interest is noted, with the exception of the agitation in Toronto and Hamilton in matters relating to sugars that has been brought out at the sessions of the Tariff Commission. This subject seems to be of vital interest to many in the trade, but no strong opinions are expressed for publication. The outcome of the agitation in the west is looked forward to, as is but natural, with a good deal of interest by the grocery trade. We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 75
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	3 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

Syrups and Molasses—There is no change in the situation of molasses and only moderate jobbing business is being done. Corn syrups maintain a good demand at unchanged prices. We quote:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—There is no change of importance to note in the local coffee market, which is on the quiet side, with prices unchanged and steady. Messrs. Watt, Scott & Goodacre in their report of the 29th ult. say: "Receipts at Rio and Santos are falling off rapidly. It is important to note that while as usual the U. S. have taken the larger part of the Brazil crop their visible is only about 500,000 bags greater than at even date last year. To-day New York practically controls the world's coffee and their very large stocks have been accumulated without advancing prices. As the greater part of this accumulation is owned by two interests and as they have been successful in covering their requirements they will soon be looking for profits. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10½
Santos	0 10½ 0 11½
Maracaibo	0 11 0 13½

Tea—The local tea market continues firm and steady with a volume of business limited. Brokers report inquiries none too plentiful as the policy of the trade seems, momentarily, to be to buy cautiously. Ceylon greens and blacks are reported firm and Japan teas also are under fair inquiry, although the trading is not heavy. China Ping Sueys are still inquired for at somewhat firmer prices. We quote:

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Foreign Dried Fruits—Business in all lines of dried fruits has been very active. There is, however, nothing new to report as regards Valencia raisins this week. Currants are maintaining the advance previously reported. Comadre figs are scarce. Dates are going into consumption freely at reasonable prices. Shelled walnuts are very scarce and new supplies are anxiously awaited for the Christmas trade. Shippers abroad advise that notwithstanding the high prices ruling, they are crowded with orders. Walnuts, 1905 crop, of all kinds are now in buyers' hands and are being rapidly distributed to the country trade. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " ⅛s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—There are no changes to report in the situation of the rice market. A fair amount of business is turning. Tapioca is reported stronger and will cost to-day from 1-2c. to 1c. per lb. more to lay down than former quotations. Jobbers are still quoting, however, at 4 1-2c. to 5c.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca, medium pearl	0 04½ 0 05

Spices—The spice market continues without change. A firmness in peppers cassias and gingers is still apparent. Local business is fairly good among grinders and the jobbing trade. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Beans—The bean market continues very firm with a strong upward tendency. Higher prices are anticipated by shippers' agents and the trade generally is of the opinion that an advance is likely to come. The general run of prices this week has been from $1.65 to $1.70 gor 3-pound pickers. The close of navigation has seen shipments for foreign ports and one consignment of several hundred bags was noted for Russia and further shipments for that country have been booked, naturally now that navigation is closed, via New York. We quote:

Choice prime beans	1 75 1 80
Lower grades	1 65 1 75

Evaporated Apples—Owing to the high prices that are being asked by western evaporators the demand has somewhat fallen off. Despite the fact that California evaporated prunes are high this year, it is argued that if evaporated apples reach approximately the same price as California fruits the average consumer will turn to the California fruit. The consumption, naturally, at the high prices prevailing will be curtailed. From 8 1-2c. to 9c. is quoted as the ruling prices for Winter variety.

Maple Products—There has been a slight improvement in the demand for maple products. One large sugar dealer reports that fancy stocks and even good fine maple sugar is hard to secure. The

demand for maple syrup is growing, owing to the advent of colder weather. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 08½	0 09½

Honey—There has been a better demand during the week for honey of all descriptions. White clover is firm at 7 1-2c. to 8c., with new comb at 12c. to 14c., according to quality. Buckwheat in round lots is quoted at 5 1-2c. to 5 3-4c., though 6c. in a jobbing way is the price. We quote:

White clover, extracted tins		0 08
" kegs	0 07½	0 08
" comb, new	0 12	0 14
Buckwheat	0 06	0 06½

Fish—The demand for fish of all kinds is exceptionally brisk at present and will continue so. Advent commences on Dec. 1 and buyers generally throughout the country are preparing to meet the demand for fish. It is to the interest of all fish dealers and grocers to stock up now as a good sale can always be depended on from now till Christmas. There is a ready sale especially for fresh and frozen fish. Green cod continues scarce and prices are higher than usual with prospects of further advance in the near future. Salt herrings are also good sellers. New frozen herring are now on the market, also salmon and halibut, as well as lake fish, while haddock are more plentiful, with prices lower than our previous quotations. In smoked fish there is a good demand for haddies and kippers. The demand for bulk oysters is also much better and it will increase during December, which is one of the heavy months for these goods. We quote:

Fresh fish—	
Fresh haddock, per lb	0 04
" market cod, per lb	0 04½
" steak cod, per lb	0 05
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 90
Bloaters, 100 in box, per box	1 25
New herring, in small boxes, per box	0 11
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	8 00
Standards per imp gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " " "	0 06
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Dry codfish, 100-lb. bundles, per bundle	6 00
Frozen fish—	
B.C. salmon, per lb	0 09
Halibut per lb	0 09
Gaspe salmon, per lb	0 15
Dore, per lb	0 07½
Whitefish, per lb	0 08
Dressed pike, per lb	0 06½
Sea trout, per lb	0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 10
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	9 50
" lake trout, per keg	4 75
" mackerel, per pail	2 00
" large green cod, per lb	0 04
" medium, " "	0 03½
" small, " "	0 03¼

Mr. Wm. Dobie, general manager of E. W. Gillett Co., returned from a business trip to New York a few days ago.

N. B. Markets.

St. John, N.B., Nov. 29, 1905.

THE weather has continued very mild, in fact, except a few days we have not had it at all cold. Dealers have been very busy but the rush is over. In Winter port business, the first steamers have come and gone. In markets there is nothing of particular interest. The general tone is firm and in many lines prices are high.

Evaporated apples have shown a sharp advance.

Fresh meats are very low this Fall.

One feature of the week was the receipt of some small shipments of Malaga seeded raisins. These were never imported till two years ago, in fact, had never before been put up in Malaga. That year the appearance of the goods was unsatisfactory, though in other ways the goods were bright. Last season owing to the low price of California seeded none were imported. In the early season this year buyers were offish, fearing the quality would not be right. When they found the extreme price of California seeded, they tried to buy but found the shipper oversold to other markets. The shipments now to hand are very satisfactory and the success of Malaga packers in this line is assured.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 30, 12.30 p.m.

BUTTER—Market slightly easier. Fancy Townships sold 23½c. or ½c. lower. Fine Creamery, 23c. Ontario Dairies, 20c. to 21c. Rolls, 21½c.

CHEESE—Market dull, little doing. Ontarios, October makes, 12½c. Easterns, 12c. to 12½c. November selling ½c. under these.

EGGS—Market steady, firm undertone. Selected, 25c. No. 1 Candled, 20c and Montreal limed, 21c.

PROVISIONS—Steady market, no change. Dressed hogs firmer and higher. Smoked meats, good demand.

Oil—In burning oil business has been very large. Prices show no further advance. Lubricating oils rather quiet. In paint oils some contracts for linseeds have been made. Prices are somewhat unsettled. While figures quoted are low, it is doubtful if the extreme low prices of last year will be again seen. Turpentine seems also unsettled, but continues high. There have been quite large receipts of cod oil this week. Prices continue higher than was generally expected and demand from New York has greatly helped in strengthening the market.

Salt—This is the off season. A fair stock of Liverpool coarse salt is held here. Prices are firm. In fine salt demand is light.

Canned Goods—Owing to open prices among the dealers here this Fall, particularly in vegetables, and a tendency to cut prices, this has not been a satisfactory line. The situation is somewhat better. Tomatoes are firmer. In fruits prices show little change. Just fair business. Salmon is dull. Prices this year are well below last. Lobsters continue extreme. There is quite a full stock of gallon apples held. In domestic fish, prices unchanged. Sardines a full pack. Scallops very scarce.

Dried Fruits—The first direct shipments of California seeded raisins have been received. While showing nice quality, price is too high for business and quantity imported is very light. Practically no California loose raisins here. Market is well supplied with Malaga loose and Valencia layers. For table fruit, Malagas are sold. Some Malaga seeded have been received. Both price and quality satisfactory, but owing to demand from other markets and the fact that our people delayed buying, only a small quantity was secured. Prunes have a steady sale and stocks are light. Prices firmer. Apricots and peaches firm. New dates here. The early fruit quite high. Figs this season, low. Evaporated apples have somewhat surprised the trade. Prices showing quite rapid advance. Onions rather higher. This is the season of large sale for nuts.

Sugar—Market is still weak and unsettled. Dealers are carrying but very light stocks, in fact, buying from hand to mouth.

Molasses—In Barbadoes molasses prices are firmer. The stock is not large. In Porto Rico quite full stock held. Values somewhat unsettled, but for fancy, prices held quite firm.

Fish—Weather continues too mild for frozen fish. There is little variety in fresh stock, chiefly cod and haddock being offered. In dry fish prices are still very high. Pickled herring are just fair supply. High prices asked. Rippling herring are the best grade offered. It has been a good season for boneless fish, prices of which have been relatively low. Smoked herring firmer. There is steady western demand for haddies.

BUSINESS PERSONALS.

MR. W. A. SINCLAIR, who has been representing R. Herron & Co., wholesale spices and coffees, Montreal, in the Maritime Provinces, is meeting with splendid success. Mr. Sinclair is young, ambitious and energetic, and his firm report good business from his district.

Mr. T. C. Fleming of the Fleming-Hutton Co., Limited, has again resumed his connection as traveler with Gowans, Kent & Co., with which firm he was so long connected. This well known combination will no doubt as of yore boom crockery interests throughout his territory.

W. B. Stringer & Co., fruit brokers, of Toronto, have opened a branch of their business in Montreal at 209 Commissioners street, under the management of Mr. Thos. Smith, a thoroughly capable man of many years' experience in the fruit business. The firm have made rapid progress since their advent a couple of years ago and The Grocer sincerely wishes them every success with their Montreal branch.

THE TARIFF COMMISSION AT HAMILTON

POINTS OF INTEREST TO THE GROCER.

FIRST DAY.

THERE was one marked discord in the higher tariff symphony presented by over a score of manufacturers at the sessions of the Tariff Commission sitting at Hamilton. Some twenty-two demands had been heard for increased tariff protection for Canadian industries when there suddenly came a rift in the lute. H. W. Zealand, representing the Grocers' Wholesale Company of Hamilton, asked for the removal of the duty on sugar, starch, canned vegetables, canned meats, canned fruits, and other articles in general use handled in the grocery business. The grounds for this novel request were that it was the only way to overcome a combine of the wholesale grocers of Canada, who, through their guild, formed practically a close corporation in control of the buying and selling of groceries.

Mr. Zealand appeared on behalf of the Grocers' Wholesale Company, Limited, a Hamilton company, with $100,000 capital, and read the following memorandum:

The Combine Indicted.

"Grocers' Wholesale Company, Limited, with head office at Hamilton, was incorporated by letters patent, under the Ontario Companies Act, on the third day of July, 1901, to carry on business as wholesale grocers.

"Upon applying to the Redpath Sugar Refinery for sugar that company replied that it would be pleased to do business with the Grocers' Wholesale Company, Limited, but that its output was controlled by the Wholesale Grocers' Guild, and that it could not sell sugar to any firm or company that was not a member of the Wholesale Grocers' Guild, and that it would be necessary for this company to join the association.

Changed Their Minds.

"Since the incorporation of this company, and after some three years of cash dealing with starch manufacturers, canners of vegetables and others, the Wholesale Grocers' Guild demanded that the starch manufacturers, canners of vegetables and some others should absolutely decline any business from this company, and such starch manufacturers, canners of vegetables and others were compelled to remove the name of this company from their selling list, and in every instance it was stated that the matter was one of regret to the person or firm that was thus obliged to refuse to do business with this company.

"This company therefore makes application to the honorable members of the Commission to be permitted to import all such articles free of duty."

Could Not Enter Combine.

"What articles ?" asked Mr. Brodeur when Mr. Zealand had finished reading.

"Sugar, starch, canned vegetables, canned meat, canned fruits," was the reply.

"You are a wholesale grocer ?"

"Yes; we have been doing business for three years."

"Did you become members of that association ?" asked Mr. Fielding, taking a hand.

"No. Afterwards we endeavored to and they declined us."

"You applied for admission ?"

"After about a year's business we applied, and were refused admission." Mr. Zealand said he had correspondence on that question, and promised Mr. Brodeur to bring the documents before the Commission the next morning.

"You have since applied for quotations ?" Mr. Brodeur asked.

"Yes, less than a year ago."

"Was any different reason given—any question of finances ?"

"No question of finances; we are in business on a cash system. We have entered an action against the Guild, which is now pending."

A Wide-reaching Combine.

This concluded Mr. Zealand's statement. Seen subsequently by a press representative he gave the following particulars of his experience with the other interests referred to in his memorandum:

"The canners had done business with the Grocers' Wholesale Company to their entire satisfaction, and said they would be glad to do the business again this year, and I was assured they would leave our name on their list of wholesale buyers; but after an interview with the Grocers' Guild they felt themselves compelled to remove the name.

"We had been buying canned meats from William Clark, Montreal, but we got a letter from his representative stating that a list had been furnished him of the firms that he would be permitted to continue selling to, and he regretted to say that our name was not on that list.

Competition Restrained.

"In regard to sugar, we made an application lately to the Acadia Refining Company of Halifax, and they said in their letter that while they were with us in sympathy, yet the Montreal refiners left such matters in that district to them, and that they did not like to interfere in the districts of the Montreal refiners.

"As to starch, the manager of a starch factory told me that a letter he wrote to us was as strong as he thought he should put it but that privately between ourselves he was absolutely forced to do what he did—to refuse our business."

SECOND DAY.

The first move against combines in Hamilton in the nature of criminal prosecution was begun yesterday, when County Crown Attorney Washington went after the Dominion Wholesale Grocers' Guild. The office of the Canada Grocers, Limited, in the Spectator building, was searched under a warrant for books and other documents believed to be of use in connection with criminal proceedings, and everything in sight that might answer a useful purpose was seized by Crown Attorney Washington and Sheriff's Officer Stewart. Books and documents in possession of Mr. H. C. Beckett, of the wholesale firm of W. H. Gillard & Co., believed to be used in connection with the Grocers' Guild, were also seized, though Mr. Beckett stated he had nothing of importance in that line.

Follows Tariff Revelations.

This action was the outcome of the revelations made before the Tariff Commission on Friday, when Mr. H. W. Zealand, Manager of the Wholesale Grocers' Company, petitioned the commissioners for permission to import goods free from other countries that could not be purchased from manufacturers in Canada, because the company was not in the Dominion Guild or combine. It was alleged that the Redpath Sugar Refinery refused to sell sugar to the Wholesale Grocers' Company because it was not a member of the guild, and that starch manufacturers, canners of vegetables, and some others declined business from the company for the same reason. Mr. George E. Bristol (Lucas, Steele & Bristol) is president of the Canada Grocers, Limited, and one of the chief officers of the Dominion Guild. Harry C. Beckett (W. H. Gillard & Co.) is vice-president of the Dominion Grocers' Guild, and a member of the Price Commission thereof. The information laid is as follows:—

The Charge Laid.

"That George E. Bristol and H. C. Beckett, with others, combined to keep up prices of sugar, starch, and other commodities, to prevent competition in the same."

The turn taken before the Tariff Commission on Saturday in relation to the grocers' combine was unexpected. At the opening Mr. H. W. Zealand, who had brought up the question by his complaint on Friday, appeared, with counsel, Messrs. J. W. Nesbitt, K.C., and J. P. Gauld. They hesitated about placing their correspondence before the public, in view of their pending action against the guild, and were given time to consider the matter. Later the representatives of the guild made an effort to explain the charges and the sitting ended with Mr. Nesbitt's announcement that they had now decided not to produce their correspondence, in view of criminal proceedings being instituted against the guild by the Crown.

The Guild's Story Told.

The representatives of the guild who appeared were Messrs. Geo. E. Bristol, president of the guild, and H. C. Beckett and H. N. Kittson, of the W. H. Gillard Co., wholesale grocers, Hamilton. The principal statement was made by Mr. Bristol, who in a most cheery, doubt-dispelling manner, made a reply to Mr. Zealand. He said the latter's memorandum was so full of misstatements that in justice to the wholesale

grocery trade of the Dominion he desired to put the matter in a proper light before the Commission. As reported in the Globe, the grocers' wholesale company claimed to be a wholesale grocery company. He denied that; they were a combination of retailers, who divided their profits not in proportion to the percentage earned on the whole business, but on the profit earned on each individual article by the person buying it. "In that they differ from any wholesale grocery company, because they make their money and divide it among their stockholders or partners. They say they have been kept from buying sugar and other goods from the different manufacturers and that it is due to the Wholesale Grocers' Guild. If they were wholesale grocers in the ordinary acceptance of the term—it is the policy of the guild that everyone who is a wholesale grocer is admitted to the guild, but it is not the policy that a combination of retailers shall join together and injure their brother retailers by buying at less than they can buy."

Some Outside the Combine.

Mr. Bristol said the company's prospectus would show their objects are different altogether from those of a wholesale grocers' company. Sugar could be bought by others than members of the guild. There was a firm in Hamilton who had bought sugar—all the manufacturers in the Dominion were not members of the guild—there were two wholesale grocers' houses in Toronto, Lumbers' and Eckardt's; one firm in Kingston. Geo. Robertson & Son, and others in Canada not members of the guild. Therefore, Mr. Zealand's claim for a reduction of the duties was foundationless because of misstatements. No wholesale grocer had yet been refused admission to the guild.

Mr. Fielding then asked a few questions. "I do not think we are very much concerned as to whom you admit to your society. The question is, are these commodities still open to the public in the market?"

"They are."

"Anything that would tend to prevent different persons from purchasing on equal terms would be a matter that might be properly considered by us. Except in that I do not see that we have anything to do with it."

"They are available to anybody who wants to buy them."

"On even terms?"

"It is done like the railroad business: a man who buys a carload gets a better rate than a man who wants only a small quantity."

"A larger or smaller quantity?"

"That is the whole difference."

Is There Discrimination?

"But for given quantities—since the question has been put—can any man who wants to buy sugar from the refiners get the same rate for the same quantity and at the same terms as any other man?"

"Provided he is a wholesaler."

"If he is buying in big quantities that makes him a wholesaler."

"Supposing he was a retailer and bought it for, say, in Hamilton, to ruin the trade of every other retailer."

"Well, there may be phases of that that are difficult to deal with, but, generally speaking, the man who wants to buy the same quantity and pay his money ought to have it on the same terms," said Mr. Fielding, decisively.

"I do not think that phase has ever come up in that way exactly. In the grocery trade at least there is a retail and wholesale trade. The manufacturer would sell to us as wholesalers where he would not sell to the retailers at the same price, because that would be interfering with the other retail customers."

Agreement With Refiners.

"What is your agreement with the refiners with regard to the prices? Is there any price fixed between the guild and the refiners?"

"The guild fixes the prices, but it is available to everybody."

"The guild don't fix prices," interposed Mr. Beckett, correcting his associate.

"What is the nature of the arrangement between the refiners and the Grocers' Guild?" asked Mr. Brodeur.

"There is no written agreement," Mr. Beckett answered, "but there is an understanding that the refiners will recognize a system known as the equalized rate system of selling sugar. It is rather an elaborate thing; it would take too much time to go into the details of it."

"It is just as well to have it, since the question has been brought up, to clear the atmosphere."

"It is a system of selling sugar to enable the wholesaler and those handling sugar at present to make a profit, as they have been making, of four per cent. on the sales. This is what the system originated for, and it is arranged by working on the ruling price in Montreal. For instance, if sugar today in Montreal is $4.40, the trade have what they call an equalized rates book, that gives the name of every town in the provinces, and opposite these names are certain figures. These figures added to the list price in Montreal gives the selling price laid down at any point in Canada. These figures simply are sufficient to cover the cost of freight charges, and the wholesale grocer gets what he has earned in the shape of a refund or rebate that the refiners give for three months at 4 per cent."

"On what condition is that rebate given?"

"On the condition that the price has been adhered to, if they have not sold it at less than the list price, plus the equalized rate. We have not got to buy unless we want this rebate; that is, we volunteer to buy."

Done to Get a Profit.

"Can you buy from the States or other refiners?"

"No, we suggested that idea to the refiners. Prior to the sugar arrangement we were importing sugar and buying sugar from the refiners and selling it for absolute cost. We were not making any money, and finally, after a good many discussions, the thing came to a basis that was being worked in the States, and has been for years, that enabled us to sell the goods and make a small margin of profit. Anybody that wants sugar can buy it. They don't refuse it."

"So that Mr. Zealand's statement that he had been refused would not be correct?"

"No, it would not be correct. They don't refuse anybody, but they decline to give the four per cent. to anybody but those who are wholesale grocers."

"It comes about to the same."

"For instance, say, a person would go to the refiners representing half a dozen retail men, and wanted to buy two cars of sugar. The refiners don't think they are justified in selling to those retail men, who sell the sugar direct to the consumer, on the same basis as they would to the wholesale people. The wholesale people require a certain measure of protection."

Mr. Fielding returned to the discussion with a few more questions. "There are goods which are sold in similar quantities by the refiner to different firms. Why not on the same terms?"

"They don't buy for the same purpose," Mr. Beckett replied; "one is a wholesaler and the other a retailer."

"I quite realize that a man might want to sell to the wholesale trade on better terms than he would sell a smaller quantity. I do not think that is so serious. It is the quantity that governs the transaction if he sells another carload at the same price."

"If he sold a carload to a retailer made up of half a dozen retailers."

Should Have Equal Rates.

"Should not one combination be allowed to get a given quantity of goods as cheaply as another combination of men?"

"It has always been a recognized principle in the grocery business that wholesale discounts were to wholesale houses."

"Wholesale discounts to people who buy in wholesale quantities," suggested Mr. Fielding.

"The company of which I am a member," Mr. Beckett replied, "buys about $2,000,000 worth of sugar a year. In justice to other wholesale houses who are not doing as large a business we never ask for any concession with regard to quantities, because we don't want to have any attempt to get any preference over wholesalers who are doing a legitimate wholesale business. It was a case of treating everybody on the same basis, giving a discount to strictly wholesale houses and protecting wholesale houses to that extent by not selling to retailers on the basis of wholesale prices."

The Guild's Exclusiveness.

Replying to Mr. Brodeur, Mr. Beckett said wholesalers outside the guild can buy from the refiners and get the rebate. As to Mr. Zealand's firm's having been refused admission to the guild, Mr. Beckett said the form of application had been sent them and they could not sign it because they were doing a business that was not wholesale and they were not eligible for membership and thereby admitted they were not. Their prospectus had represented that wholesale grocers were a kind of a burden on the retail man. They, therefore, decided to buy their stuff from the manufacturers and divide it between them at cost price less the expense of doing the business.

"When the retailers get together like that with a view of putting wholesale grocers out of business it is natural that the wholesale grocers should do what they can to protect their interests by impressing upon manufacturers the

matter of only giving their wholesale discounts to the wholesalers," said Mr. Beckett.

Mr. Brodeur secured from Mr. Beckett the statement that all the Canadian sugar refiners were under the arrangement with the guild, except one, that at Wallaceburg. The guild did not sell the Wallaceburg sugar because the latter sold it to the retail men at the same price as to the guild. Replying to Mr. Paterson, Mr. Beckett said the guild courted inquiry. They were getting a profit of 4 per cent. on what cost 8½ or 9 cents to run. "We have been abused for several years and heard a lot of misstatements and want to stop them right there. We are prepared to answer them at any time."

What the People Will Think.

"I think," responded Mr. Fielding, "there will be a great many people who will take the ground that the manufacturer of an article should sell it on even terms to anybody, whether he calls himself by one name or another. I think the public generally would rather take that view, because the retailer, as a rule, does not want to buy in lots of a carload or fifty carloads. He buys in smaller quantities."

DOMINION VICE-PRESIDENT EXPRESSES HIS VIEWS.

Interviewed by a reporter, Mr. Beckett said :

"The Dominion Wholesale Grocers' Guild is not a combine, as has been stated, but is an association comprised of wholesale grocers throughout Canada, having for its objects the promotion of the general interests of the grocery trade. Its functions might fairly be described as closely analogous to those performed by the retail associations throughout the country, which have been created to improve the conditions among the retail trade, and which could not be effected by independent action. Unification of terms of sale, the equalization of freight rates, insurance rates, losses on bad debts, tariff legislation and all questions which directly or indirectly affect the wholesale grocery trade from time to time are duly considered and discussed by the Guild.

"There are no agreements as to prices, written or otherwise, between the manufacturers and the Wholesale Grocers' Guild, and statements to the effect that the Guild or its officers arrange selling prices of sugar and other commodities, are made either from a lack of knowledge or a desire to convey a wrong impression to the public.

"The relations between the wholesale grocery trade and manufacturers have been grossly misrepresented and great injustice and injury to the trade is being wrought by such misrepresentations. The Wholesale Grocers' Guild and its members court the closest investigation. The Guild has not combined, directly or indirectly, with any manufacturers in Canada, either to restrict production or advance prices.

"Manufacturers realize that the most economical distribution of goods is through the medium of the wholesale trade, and it means ultimately a saving in cost to the consumer.

"It would be absurd for any one to imagine a manufacturer doing business through the wholesale jobber and expect that jobber to sell such goods without a profit. The manufacturer further realizes that in order to stimulate the sale of his goods he must regulate the selling price and terms of his product, so as to insure a profit to those handling same, either wholesale or retail.

"In the case of sugar, the variation in prices of refined goods always has had relation to the fluctuation in the price of raw sugars. The Canadian market is controlled entirely by the price of raw in foreign markets. The protection afforded the Canadian refiners is so small that any attempt on their part to secure more than a bare profit would find this country flooded with foreign refined sugars.

"Since the first of January this year the price of sugar has gradually declined with the falling of values of raw sugar, so that to-day sugars are one cent per pound less than they were in January last. Further evidence is presented by the fact that to-day different refiners in Canada are quoting different prices for standard granulated sugar.

"The equalized rates system of selling sugar is a system of equalizing freight rates to enable wholesalers to quote delivered prices to retailers at all railway and boat points in the Dominion. This arrangement has proved of great value and convenience to the retailers. These equalized rates are arrived at by combining the carload rate from the refineries to distributing points, and adding the local rate of freight from distributing points to places of destination.

"Wholesalers sell at refiners' prices, add the equalized rates to points of shipment and pay all freight charges. To arrive at the cost laid down at any point the equalized rate is added to the refiners' list price of the day.

"Refiners allow wholesalers a trade discount of 5 per cent., but allow them no cash discount. Wholesalers allow the retailers a cash discount of 1 per cent. or sell to retailers on 30 days' time, and in carload lots a further reduction of 5 or 10 cents per 100 lbs. is made. Refiners' terms to wholesalers are 14 days net cash. The profit to the wholesaler is therefore a fraction less than 4 per cent. The actual cost of selling sugar is substantially more than the gross profit made by the wholesalers.

"The wholesale grocery trade is animated by a desire to, as far as possible, promote the interests of the retailers, believing that the interests of both wholesaler and retailer are identical.

"Press reports regarding the Canada Grocers, Limited, and its relations to the Wholesale Grocers' Guild and manufacturers are very incorrect and misleading. No books of the Canada Grocers, Limited, or any other wholesale grocery firm have been seized by the Crown Attorney. There are no guild agreements or documents of an incriminating nature, there never have been.

"The Canada Grocers, Limited, are not members of the Dominion Wholesale Grocers' Guild, but the different branches comprising the Canada Grocers, Limited, are individually members of the Dominion Wholesale Grocers' Guild, and stand with regard to it in precisely the same relation as any other wholesale grocer in Canada."

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 30th, 1905.)

ACTIVITY marks the wholesale grocery trade in most lines, there being a strong demand for Christmas supplies from all parts of the west. In some parts of the west, particularly in Saskatchewan, collections are slow, the reason being that there is a blockade of wheat and the farmers are not able to market their crop as early or as quickly as was hoped for. Since it has become evident that the elevators and railways at Midland and Depot Harbor are not in a position to handle the grain promptly, the railways in the west seem to have relaxed their efforts and there are now many complaints of car shortages. However, there is no doubt that the trade in the country is in a healthy condition and a better state of affairs may be looked for as soon as a considerable proportion of the crop is marketed.

Values are steady and there are few changes to record this week. The B. C. refinery has reduced the price of sugar in sacks (100 lbs.) 5c. below the price in barrels. This change applies in all Manitoba points.

Evaporated apples are now selling at 10c. per lb. in 50-lb. cases and at an advance of one half cent in the 25-lb. cases. The new dried apples are selling at 8 1-4c. to 8 1-2c. per lb.

Canned Goods—The canned goods market is absolutely without features of interest this week. Prices are steady at former quotations, which were:

Succotash 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" " 2 and 3, per 2-doz. case	1 99
Plums, Damson, l.s., group 1. per 2-doz. case	2 13
" " " 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz.case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3 per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" 1-lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" Rivers Inlet, " "	5 90
" Red Spring, " "	5 75

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

" humpback,	"	....	3 75
" cohoes,	"	....	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		....	6 30
" " " 5 to 9 cases.		....	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		....	1 25
" " 2's, "		....	1 90
" " 3's, "		....	2 60
Soups (Van Camp's), per doz.		....	1 25
Boneless chicken, 1b. tins, per doz.		....	2 75
" turkey " "		....	3 25
" ducks " "		....	3 25
Canned chicken (Man. Can, Co.) per doz.		....	3 25
" turkey " "		....	3 25
Corned beef " 2's "		....	2 75
" " 1's "		....	1 55
Roast beef (Man. Can. Co.), 2's, per doz		....	2 65
" (Clark's), 1's, per doz		....	1 50
" " 2's, "		....	2 65
Potted meats, ½'s, per doz.		....	0 55
Veal loaf (Libbey's), ½ lb., per doz.		....	1 25
" " 1 lb. "		....	2 50
Ham loaf " ½ lb. "		....	1 25
" " 1 lb. "		....	2 50
Chicken loaf " ½ lb. "		....	1 85
" " 1 lb. "		....	3 05
Lunchtongue (Clark's), 1's, "		....	3 00
" (Aylmer), 1's, "		....	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		....	1 80
" " " 1-lb. tins, "		....	3 10
" " " 1-lb. glass, "		....	3 35
Chipped " " ½-lb. tins, "		....	1 45
" " " 1-lb. tins, "		....	2 50
" " " 1-lb. glass, "		....	3 05
Sliced bacon, " 1-lb. tins, "		....	3 10
" " 1-lb glass, "		....	3 25
Corned beef (Clark's), 1-lb. tins, per doz.		....	1 50
" " 2-lb. "		....	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		....	16 00
" " ½ lb. talls, per 4-doz. case		....	10 25
" " 1-lb. talls. " "		....	14 50

Sugar—The B. C. refinery has announced a decline in 100-lb. sacks of 5c. below the price in barrels. Except for this trifling change the sugar market has been quiet and, for the moment, apparently steady. Prices are still quoted as follows:

Montreal granulated, in bbls.	....	4 95
" " in sacks.	....	4 90
" yellow, in bbls.	....	4 45
" " in sacks.	....	4 40
Wallaceburg, in bbls.	....	4 85
" in sacks.	....	4 80
Berlin, granulated in bbls	....	4 85
" " " sacks.	....	4 80
Icing sugar in bbls.	....	5 55
" " in boxes.	....	5 75
" " in small quantities.	....	6 15
Powdered sugar, in bbls.	....	5 35
" " in boxes.	....	5 55
" " in small quantities.	....	5 80
Lump, hard, in bbls.	....	5 65
" " in ½-bbls.	....	5 80
" " in 100-lb cases.	....	5 65
Raw sugar.	....	4 25 4 50

Syrups and Molasses— Corn syrups continue in fair demand but business in general is on the quiet side. Prices are still quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "	....	2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ¼ barrel, per lb.	....	0 03½
" " Sugar syrup, per lb.	....	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	....	2 20
" " 5-lb. " " "	....	2 65
" " 10-lb. " " "	....	2 40
" " 20-lb. " " "	....	2 45
Barbadoes molasses in ½-bbls. per lb.	....	0 04
New Orleans molasses in ½-bbls, per lb.	....	0 02½
" " in barrels.	....	0 02½
Porto Rico molasses in ½-bbls., per bbl.	....	0 04½
Blackstrap, in bbls., per gal.	....	0 31
" ½ " "	....	0 33
" 5 gal. kgs., each	....	2 25

Coffee—Since the decline in green Rios noted two weeks ago, there have been no further changes. Prices are still quoted as follows:

Whole green Rio, per lb.	....	0 10½
" " roasted, per lb.	....	0 15
Standard Java in 25-lb. tins, per lb.	....	0 33
Old Government Java in 25 lb. tins, per lb.	....	0 32
" " Mocha	....	0 32
Imperial Java, in 25 lb. tins, per lb.	....	0 29
Pure mocha " "	....	0 25
" Maracaibo	....	0 19
Choice Rio	....	0 17
Pure "	....	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	....	0 32
" " " " 1-lb " "	....	0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.	....	0 23
" " 1-lb. "	....	0 24

Cocoa—We quote:

Epps' ½ lb package, per lb.	....	0 33
Fry's ½ lb " Homoeopathic, per lb.	....	0 30
" ¼ lb " tins concentrated, per doz.	....	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	....	0 19
Cowan's in 10-lb tins, per lb.	....	0 15
Mott's Homoeopathic, ½'s	....	0 25
Van Houten's, ¼'s, per doz.	....	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	....	0 42

Chocolate—We quote:

Baker's unsweetened, per	....	0 36
Menier, ½'s, per lb	....	0 35
" ¼'s, "	....	0 34
Mott's Diamond, ½ and ¼ per lb	....	0 22
Fry's " " "	....	0 22½

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.		1 65
" " " strawberry, "		1 85
" " " raspberry, "		2 00
" " glass, assorted, "		2 05
" " " raspberry, "		2 40
" " " strawberry, "		2 20
" " 7-lb. tins, assorted, per lb.		0 12
" " " raspberry, "		0 13½
Upton's jam (in Winnipeg), per pail		0 50
" (in Brandon), "		0 52
" (in Calgary), "		0 57
" (in Lethbridge), "		0 57
" (in Edmonton), "		0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.		1 80
" " " tins, "		1 50
" " 7-lb. tins, per lb.		0 09
" " 4-lb. tins, "		0 10½
" (Upton's), 7-lb. pails, per pail		0 50
" " 1-lb. glass, "		1 20

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.		0 12
" cads. per lb.		0 13
" S.C.P. and M. 14, half chests, per lb.		0 15
" " cads, per lb.		0 16
" A.A.N., in cads, per lb		0 19
" J.A.P., No. 1, "		0 25
Ceylon, bulk, per lb.		0 18
" Pekoe P H.T., in ½ chests, per lb.		0 18
" broken Pekoe, No. 62 in chests, per lb.		0 18
" " No. 414 and 418, "		0 20
" " No. 412, in chests, "		0 22
" " No. 57, " "		0 25
Gunpowder, in quarter chests per lb.		0 26
Young Hyson, in ½ chests, per lb		0 26
Scented Orange Pekoe, in cads, per lb		0 26

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz.		$3 65	
" " pints, "		6 00	
" White's ½ pints "		0 90	
" Paterson's ½ pints "		0 90	
" " pints "		1 75	
Essence of anchovies (C. & B.), per doz.		3 00	
Yorkshire relish (Goodall & Backhouse), per doz.		1 90	

Foreign Dried Fruits—New Hallowee dates are on the local market and are being quoted at 5c. per lb. The trade are picking them up fast since their arrival a few days ago. Commission men predict an early advance in the prune market and the statistics of the visible supply seem to back them up in their predictions. Other prices are steady and unchanged. We quote:

Sultana raisins, bulk, per lb	....	0 6½
" cleaned, "	....	0 08
" 1 lb pkgs "	....	0 09½
Table raisins, Connoisseur clusters, per case.	....	2 60
" extra dessert, "	....	3 40
" Royal Buckingham, "	....	4 00
" Imperial Russian "	....	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	....	3 35
" Connoisseur clusters, boxes (5½ lbs).	....	0 80
Valencia raisins, f. o. s to arrive		1 60 1 75
" " selected, to arrive		1 75 1 90
" " layers, "		1 85 2 00
California raisins, muscatels, 2 crown, per lb.	....	0 09
" " " 3 "	....	0 09½
" " " 4 "	....	0 10
" " choice seeded in ½-lb. packages per package	....	0 09½
" " fancy seeded in ½-lb. packages per package	....	0 09½
" " choice seeded in 1-lb packages per package	....	0 11½
" " fancy seeded, 1-lb. packages, per package	....	0 12
Prunes, 90-100 per lb.	....	0 06½
" 80-90 "	....	0 06½
" 70-80 "	....	0 07½
" 60-70 "	....	0 07½
" 50-60 "	....	0 07
" 40-50 "	....	0 07½
" choice silver, per lb.	....	0 10½
" silver, per lb.	....	0 08½
Currants, uncleaned, loose pack, per lb.	....	0 05½
" dry cleaned, Filiatras, per lb.	....	0 06
" wet cleaned, per lb.	....	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	....	0 07
" Vostizzas, uncleaned	....	0 06½
Hallowee dates, new per lb.	....	0 05
Figs, cooking in taps and sacks	....	0 04½
" " " boxes	....	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	....	0 12
Apricots, standard in 25-lb. boxes, per lb.	....	0 11½
Peaches, choice, per lb.	....	0 13
" standard "	....	0 12½
Pears, choice (halves), per lb	....	0 16
" standard " "	....	0 15
Plums, choice (dark pitted) per lb.	....	0 11
Nectarines, choice	....	0 12

Candied Peels—There is a brisk demand for the Christmas trade. Prices continue steady at the following figures:

Lemon, per lb.	....	0 11
Orange "	....	0 11½
Citron "	....	0 18
Mixed, in 1-lb drums per doz.	....	2 30

Nuts—As was noted last week, new shelled almonds are now in stock and are quoted at 30c. per lb. There is a brisk demand for all lines of nuts for the Christmas trade. We quote:

Almonds, per lb.	....	0 12½
" (shelled), per lb.	....	0 30
Filberts	....	0 10
Peanuts,	....	0 11½
Jumbos	....	0 14
Walnuts, new, Grenobles, per lb	....	0 14½
" " Marbots "	....	0 13
Pecans, per lb.	....	0 15 0 16
Brazils, per lb.	....	0 15

Rice, Tapioca and Sago—Contrary to expectation the tapioca market is strong-

er and local prices have been advanced 1-4c. per lb. We now quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	5 25
Sago, per lb	0 03½

Pot and Pearl Barley— Prices are quoted as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Spices—There are no new features of interest in the local spice market. Prices are still quoted as follows:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 18
Cassia, " " "	0 15 0 18
Allspice, " " "	0 12½ 0 15
Ginger, in 10 lb. " "	0 10 0 18
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, p r lb	0 70
Black pepper, per lb	0 19
White " "	0 23
Cinnamon (ordinary), per lb	0 16½
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality)	0 14½ 0 25
Ginger, per lb	0 10
Allspice, per lb	0 8½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Glass Fruit Jars—Prices for next season's delivery are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" quarts, per gross	8 75
" " half-gallons	11 75

Evaporated Apples—The new stock is now selling at 10c. per lb. in 50-lb. cases and at 10 1-2c. per lb. in 25-lb. cases. New dried apples are worth from 8 1-4c. to 8 1-2c. per lb.

Beans—New stock is quoted at $1.75 per bushel.

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb	0 06½
Pickerel	0 05½
Jackfish	0 04
Finnan Haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00 1 05
Pails, 2 hoops, per doz	1 95
" fibre "	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per do	11 00
" " " No. 1,	8 75
" " " No. 2,	7 50
" " No. 3	6 40
" " nests of No. 1, No. 2 and No. 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Breakfast Cereals—Cornmeal has been advanced to $2.00 per 98-lb. sack. Oatmeal, steady at former prices. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 85
40-lb. " "	1 90
20-lb. " "	2 05
8-lb. " "	2 25
Cornmeal, in sacks	2 00
" in ½ sacks	1 00

Honey—Prices are quoted as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

CONDENSED OR "WANT ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION WANTED.

SITUATION WANTED by an experienced young man as grocery salesman; could assist with books if required. Apply S. H. Carter, Minnedosa, Man. (48)

SYRUP OF MALT
EXTRACT OF MALT

These in your store will yield nice returns. Better than a straight medicine for coughs, etc.

A Sample is worth writing for.

GEO. SLEEMAN, Guelph, Ont.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton Sons & Co.
King's Cross
London. Eng.

Gold Standard Tea
NO OTHER TEA
is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as
GOLD STANDARD TEA
"GUARANTEED THE BEST"
We ship in any quantity, everywhere
GOLD STANDARD TEAS
MEALS

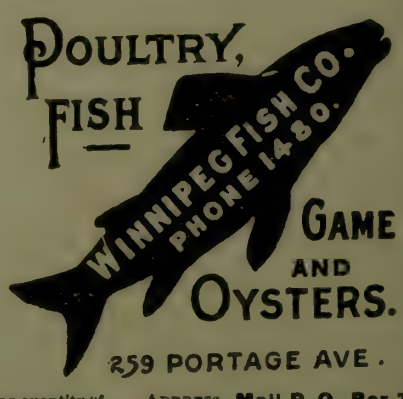
Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta



Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 781 WINNIPEG.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoes
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.
BRANCH HOUSE:
NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.
Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA;
NICHOLSON & BAIN, WINNIPEG, MAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

THERE is no question about our assertion that we make the best bulk pickles in Canada. Any wholesaler will tell you that he buys our goods in preference to any other because the vegetables are smaller, cleaner cut, more perfect in color and crispness, more pungent and appetizing than any other. He pays no more for them—neither do you.

Pails, 1, 2, 3, 5 and 10 Galls.
Barrels and Half-Barrels.

THE OZO CO., LIMITED
MONTREAL

YOUR RIGHT SHARE

Are you getting your **right share** of Trade, Storekeeper?

If not, **why** not?

Surely you're not so unwise as to neglect the importance of handling the leading breakfast food,

Orange Meat

Orange Meat is the food that Satisfies, makes Quick Sales and gives Good Profits.

Remember, "Every delay gives opportunity for disaster."

Keep a nice stock of **Orange Meat** on hand to meet the steady demand.

No time like the present. Send your order along Now.

A Grocer is known by the Orange Meat he keeps.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

December 1, 1905.

DEMAND for flour during the week under review has been in every way satisfactory. The local trade have been fairly large buyers, and our previous quotations remain unchanged.

The export trade has also been manifesting a good deal of activity by way of inquiries, the difficulty still being the lack of facility for execution of orders. Dealers are still considerably in arrears with their deliveries and a good deal of friction is passing on the export market on that account. Prices are ruling firm on the European markets and there is every prospect of good trade being done.

The grain market continues in about the same condition as at our last report and there is no new feature of interest.

In breakfast foods trade is considered to be about normal as compared with previous seasons.

NOVEMBER CROP REPORT.

THE following statement regarding crop conditions on the 1st of November, based on reports of six hundred correspondents, has been issued by the Ontario Department of Agriculture:

Fall Wheat.

While a majority of correspondents describe Fall wheat as being of good quality, some speak of the grain as being rather shrunken and light in weight. All the cereals suffered more or less from a few days of exceedingly hot weather during the ripening stage, but most of the injury came from heavy rains during the latter part of harvesting. Rust in Fall wheat was complained of by some correspondents, but very little harm to the crop was reported from Hessian fly or other insects.

Spring Wheat.

This class of wheat is not so widely grown as the Fall varieties, but the quality of this season's crop is rated by correspondents as from medium to very good, and there are no complaints of the grain being under weight.

The New Fall Wheat.

The area of new Fall wheat is larger than that of last year, taking the province over, although a few counties may show a decrease. Sowing ranged from the last week of August to the first week of October, but the bulk of the crop was got in between the 8th and 19th of September. The ground was in good condition at seeding, and timely rains gave the crop a splendid start. The appearance of the young wheat when correspondents reported about the beginning of November, was most favorable, although fears were expressed by some that there had been almost too vigorous growth, giving the crop rather too much head. Scattering reports were made of the presence of the Hessian fly, white grub, and wire-worm, but not to a serious extent. Dawson's Golden Chaff is still the most popular Fall wheat sown, but some correspondents complain of this variety as having a tendency to smut.

Barley.

This crop may be considered as above the average in both yield and quality. Some fields were more or less injured by rain, but most of the grain was of good color. It was relatively the best cereal crop of the year.

Oats.

Oats, ripening later than either wheat or barley, suffered more than these from rain. There was consequently a good deal of lodging, and a considerable amount of rust was also reported. While the yield per acre is a large one, some of the grain is reported to be light in weight, although other correspondents speak of the quality as excellent. It must be admitted, however, that the general condition of the crop at the time of cutting was hardly up to the high expectations of the August returns.

Rye.

Correspondents had even less than usual to say about rye, but the crop where grown turned out fairly well.

Peas.

In both yield and quality peas are well up to the average. There was comparatively little injury from the weevil, or "bug," which for some years past has wrought havoc in the province. The crop suffered more from rain than any other cause.

OATMEAL INDUSTRY.

The Sarnia Cereal Co., which is largely a local company, has been spending several thousand dollars in fitting up the Hill Mill with the latest machinery for the manufacture of rolled oats, oatmeal, etc.

The new company have already commenced buying local oats at the highest market price, and in a few days will begin milling on a modern scale.

Orders sufficient to keep the mill busy for some months have been received from Ontario and the Maritime Provinces and England, and the Sarnia Cereal Co. will be one of Sarnia's busiest concerns.

The mill's equipment includes the most modern machinery which could be secured, and no detail has been omitted in the fitting up of the plant.

ALBERTA WHEAT FOR VANCOUVER.

The Alberta Pacific Elevator Co. have received an order from Vancouver for 30 carloads of Alberta red wheat for the new distillery, which is starting at the coast. This order, which was secured through the influence of the C.P.R.,

means that a good local market is about to be opened at our doors for Alberta Winter wheat.

DELIVERIES OF GRAIN.

The grain inspector's report for the months of September and October shows that the Canadian Pacific and Canadian Northern railways have hauled from the west to their terminals at Fort William and Port Arthur almost 20,000,000 bushels of grain.

This Fall the C.P.R. has handled here 12,485 cars or a total of nearly fourteen million bushels.

For the same period last year 5,843 cars or over six million bushels increase over last year.

The C.N.R. at Port Arthur have handled five thousand cars or over six million bushels this Fall.

A RECORD CARGO.

The steamer Sahara of Buffalo, Capt. Maltby, cleared from Port Arthur with the largest cargo of wheat ever loaded at the head of the lakes.

She had 310,000 bushels, and only for the shallow water at Limekilns would have taken 400,000.

This cargo amounts to 9,000 gross tons.

The grain is for Buffalo.

CANADIAN FLOUR FOR JAPAN.

The staff at the Lake of the Woods Milling Co. at Portage la Prairie is preparing a large shipment of flour for Japan.

This order, which comprises 2,000 bags, leaves Vancouver, Dec. 16, for Kobe, Japan.

Another order has also been received for a considerable quantity, which will leave the coast Jan. 15.

TORONTO MARKETS.

Flour.

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents "	3 75	4 00
Straight roller "	3 50	3 75

Grain.

We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 87½	0 88½
" " hard, No 1, new		
" " No. 2	0 83½	0 87
Red and white, per bushel,	0 83½	0 84
Barley "	0 45	0 53
Oats, new, "	0 39	0 40
Peas " new		0 80
Buckwheat " nominal	0 79	0 80
Rye, per bushel, " new		0 79

Breakfast Cereals.

We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 55
Rolled wheat in boxes, 100 lbs	2 50
" " 50 lbs	1 40
Rolled oats, standard, carlots, per bbl., in bags	5 00
" " " " in wood	5 25
" " " " for broken lots	5 40
Rolled wheat, per 100-lb. bbl.	2 60
Cornmeal	3 35
split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

MONTREAL MARKETS.

The flour market remains firm on prices as quoted under. The local demand is reported most satisfactory and some heavy shipments have also been made by the larger millers to the lower provinces, as well as Newfoundland. Owing to the advance in freight rates of 10c per barrel during the past week, considerable orders were sent forward in order to take advantage of the

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

Plain Facts for You.

Scientific baking tests made in Minneapolis, show the following results for

"Gold Crown" Flour

Weight of loaf over average of the leading Minnesota brands, 6½ per cent.

Water absorbed over average of the leading Minnesota brands, 12 1/10 per cent.

THINK IT OVER. WE SHIP IN ANY QUANTITY.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MNFG. CO., Toronto, Ont., Can.

Buffalo Brand
Manitoba Rolled Oats

Manufactured in the Oat belt.
Sweet, clean, free from hulls.
Packed in 90, 80, 40, 20, 8, 5-lb. sacks.

Eastern Jobbers

Wire or write us for delivered prices to any point in Canada. Also shippers of

Granulated Oatmeal	Standard Oatmeal
Pot Barley	Pearl Barley
Rolled Wheat	Cornmeal

Mill Feed

Sacked or in bulk.

We are open to contract with any reliable firm up to 50 cars. Write us for delivered prices.

Samples mailed on application.

The Dow Cereal & Milling Co.
Pilot Mound, Manitoba

Nicholson & Bain, - Winnipeg, Man.
Sole selling agents

We are too busy to say much about

CHINESE STARCH

—Orders are plentiful and increasing in size all the time. CHINESE STARCH pays the retailer better than any other kind, and gives you better profits.

ALL JOBBERS SELL IT NOW——WRITE FOR PARTICULARS

OCEAN MILLS, MONTREAL

old rates. There still seems to be a shortage of cars.

We quote :

Flour.

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household		4 90
Glenora		4 40
Manitoba spring wheat patents		4 90
" strong bakers		4 40

Rolled Oats.

Rolled oats are reported stronger this week and this is due to the advance in the raw material and dealers are of the opinion that further enhancement must follow. The demand is good locally and as usual during the winter months the consumption is heavier. A generally good trade is reported.

We quote :

Fine oatmeal, bags	2 55	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "		2 60
Rolled oats, "		2 60
"		5 35
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

Feed of all kinds is in good demand and stocks are light.

There is very little of Ontario bran offering and the general millers of Ontario are unable to supply this market, owing to the inability of getting cars.

Good reports are to hand from Manitoba as to business of millers, who all report being able to dispose of their surplus stock on the home market.

We quote :

Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	17 00	17 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

Supplies of hay have come in more plentifully in consequence of which an easier tone prevails on the market, although prices are not generally shaded under our quotations. No. 1 is in good demand and stocks sufficiently large now to meet local requirements.

We quote :

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

ST. JOHN, N.B.

Flour, Feed and Meal.

Flour is sold quite freely. Prices firm and unchanged.

Oats and oatmeal are high. There is a fair demand for feed.

Beans have shown quite a large business. Yellow Eyes have been largely bought. They were never quoted as low. They have ruled lower than white beans. Market is now firmer.

Cornmeal unchanged.

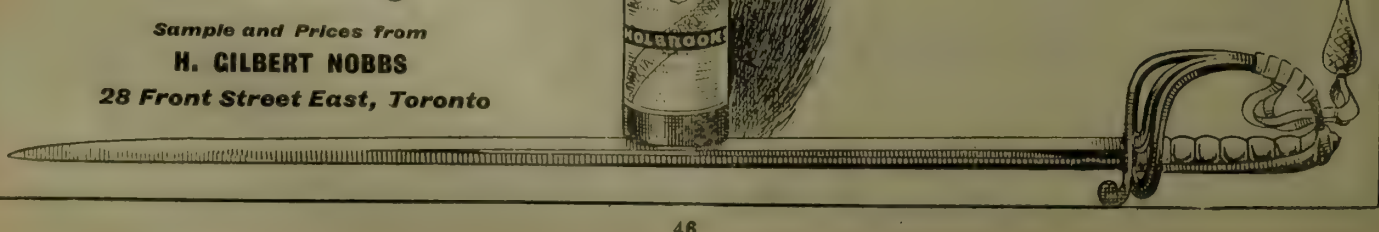
According to a report which has reached the Department of Trade and Commerce from the chief grain inspector, there is a storage capacity for wheat from Port Arthur westward of approximately 50,000,000 bushels. The total number of elevators last year in the Manitoba grain inspection division was 918, and there were 64 licensed warehouses, with a combined capacity of 41,186,000 bushels. This year there are 974 elevators and 46 warehouses, with a combined capacity of 46,953,630 bushels.

J. B. Blanchard, for the past year and a half a member of the Bank of Montreal's staff in Montreal, leaves for Colombo, Ceylon, where he will engage in the tea trade. During his residence in Montreal Mr. Blanchard has been an active member of the Beaconsfield Golf Club.

HOLBROOK's SAUCE

THE BOTTLE THAT IS MIGHTIER THAN THE SWORD

IT HAS CONQUERED THE WORLD



Sample and Prices from

H. GILBERT NOBBS

28 Front Street East, Toronto

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

GREIC'S

WHITE SWAN

Jelly Powders

All true fruit flavors—High grade and dependable in every respect.

THE ROBERT GREIC CO., LIMITED
White Swan Mills, TORONTO

If you are not selling **Mother's Favorite**

"MELAGAMA" Ceylon Tea

forward us a trial order or favor us by letting us know that you would be pleased to have one of our travellers call. We also make a specialty of bulk teas. Send for samples and prices before placing your next order.

MINTO BROS., Toronto F. J. WHITE, MANAGER.

For Xmas Orders

ORANGES

CALIFORNIA NAVELS, FLORIDAS, MEXICANS, VALENCIAS, all well colored.

LEMONS, GRAPE FRUIT, CRANBERRIES, CELERY.

NUTS, FIGS, RAISINS, DATES.

BANANAS, ALMERIA GRAPES, HOLLY, MISTLETOE.

OYSTERS

Prices on our Special Christmas offerings will be interesting

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

QUALITY HOLDS THE TRADE

SHIRRIFF'S FLAVORING ESSENCES

are sold on merit. If they were not first-class essences the trade would not stand by them.

For twenty years Shirriff's have been **first.**

Hadn't you better order?

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

NOVEMBER CROP REPORT.

THE following statement regarding crop conditions on November 1, based on reports of six hundred correspondents, has been issued by the Ontario Department of Agriculture.

Corn.

Notwithstanding the set back the crop received at the time of planting, owing to the cold and wet weather then prevailing, mid-Summer conditions were so favorable that corn picked up in a wonderful way. While some poor fields are reported, most of the returns show about an average yield. Although the season for the maturing of corn was later than usual, but little injury from frost was sustained, and most of the corn put into silos was in excellent condition. A number of correspondents also speak of the plant as being well cobbed.

Beans.

Early sown beans did much better than those planted later. Reports regarding yields vary from "light" to "good." In most cases, however, the sample is said to be of good quality.

Buckwheat.

This crop is not a popular one with progressive farmers, but where grown it did well this season, both as regards yield and quality of the grain. The greatest injury to buckwheat came from rainstorms beating down the rather too rank growth.

Clover Seed.

In most instances the rank growth of clover, and the presence of the midge, prevented a large yield of seed, although a few correspondents speak enthusiastically of results. Pastured fields gave more clover seed than those cut for hay. Red clover did better than either alsike or lucerne, the latter having suffered badly from grasshoppers in places. The catch of new clover this season has been all that could be desired.

Potatoes.

Almost up to the time of digging, an immense yield of potatoes was promised, but rot set in and many correspondents report losses from this cause, in both pit and cellar, ranging from 10 to 75 per cent. Reports of freedom from rot have been the exceptions, and the most favorable accounts come from the newer northern districts. A number of correspondents used Bordeaux mixture for blight or rot with good results, but on low-lying lands even this remedy could not prevent loss. Potatoes had been stored as correspondents wrote.

Turnips.

This crop may be classed as a comparative failure. The aphis, popularly known as the turnip louse, appeared in greater force than for years, and hindered the development of the bulbs, which several correspondents describe as being small and rooty. The cabbage worm, or an insect closely resembling it, also attacked the plant in different parts of the province. Favorable reports regarding the crop were rare. A considerable quantity of turnips remained to be pulled in some districts as returns were made, and in two or three of the more northern counties an early snowstorm was making the work disagreeable.

Mangel Wurtzels.

These roots did much better than turnips, both as regards yield and quality. They are described as being from fair to extra good. In most cases they were safely housed as correspondents wrote.

Carrots.

Carrots as a field crop do not appear to be general, but have done well where grown.

Sugar Beets.

This class of roots is increasing in favor as food for live stock. Correspondents claim that they are of good quality this year, both for sugar-making purposes and for feeding.

Fruit.

Fruit trees generally are reported in good condition, although a small percentage have died during the Summer, supposedly from the effects of the severe Winter of 1903-'04. There was a surplus of apples, pears, plums, and peaches. There would have been more first-class hand-picked apples on the market but for the heavy wind storms of October, which shook down and bruised a considerable quantity of excellent fruit. While injury from insect pests and fungi was not so great as in former years, still too much harm was done to apples by the codling moth and the scab. Grapes yielded largely and ripened well, and the vines are described as being in good condition for entering the Winter. Small fruits generally were regarded as good crops.

U. S. APPLE CROP.

A report on the U. S. apple crop says it is the smallest in a number of years. The shortage is most in evidence in the big surplus States, New York, parts of New England, Michigan, and a number of sections in the southwest.

The crop of 1905 is estimated at 23,500,000 barrels, compared with 45,360,000 barrels one year ago, and compared with the small yield of 1901, approximating 27,000,000 barrels, and the largest crop on record, in 1896, when it approached 70,000,000 barrels.

In the great producing sections of the middle and central States, including New York and Michigan, the crop is placed by this authority somewhat less than 9,000,000 barrels, against 20,000,000 barrels one year ago, and figures approaching the last named for two and three years.

The far west, Colorado and the Rocky Mountain territory to the Pacific Coast, has harvested a generally good crop of apples.

ONTARIO MARKETS.

Green Fruits.

LOCAL trade has shown a fair degree of activity. The arrival of California fruit has opened up a distinct revival of interest.

The North California districts are marketing their fruit first, which is coming to hand in excellent condition, for early oranges.

Reports to hand denote that the first car of South California Redlands left for Canada on the 23rd inst. and is expected to arrive shortly.

We have added to our list this week California oranges at $3.75 to $4 ; Mexicans, $2.25 to $2.40.

Pineapples are also arriving and commanding a degree of interest at $5 to $5.50.

Reports from original points refer to cranberries as being a very short crop. They are estimated to scarcely reach 50 per cent. of last season's. Prices are consequently ruling firm with a distinctly upward tendency.

Domestic apples are firming in price to the extent of 50 cents per barrel on all good fruit.

We quote :

Oranges, Jamaica, per barrel	3 75	4 50
" Florida per box	3 00	3 40
" Ca ifornian per box	3 75	4 00
" Mexican, per box	2 25	2 40
Lemons, new Messinas	3 25	3 50
Bananas large bunches, crated	1 50	2 00
Tokay grapes	3 00	3 25
Alm ri a rapes, per barrel	6 00	7 50
Apples, barrels	2 00	3 50
Cranberries, late Howes, per bbl.		13 00
" crates		4 25
Pineapples, per case	5 00	5 50

Vegetables.

Domestic trade in vegetables has been somewhat inactive during the week under review. There is no feature of interest to note and previous quotations are ruling firm.

We quote :

Kiln dried sweet potatoes	4 50	5 00
Potatoes, per bag	0 90	1 00
Onions, per bushel		0 75
Spanish onions, per small crate		1 00
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
Water Cress, per doz.		0 20
Parsley, "		0 20
Mint, per doz bunches		0 20
Green peppers per basket		0 50
Celery, per dozen	0 35	0 50
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 40

QUEBEC MARKETS.

Green Fruits.

Trade in green fruit is very quiet. There is little or no change to report in the way of prices, which are about as last week.

There is some little demand for Jamaica oranges and these seem to meet with good favor and in the opinion of many dealers, both wholesale and retail, are considered to be even better eating fruit than navels or Floridas.

California navels will not be here until about the middle of the month.

Cranberries are steady with stocks light and prices unchanged.

New Grenoble walnuts are now in the hands of fruit dealers and selling at prices ranging from 13c to 14c. The demand for apples has fallen off somewhat and prices are a shade easy.

We quote :

Dates, per lb		0 03½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	3 75	4 50

We Are Advised

That 3 Cars "Bronco" Navels

3 Cars "Golden Flower" Navels

Left California for us

November 23rd, 24th and 25th. Due in Toronto about December 5th.

This means we will have the ***First*** and ***Finest*** Navel Oranges Coming to Canada for our Xmas Trade.

OUR XMAS PRICE LIST is being mailed to-day. If not on our list send for one.

Place your Xmas order with the most reliable house in the business.

WHITE & CO., LIMITED

HAMILTON 'Phone 1115 TORONTO 'Phone Main 4108

W. B. STRINGER **NOTICE TWICE** J. J McCABE

TORONTO and MONTREAL

ONCE—That we have moved our Toronto office to 32 Church Street, 'Phone Main 5672.

NEXT—That we have opened a Branch in Montreal at 209 Commissioners' Street 'Phone Main 3384.

W. B. STRINGER & CO., Wholesale Fruit Brokers, 32 Church St., Toronto, and 209 Commissioners St., Montreal.

Full lines of Christmas goods now in stock, including new **FARD DATES, NAVEL, MEXICAN** and **FLORIDA** Oranges, new **NUTS** of all kinds, **ALMERIA GRAPES, GRAPE FRUIT,** etc. Nothing but best goods and at lowest prices.

Prompt and careful shipment guaranteed.

The **F. T. JAMES COMPANY, TORONTO**

New Fruit Warehouse, 33 Church St. **Telephone Main 5048**

MALAGA GRAPES and **LAYER FIGS**—We lead in both these lines and before you purchase get our quotations.

If you are open to buy large quantities, we will give you specially low prices.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Floridas, all sizes.

" ***Navels,*** "

" ***Mexicans,*** "

Buy Fruit Guaranteed Pure

I guarantee the **E.D.S. Brand** of **Jams, Jellies** and **Sealed Fruits in Glass** to be absolutely pure.

I claim that, while my fruits sell at a much lower price, they are the equal of the best imported goods.

Therefore, if you want the best fruits at the most moderate prices, buy only the **Jams, Jellies, etc.,** with the name "**E. D. Smith**" on the label.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON **NAVELS**

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS **Guelph, Ont.**

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

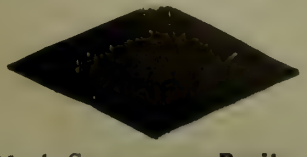
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Jamaica grape fruit, per box	4 50	5 00
Apples	2 25	4 25
Sweet potatoes, per bbl	2 60	3 75
Lemons, per box	....	3 00
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N.S.	....	10 50
" Cape Cod	....	12 00
Spanish onions, cases	....	2 50

Vegetables.

The vegetable market continues without change and owing to the still unsettled weather dealers report only a moderate trade.

Onions are the leading feature and generally are considered good buying even at the high prices asked.

We quote:

Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz	....	0 40
Tomatoes, box	....	10 20
Home grown cabbage, per doz	....	0 40
Spanish Onions, cases	2 50	2 75
" crates	....	0 90
Red onions, brl	2 50	2 75
Turnips, bag	....	0 75
Sweet potatoes	2 50	3 00

MANITOBA.

Green Fruits.

Lemons and oranges are likely to be cheaper in the near future as the California market is weakening. We quote:

Oranges and Lemons.

New California navels, 128's, per case	....	5 50
" " 250's to 350's per case	....	6 00
Late Valencia oranges, 200's, 216's, 250's "	....	6 00
" " 288's, 324's "	....	5 50
California lemons, per case	....	7 00

Ontario Winter Apples.

Spies, XX, per bbl	....	4 25
Fancy, XXX, per bbl	....	5 00
Baldwins and other varieties, per bbl	....	4 25
Bananas (per express)	3 00	3 50
Almeria grapes, per keg	....	6 50
Ontario basket pears, per basket	....	0 75
Winter pears (B.C.) per case	....	3 50
Cranberries (Cape Cod), per bbl	....	11 00
Cranberries (Jersey), per bbl	....	12 00

Vegetables.

We quote:

Spanish onions, per case	....	1 25
Sweet potatoes, per bbl	....	5 50
Tomatoes, per basket	....	0 50
Cape Cod cranberries, per bbl	....	10 00
Parsley	....	0 40
Mint	....	0 45
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	0 40
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Cucumbers "	....	0 60
Green onions,	....	0 40
Egyptian onions, per lb	....	0 03½
New California cabbage, per lb	....	0 02
Australian onions, per lb	....	0 05
Bermuda onions, per case	....	2 00
New Potatoes, per lb	....	0 02

ST. JOHN, N.B.

Green Fruit.

Business is somewhat dull, though the holiday demand is beginning to cause some improvement.

Oranges have been but fair quality and little variety. There is, however, marked improvement.

Lemons up till this time have also only been of fair quality. In this line prices have shown quite an advance.

Apples have a fair sale. For best fruit Ontario Spies are sold. Prices this year are high.

Cranberries are out of sight.

Malaga grapes show nice quality.

The Tea That Satisfies

Wise people **hold fast** to **that** which is good—

Blue Ribbon *Ceylon* Tea

Its excellence is an **established fact** and **beyond** every **question** and **argument.**

Blue Ribbon Ceylon Tea is machine-made and constitutes **only** the **young** and **nourishing** tips.

Blue Ribbon Ceylon Tea holds the **record** for **Merit.**

The **40c. Red Label Line** is a ready seller and a general favorite. **It's worth 50c. Order it.**

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

Season 1905

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

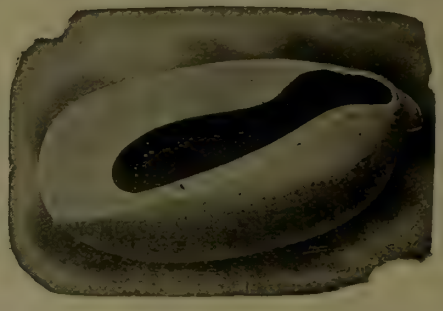
PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

ACADIA BRAND PREPARED BONELESS CODFISH

IS A VERY TASTY, DELICIOUS FOOD AND

IS EASILY DIGESTED

BECAUSE OF THESE VERY FACTS IT ALSO

IS EASILY SOLD

MOREOVER, IT IS PUT UP IN SUCH FORM THAT IT

IS EASILY HANDLED

IN A GROCERY STOCK, VIZ., IN CLEAN WOODEN BOXES, 3 LBS. EACH

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

FRESH AND CURED FISH

PROGRESS OF FISH CULTURE.

ALEXANDER MOWAT, fishery expert, who has been superintending the work of collecting the eggs from the salmon at the Carleton pond, New Brunswick, has returned to his home in Campbellton. The operations at the Carleton pond have been much more successful than was at one time anticipated. Between six and seven millions of ova have been collected and distributed among the various hatcheries in New Brunswick, Nova Scotia, Prince Edward Island and Quebec. There have been several new hatcheries opened in the Dominion during the past year, and there are now about twenty-seven in operation in the Dominion from the Atlantic to the Pacific. All the hatcheries are well filled with the various kinds of eggs and fishes. Fish culture as now conducted under the superintendence of F. H. Cunningham, of Ottawa, is in a most healthy condition. Alex. Finlayson, inspector of hatcheries, from Charlottetown, is on a tour of inspection and will visit all the hatcheries in the province.

RE-APPEARANCE OF HERRING.

Herrings have made their appearance at Hermitage Bay, Sydney, again and during last week some of the residents made good hauls. The fish are very large, the oldest inhabitant saying they equal in size those caught at Ramea sixty and seventy years ago. In the days that are past the industry was prosecuted extensively in that neighborhood, by people from all parts of the island, when the herrings were "boiled down" for the oil. Of recent years none have been taken, but the present school it is hoped is the forerunner of a larger quantity, which will be a boon to the poorer classes. These herrings excel those caught at Bay of Islands.

SALMON ON THE NOOKSACK.

John Crawford, a deputy sent out by Fish Commissioner Kershaw, has completed an investigation upon which it is announced that Fraser River sockeye salmon are spawning in some of the tributaries of the Nooksack River. This is regarded as of great importance, as lending encouragement to the belief that in the course of a few years the propagation of sockeyes on this stream may be developed to such an extent as to be of great value to the fishing industry on the Sound. The fish commissioner is now looking after the hatching of 300,000 sockeye salmon eggs from the Fraser River in the Nooksack.

TO SUPERVISE B. C. FISHING.

The British Columbia canners have presented a memorial to the Fisheries Commission. They ask for the appointment of a board of fishery commissioners to handle all affairs which the distance from Ottawa now makes difficult; for the steady operation of snagboats on the Skeena and Naas; better patrol of streams by police; the construction of a hatchery on the Skeena; the prevention of fishing in the Fraser and Sound in 1906 and 1908; the granting of trap licenses to non-speculators; the adoption of sixty mesh nets; and the prevention of poaching by Americans.

FISHING AT P. E. ISLAND.

The fishing season in Prince Edward Island is now drawing to a close, with the exception of the smelt and eel fishing which is just beginning. One of the features of the season was the high price for codfish and hake, there being an advance of from 60 to 100 per cent. in the past few years. Though the total catch of cod will be below the average, the enhanced price will make up for the shortage in the catch. The value of the lobster output will be about equal to an average year. In oyster fishing the size regulation was strictly enforced this year, causing a lessening of the quantity exported, but the prices have never been higher. The change in the law whereby the opening of the season was changed till later in the Fall has operated with advantage to the industry, preventing the dropping in prices. The catch of mackerel was very small during the year. Smelts are now being taken with hooks and gill nets; drag nets cannot legally be used until later in the season.

THE OYSTER INDUSTRY.

Oyster dealers in Prince Edward Island favor stricter Government protection for the oyster industry. At the end of the season's catching, fishermen say that the quantities taken out were not more than a quarter of a barrel a man, compared with three or four barrels in other years. The Government already prohibits the catching of oysters under three inches. They report to the Government that total prohibition for a few years is the only thing that will revive the industry.

CLEANING FISH BY MACHINERY.

In Seattle is a fish cannery where this season an average of 30,000 fish have been canned a day. Fish canned there are cleaned by a machine which is a highly ingenious piece of mechanism. It scales and cleans the fish and also cuts off the heads and fins and washes the body ready for the cans. From that machine they slide down a chute, where they are caught by another cleverly-arranged mechanism that cuts them into pieces that just fit the cans. Another machine puts the pieces in the cans, and by means of an endless chain they are passed along to where the cans are automatically covered and soldered. From the time the fish is put in the cleaning machine it is never touched by the hand of any man. The use of machines insures perfect cleanliness.

FISHERIES PROTECTION.

At a conference by the State Fish Commissioners of New York, New Jersey and Pennsylvania, the State Fish Commissioners have agreed to adoption of the laws to conform with the Detroit conference of March, 1904, which provides for a close of the commercial fish-taking season in Lake Erie from November 15 to March 15, provides for a license on all nets and boats in the lakes and requires the fishing boats to be registered. It was reported that Ohio and Canada will agree to the terms.

ABUNDANCE OF SALMON EGGS.

A British Columbia contemporary in reply to allegations made about the salmon traps of Vancouver Island to the effect that they prevent salmon spawn being deposited in fresh water, states that there has never been a year in the history of the hatcheries when a greater number of salmon eggs were obtained for the hatcheries than this year, which is the first in which the above mentioned traps have been operated. It also states that salmon taken in traps are all utilized, whilst sometimes hundreds of thousands of those taken in the nets are thrown away. The traps are economical in respect to the taking of the fish, and can be regulated as well as seines.

PROGRESS OF WHALE FISHING.

Thirty Newfoundland fishermen passed through Moncton recently on their way home from Seven Islands, where they have been engaged in whale fishing for a Montreal firm. Seven Islands is one hundred and fifty miles north of Rimouski and has been used as fishing grounds for some time past.

Several Montreal business men organized last Spring for the purpose of pursuing the industry at the above place and engaged this party of Newfoundlanders who use the explosive point harpoon instead of the ordinary instrument. They have been at work for the last three months, successfully, and report some of the whales containing as high as 200 barrels of oil each. Their contract terminating with the company they have returned to their homes.

LOBSTER FISHERIES.

The lobster season in most of the fishing districts of the Maritime Provinces ended on Monday, 10th July. Reports from all districts are not available, but along the north shore of Nova Scotia lobsters were very plentiful and most of the packers had secured the full output of their factories long before the legal period had elapsed.

It is expected that the catch in all the Gulf factories will be the largest in recent years. In P.E.I. the catch this season will be about an average one. This season, owing to bad weather, the fishermen were late in starting.

The rather unusual fact of lobsters starting to shed their shells in July instead of in June as in previous years operated to the advantage of the fishermen.

The price this season is about one dollar a case less than in 1904. The total catch is estimated at about 50,000, valued at $650,000.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

STEWART'S

DELICIOUS
Chocolates and Bon-Bons
PURE and WHOLESOME

SPECIALTIES

FINE CHOCOLATES **BON-BONS**
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

The STEWART COMPANY LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Buy CHOCOLATE
BUT BUY

MOTT'S

"DIAMOND"
AND
"ELITE"
BRANDS

Nothing in Chocolate is better.
Nothing in Chocolate **CAN** be better.

Every jobber sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

BREAD-MAKING BY CONTINUOUS PROCESS.

ACCORDING to the London (England) Daily Mail, bread at six cents per loaf, instead of about 10 cents, it is claimed, will be the probable result of an invention in the form of a bread-making machine now on trial in London.

London alone consumes 6,000,000 pounds of bread a day, so that the invention may effect a daily saving of $60,831.25, or over $21,899,250 per annum, to the people of London alone.

Simply stated, the invention is a series of ingenious machines which convert wheat into loaves ready for delivery without human aid, and at a rate that puts other means of production out of the field.

It is not only a labor and time-saving invention—it might also be called a machine-saving machine, so greatly does it simplify the process of bread-making.

For instance, at present the miller grinds his wheat perhaps as many as 15 times to obtain the best flour. By the new method the wheat is ground only once. This grinding gives three products—flour, middlings and bran.

The foremost is conducted to the bin, the bran is mechanically carried and automatically weighed into sacks, while the middlings pass into tepid water, by which all the floury part is washed out.

This water, impregnated with nutritive material, flows into the kneading pan, in which the dough is automatically produced. The dough is left to rise for one hour and a half or two hours, is then shaped into loaves, and forty minutes later an electric carrier delivers the hot bread to the throbbing motor cars that wait impatiently to carry it through London.

The bakery where these wonders are worked is in Upper Thames street, E.C., and is owned by Mr. Apostoloff. Two years ago his takings amounted to 83 loaves per week. To-day his new methods enable him to turn out 11,000 half-quartern loaves and 8,000 fancy Vienna bread rolls from his factory every day. And this is only the beginning.

He is now building what will be the largest bread factory in London. It is to have 400 ovens, and it is calculated that it will be capable of producing 300,000 pounds of bread a day.

An additional economical result claimed for the process is that perfectly sweet white bread is produced from English wheat alone. It is a well-known fact that bakers will not venture to make bread from English wheat flour unless mixed with the best foreign flour. This change of method alone secures a saving for the Apostoloff system of from 97 cents to $1.46 on each sack of flour.

To this increase in milling products—constituting the main source of commercial profit—must be added the profit at present made by the middlemen, as well as the cost of transport, with its consequent waste in handling, and both profits are secured by the milling bakery.

POSSIBILITIES OF THE CONFECTIONERY TRADE.

NO better paying line exists in the country than confectionery to the person who takes it up with a determination to pay attention to all the details and to make it a success from the start. Some even go so far as to call it a hundred cents on the dollar proposition, that is for the man who has made his preparations right and calculates on putting all his spare energy into it. The United States, our nearest neighbor, consumes more candy than England, France, Germany, Switzerland, Belgium and Russia all put together, and we would venture to say that Canada is not far behind in proportion to her population.

Some people seem to labor under the delusion that anyone can get along in the candy business, but this is far from being the case, as the most superficial observation will show. It takes a man of ideas to go into the candy business and make a real success.

No doubt a great many are deceived by the fact that it is possible to keep an untidy, disreputable looking little candy shop and make some sort of living at it. Somehow or other its proprietor manages to hang on to the tail end of the business and to eke out a precarious existence by catering to juvenile and low trade, but how many would call such a business a success?

The man who makes a real success is the one who puts into it knowledge, foresight, insight, and hustle, good live American or Canadian hustle.

DEATH OF MR. E. W. RITCHIE, OF DUNDALK.

DUNDALK and vicinity were terribly shocked and genuinely saddened on Monday morning last when the word passed around, as it did very quickly, that Mr. E. W. Ritchie, the Dundalk member of the firm of Ritchie Bros., had died during the night.

On Tuesday of last week he and his sister, Miss Gertie Ritchie, were both attacked by quinsy. They had both suffered similarly before, and they immediately put themselves under the doctor's care.

On Sunday evening at twelve o'clock the patient took a turn for the worse, and the attendants sent for the physician, Dr. McWilliam. There was nothing to be done, however, and after remaining for awhile the doctor returned home. Shortly after peculiar symptoms again developed which grew so alarming that it was decided to summon the physician again. Before, however, the physicians reached his bedside, though only a few minutes elapsed, he passed away painlessly and quietly, though up to the last hour he had suffered intensely.

Deceased had just reached his 28th birthday. He was born in Dundalk, his parents, Mr. and Mrs. Robt. Ritchie, then residing in the roughcast house still standing on the corner of Owen Sound and Albert streets. The family shortly after moved to Orangeville and have resided there since. Deceased received his education in the schools of that town and during those years was known by old and young as a model of uprightness. On leaving home he took a position with Mr. M. K. Richardson, of Flesherton, who recognized his sterling qualities in business and socially and appreciated him accordingly. The news was received at the home of Mr. Richardson, and many other homes in Flesherton, with

The late E. W. Ritchie of Dundalk.

profound sorrow and regret. On the 29th of April, 1903, he opened the Dundalk branch of the business in the Morgan block. The following year the stock was moved to the present stand, succeeding R. H. Benson & Co., who left town. Since the opening day the business increased and has prospered, owing entirely to the ability, honesty and integrity of the deceased. Thus the call came with terrific suddenness, and a young man in the midst of bodily vigor, and the ambitions and bright prospects of a life being lived according to the divine law, relinquishes his hold on all that we who are left consider worth having and striving for.

Deceased was a member of the Methodist church and his death creates a vacancy in the quarterly board, in the choir and in the league. The quarterly board held a special session and passed a resolution of sympathy to the bereaved relatives. The members of the church will remember that at the quarterly service, so recently held, his testimony was

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

We Could Fill This Page

And couldn't enumerate the goods that we have here to suggest for ***CHRISTMAS.***

AMONG OTHER LINES:

JUJUBE DOLLS
FUNNY MEN
ORANGE SLICES
ROLY POLY
BAKED BEANS
CHOCOLATE CHIPS PONY HEARTS
SWISS CHOCOLATE PEANUT ROLL
CHOCOLATE DROPS
(20 different kinds)
COCOANUT ROLL
CARAMELS HOARHOUND GOODS
(12 different kinds)
GUM (All kinds)

IMPERIAL BISCUIT CO., Limited
GUELPH, ONT.

Irish Biscuits

Our biscuits are growing in popularity all over Canada—that is in towns where they have been introduced.

But there are still places where we want to be better known, and with that object in view we have appointed agents as below.

You'll find many points of superiority over ordinary biscuits in ours, as you get acquainted with them.

Our agents will be pleased to send you samples, quotations, etc.

Ask for "KEIL FINGER"
Ask for "WINDSOR WAFER"

They'll make a good impression

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones,
Box 623 Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

clear and sincere, and none dreamed that he was so near the unseen things of which he spoke.

The burial took place at Orangeville on Wednesday at 2.30 p.m. in Forest Lawn cemetery, where the remains were tenderly and lovingly laid to rest beside those of a sister who pre-deceased him some years ago. An appropriate service was held at the house, conducted by the family pastor, Rev. Locke, of Orangeville, and Rev. Wellwood. The funeral cortege was large and included a number from Dundalk.

The floral tributes were many and beautiful and were emblematic of the life just closed.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1097. A Middlesex firm of mushroom spawn manufacturers wishes to be placed in correspondence with Canadian buyers.

1098. Inquiry has been made by a London firm for the names of the leading nail makers in Canada.

1099. A London agent having a knowledge of the grocery trade throughout the United Kingdom, and offering good references, is seeking the agency of one or two Canadian exporters of repute.

1101. A Braila (Roumania) importing house, with branches at several ports on the Black Sea, desires to establish business relations with Canadian shippers.

1102. Inquiry has been made for the addresses of Canadian manufacturers of cardboard partitions for egg cases; size about one foot square with spaces for thirty-six.

1103. The names of Canadian makers of clothes pegs are also inquired for.

1114. A Johannesburg, South Africa, fruit importer desires to get into communication with Canadian exporters of apples.

1115. A Port Elizabeth, South Africa, fruit importer desires to communicate with a Canadian firm of grain shippers.

1116. A South African firm of commission agents desire to represent a Canadian manufacturer of wood pulp or meal.

Send samples and quotations c.i.f., Cape Town and Delagoa Bay.

1131. A Tunisian house of olive oil wish agent in Montreal.

1132. A producer of cheese in Roquefort desires to be put in touch with Canadian buyers.

1129. One of the most important biscuit factories in France is ready to appoint an agent in Toronto.

1130. A French house of olive oil wishes an agent to introduce its products in Canada.

1125. A London firm of good standind desire to be placed in touch with a Canadian house packing tomato soup, etc., preserved fruits in glass and tins, who are not directly represented in the United Kingdom. 6

1138. A factory of oil and castile soap in Marseilles wishes an active agent in the Dominion.

1139. A factory of toilet and laundry soap desires an agent in Canada.

1120. A South African commission merchant, with offices in Durban, Natal and Cape Town, desires to communicate with Canadian shippers of pork, cheese and butter.

Glancing Over the Field

can you see any better trade-inducer than

No ! nor will you find any.

PERFECTION CREAM SODAS

can stand comparison, competition—anything but indifference. Most stores now have **Perfection Cream Sodas**, but there are still a few with the "wait-a-while" plea. To those grocers who have reviewed our offers in the past with indifference, here is what we say: "Will you try a case now and see if the sales measure up to our assertions ?- **This is fair.**

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

Will You Think Over the "Reasons"?

If you have asked yourself "Why should I order

PEBBLE and PHARAOH

Cigars?" the following Reasons will be of interest to you:

Pebble and ***Pharaoh*** cigars are respectively the best 5c. and 10c. cigars to be had.

The standard of ***Pebble*** and ***Pharaoh*** cigars is never lowered.

You can sell the ***Pebble*** and ***Pharaoh*** where you can not sell other cigars, because my cigars have the reputation that makes sales.

The terms on which I sell the ***Pebble*** and ***Pharaoh*** cigars. afford you an excellent opportunity to bid for a share of the cigar business without incurring a particle of risk.

The ***Pebble*** and ***Pharaoh*** have proven to be the "Grocer's Favorites."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

T. & B.

The Insignia of Tobacco Merit

T. & B. has long been known as the best tobacco. ***T. & B.*** on the package means merit. Smokers ask for ***T. & B.*** because they know the "right tobacco."

Grocers selling ***T. & B.*** are attached to it because their sales are sure. They repeat their orders with confidence.

Grocers who are not carrying a stock of ***T. & B.*** are perhaps carrying a stock of some other tobacco. To such grocers we say: "Don't you think it would be wise to try ***T. & B.,*** seeing that it is so well known and so well liked? Order a quantity and be convinced that ***T. & B.*** is the best."

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO CROP GOOD.

AN excellent tobacco crop is reported from Amherstberg, Ontario, one not equalled in quality and quantity since 1890. Mr. Gregory, a North Carolina tobacco expert of the Empire Tobacco Co., put the possible yield for this year at 12,000,000 pounds. He says the kind grown here, called the burley, is the same as the Kentucky burley. Mr. Gregory says:

"The cost of raising and marketing an acre of tobacco in North Carolina is $41.25; average yield is 800 pounds; price realized, 8 cents per pound, or $64 per acre.

"The cost of production of an acre in Essex county, Ontario, Canada, is computed by competent authorities to be $45; average yield is 1,125 pounds; price averaged for past seven years, 9 cents, or $101.25 per acre."

Thus it appears that the profit from one acre in North Carolina is $22.75, and the same here is twice as much, or $46.25. While, as stated, 1,125 pounds is the average yield per acre, 1,300 to 1,500 pounds is very common, and as high as 2,250 pounds have been taken from a single acre. It has become one of the staple crops in this district.

According to the statistical yearbook of Canada for the year ending June 30, 1904, there were imported into Canada for that year, 14,248,303, of which 13,861,780 pounds was from the United States.

CANADIAN LEAF CIGARS.

RETURNS show that the number of cigars made from Canadian leaf was 3,713,150 in 1902, 2,881,360 in 1903, and 2,200,240 in 1904, a decrease in two years of 1,512,910. The manufacture of foreign leaf cigars increased from 142,084,171 in 1902, to 170,934,150 in 1904, or 28,849,979 in two years.

The growers are asking an increase of 100 per cent. in the customs duty and a uniform excise stamp for cigars. At present separate excise stamps distinguish Canadian-leaf cigars from imported-leaf cigars.

Canadian growers claim there is an unreasonable prejudice against the home product and that if it were not identified by the excise stamp, smokers would make no distinction between the domestic and imported article.

The manufacturers argue that they must be governed by the popular taste, and that if they were taxed into the use of Canadian tobacco exclusively, the demand for imported cigars would be greatly stimulated and they would lose a large share of the home market.

If the tariff on raw leaf is raised, they ask a proportionate decrease in the excise duty. They say they are willing to encourage the growing of Canadian tobacco, but the growers must produce a quality satisfactory to the smokers of the country.

It is believed that superior grades can be grown in Canada, and the experiments inaugurated by the Government are being carried on in a spirit of confidence which it is to be hoped will be justified by results.

JAPAN'S TOBACCO TRADE.

THE year 1904 was the most eventful in the history of the tobacco trade in Japan. The outbreak of hostilities with Russia in the early part of February enabled the Government to carry out their long-contemplated scheme of a cigarette manufacturing monopoly, with a minimum of opposition or discussion, and on July 1 last all existing manufactories were taken over or purchased (and closed) by the Government.

The right to manufacture for export still remains, but inasmuch as it is now illegal to possess the necessary machinery, that right seems somewhat of an anomaly. From the time the bill was passed until July 1 all the then existing factories were worked to their fullest capacity, consequently the export does not show a falling-off. The figures are £242,794 for 1902, as against £210,996 for 1903, the Japanese army and navy accounting now in a large measure for exports to Corean and Chinese ports.

Simultaneously with the passing of the manufacturing monopoly, the duty on imported manufactured tobacco was raised from 150 to 250 per cent. ad valorem, and imports prohibited. Some late consignments have been purchased from the importers at invoice cost, and they may re-purchase their goods from the Government at about three times that cost, which for cigars works out at heavier duty than probably up to the present time any Chancellor of the Exchequer ever dreamed of imposing on any article of daily consumption.

Notwithstanding several inquiries from the United Kingdom in April and May last, the total export of leaf tobacco from this port, including Osaka, was less than 150 bales. This is accounted for by two years' short crop in succession, and the disinclination of the Government to sell, in view of the cut-tobacco monopoly, which came into force on April 1. On that date the Government acquired full control of the tobacco industry in the Empire of Japan.—British Consul at Kobe.

GOVERNMENT REPORT.

Tobacco—Reports regarding the tobacco crop are, on the whole, most favorable. The leaf is described as being well matured, and of extra good quality.

CULTIVATION OF TOBACCO.

The Government will endeavor to retain Mr. Felix Harlau, the French tobacco expert, permanently in Canada for the purpose of establishing experimental stations in this country for testing culture of tobacco. Mr. Harlau has reported that Canada might become a good tobacco producing country.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BONNIE SCOTS HERRING LASSIES

IN view of the expected advent of the specially imported bonnie Scots herring lassies, who are to help British Columbia in developing its herring industry, the following from the London Morning Leader is of interest:

The Caller Herrin' lassies have come to England fra' the far North. They have arrived at Yarmouth in the wake of the great herring shoal—a shoal numbering several hundreds of millions of festive fish which, according to the mysterious workings of Nature, begin their annual holidays off the Orkneys in early Spring, swim round the Scottish coast, and visit our northern and eastern watering places with such regularity that the horny-handed gentleman who spends his days in trawlers can tell to the minute when Mr. Herring is parading off Grimsby or calling at Scarborough—to be caught and eaten.

Finest Lassies in the World.

For eight months in the year this obliging fish gives work and bed and board to 10,000 of these "Caller Herrin'" girls. To-day half of them are in Yarmouth, and they are still arriving. Physically, they are without doubt the finest lassies in the world. It is a moving picture to see them flocking to the fish flaying after breakfast of a morning. The old town rumbles and shakes with them, and most are booted to the knee with mighty Wellingtons an inch thick in the sole, and so heavy that they drag and rasp along the echoing pavements But these maids of the sea and the wind and the "parritch" are not here for show. Honest work is their business and homespun their dress. They don't know—most of them, that is to say—what it is to wear a hat or bonnet, or such like kickshaw. They have pretty hair, all shades of red and auburn and brown but a Paisley shawl fastened tight under the chin hides all such worldliness. Their arms are naked to the winds—red and rough. Their fingers are nearly all in bandages, for their trade is with the knife, and the sharp blade is forever slipping across the wame of a wriggling herring, and bringing disaster and gore. But their faces are bonnie and bright—shining with health and their bodies are aglow with vigor.

A Glorious Clan.

It is clear that they come of a sound race—a race apart. They are Hielanders and Lowlanders but they are of the same fisher family— sea-maidens of many generations. They have raced the herring boats to Yarmouth, coming from the north in long and roaring express trains. But watch them on the quay, waiting for the boats to come in; and you will find that the bronzed men on the Peterhead and Banff and Aberdeen boats are their cousins and their brothers, and their lovers. These wanderers of the sea are all of one great family, after all—more clannish than Israelites.

No matter from what part of Scotland they come, their clannishness is wonderfully marked. You will find that along the Scottish coast there are two towns of the name of one—the "sea town" and the town proper. It is from the sea towns that these girls come; and they will tell you that the sea town is all-in-all, and the other simply a collection of houses not to be reckoned with. Here is "clan" once more, and it is marked clearer when you reach the village, and find that the girls whose home is in far-away Shetland, keep to the clan in Yarmouth, work in "crews" together, lodge together, and parade King street of an evening together.

And when at last it comes to the more important business of sweethearting and marrying, the link of clan is stouter still. The Lawries and the Cuthberts were marrying in 1830. They are marrying still, and cousins shoal like herrings.

A Hard, Wild Life.

The work of these lassies is hard and exacting and cold. It begins in May off the rugged corners of Stornaway and the Orkneys. Then comes Shetland, where the land is as inhospitable as the sea. To this barren coast the Scotch fisher girls take all their belongings, from clothes to cups and saucers and spoons. It is a wild life here and it gradually eases off into more of humanity as the digger and the Goodwins crawl nearer across the waste of waters.

The Sea Girl's Mother.

But there is one friend who is always with these hardy damsels. She is Miss Davidson, a deaconness of the Scottish church, and the Lady Bountiful of the fleet. This is the seventeenth season Miss Davidson has been mothering these children of the sea. In Yarmouth, behind the bustling fish wharf, she manages a homely little place known as "The Rest House of the Scottish Fisher Folk." Here is a hall and restaurant, and a big cosy room where the girls can get all manner of creature comforts for the smallest of small sums. Breakfast, dinner and tea are obtainable, and there is a regular sort of out-patients' hospital here as well. Sprains and cuts and suppurating sores are no rarity in the fisher-girl's business: and Miss Davidson and the three charming lassies who help her are kept busy most of the day with liniment and lint and embrocation.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland

Hogen-Mogen and Royal Sport
5-center 10-center

are literally in every one's mouth. Are you getting your share of this demand? Don't hesitate—write to-day for full information. We've a few showcases left which go with 5,000 orders; assorted, not less than 1,000 Royal Sports. The cigars of quality will help you.

The Sherbrooke Cigar Co.,
Sherbrooke, - - - P. Q.

All Unite To Praise

THE BUSINESS MAGAZINE

Our Splendid Home Publication For The Busy Man and His Family

Read this Unsolicited Testimonial

"Viator," writing in the Free Press, St. John's, N.F., says : "The MacLean Publishing Co of Toronto have recently issued a new magazine, or rather re-issued an old one in a new form. The Business Magazine, as it is called, is one of the most interesting of compilations. It is more than interesting, it is useful and instructive. The Review of Reviews has done much for the literary world, as has Littell's Living Age, World Wide, the Rapid Review, and kindred publications. What these papers are to the literary student, or to the man in the street. The Business Magazine promises to be to the business man, a compendium of all that from the business standpoint is best, brightest, most readable and most instructive in the magazines of the world. The publishers may well refer to it as 'The Home Magazine of the Busy Man and His Family.' If the first number is a sample of what is to follow. I should advise every business man who wants a good thing and knows how to appreciate one when it is to be had, to send a year's subscription of two dollars to the publishers at Toronto. This may look like an advertisement. It is at least wholly gratuitous and unsolicited, being the result of one of the most pleasant and instructive evenings spent by my fireside. with The Business Magazine of October, 1905, as my companion. To keep up to the level of the October edition in succeeding numbers will be difficult, but the magazine is in good hands."

If you have not yet subscribed do so at once, while our special offer lasts.

The MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.

PROGRESSIVE RETAILING

ON BUYING A BUSINESS.

NEARLY if not quite 50 per cent. of the men who buy the small retail stores offered for sale are men who have worked at some trade or other occupation and who have saved enough out of their wages to start them in business.

The kinds of business that are sold to inexperienced business men are mainly retail stores, and the amount of capital invested by each man runs from $200 or $300 for the small store to $3,000 or $4,000 for the larger establishments, but $1,000 is an average for investments of this class of buyers.

For $600 can be obtained sometimes a well stocked store in a good location, and the man who has this amount of money will not lack for a variety in the opportunities offered to him for investment. In fact, the choice is so great that if he has not already decided upon the particular line he wishes to enter he will probably be puzzled to make a selection. Even if he has fixed upon one kind of business that he wishes to buy, he will find the variety of locations, stocks and clientele open for his selection is of so many kinds that it will take him some time to make his decision.

If he is going to buy a store of any kind, it is the consensus of opinion among the business brokers that the best place for him is not, as might be supposed, in an old-established place, but in a new neighborhood.

For the man who first enters a new locality and sets up a store with a clean, bright stock of goods, there is a better chance for success than for him who goes into an old location where there is keener competition. In the new location he has the chance to get new trade—trade that he obtains through the merits of his goods and the treatment that he gives to his customers, and this is the best custom obtainable.

In buying a store he should first of all look to the location. A stock that is old and unattractive can be renewed and renovated, but poor location can only be remedied by moving, and this entails additional expense and loss of time in getting started, and to the man who is going to begin to do business on limited capital and experience it is extremely essential that he begin to get trade as soon as possible.

In determining the choice of a location he should thoroughly inspect the neighborhood and ascertain as far as possible the kind of people that reside in it, for the retail store, outside of the downtown district, is almost entirely dependent upon the trade of the neighborhood.

The class of stores that are most frequently offered for sale are the small cigar and confectionery stores that can be bought for from $200 to $500. One man who invested $500 a year ago in a store of this kind is now doing a business that yields him a profit of $12 a day. He was fortunate in securing a good location, for the stock the store contained when he took charge of it was not worth at wholesale more than $100.

After this kind of business the grocery stores are the ones to most frequently change hands. This is a business that it is hard for the beginner to make a success at, the chances for loss in the selling of groceries by an inexperienced man being great. Still, many men who enter this line as proprietors make money at it.

It is seldom that a fair-sized grocery can be bought for less than $600, and a well established business will cost up into the thousands. There is probably no kind of store wherein there is so much chance for a man's ability to win trade as in this line, but it is also one wherein business can be easily lost. To be a successful groceryman it is just as necessary for a man to have a knowledge of his business as it is for a butcher, or any other business man, and it is up to the man buying such a store to set himself to quickly master every detail.

ON BRANCHING OUT.

IT is notorious that departmental stores make more profit in proportion to investment than one-line merchants.

The reason is simple, in spite of the fact that many very good merchants fail to see it, or at least to make application to their own business.

The department store has many lines under one roof, which multiply sales faster than expense.

And some one or more of its lines are always in season, hence it has no dull seasons.

These two facts explain all there is of "mystery" about the profits shown by retail department stores.

You have a certain fixed expense which cannot be cut under a certain minimum, no matter how low sales sink. This includes rent, heat, light, advertising, a certain number of salaries, etc.

In your store, could you not, for example, do a little more business with no increase in expense, or a third more with only a moderate increase? If so, nearly all the gross profit on that excess business would be net profit.

In your store, again, does not much of the profit of busy December trickle away in the expense of dull January and February? And do you not spend in July and August much of the profit of the busy Spring?

Imagine how your profits would jump if every week and day in the year you had some line in which the people were interested, whose sales would make good the temporary shortcomings of other lines.

Not every store can be a department store, but the retailer who does not "branch out" to the limit of his ability is missing his best chance for profit.

Ask fifty one-line merchants why they do not branch out, and forty-odd of them will probably tell you they have no capital and no room. Yet most of those forty-odd could find both capital and the room, simply by turning a portion of their over-stocks into cash, and then ordering a thirty days' supply of an article instead of a three months' supply.

Incidentally, this weeding out of the over-stocks would infuse health into every part of the business.

ENGLISH TRADESMEN AWAKE.

Several phases of social revolution are noticeable in England. The latest is the revolt of the tradesmen, or the wealthy middle class, against the demands of the nobility for extended credit.

The recent introduction of American methods by several Oxford and Bond street dealers has shown, by a contrast in prices, the evils of the arbitrary credit methods. The result is that an anti-credit league is forming, and the Countesses and Duchesses who have been accustomed to order what they pleased and pay when they got ready are getting the cold shoulder in the largest shops of the British metropolis.

In recent bankruptcy proceedings the failure was shown to be due wholly to abuse of the credit system which the proprietors had not been able to check. Some accounts were 14 years overdue, but, strangely, were regarded as "good." Lately the London tradesmen have awakened to the fact that they are practically financing the establishments of many of the richest families among the nobility. They are borrowing money to carry on business, while their noble debtors are receiving interest upon money in bank that really belongs to the shopkeepers.

IT PAYS TO ACCOMMODATE.

There is nothing people appreciate more than being served by those who really enjoy accommodating them. What a comfort, at a strange hotel especially, to be served by those who seem anxious to please us, who seem to take real pleasure in making us feel at home and comfortable! There is no one quality which will help youth along more rapidly than the cultivation of this desire to please, to accommodate. It appeals to everybody; it creates a good impression.

What a pleasure and a comfort, when traveling, to be served by pleasant, good-natured people who try to please us! A surly, impudent Pullman porter often destroys the pleasure of a whole journey on a train. An impudent clerk in a hotel office can make everybody in the house uncomfortable, and such service is dear, even if it could be had for nothing.

It is noticeable that a boy who always tries to help wherever he can, and to make everybody comfortable, who is accommodating in everything; is very popular, and other things being equal, most likely to be promoted.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

NEWSPAPER ADVERTISING.

A FEW weeks ago when discussing some of the factors bearing on retailers' publicity I stated that I would at another time offer some suggestions on newspaper advertising proper.

* * *

In dealing herein with this phase of the case it will be assumed that cognizance has been taken of the "conditions" previously touched upon and that it is after a consideration of those conditions that advertising is deemed essential.

* * *

One of the first steps in newspaper advertising is to select the medium or mediums. If there is more than one paper in your town it will, perhaps, be well to advertise in them all, periodically. There should be no difficulty in telling which of the papers is the best medium for certain classes of business. Make an announcement in one paper alone. Then have the same announcement inserted in one of the other papers, and so on. Note the results in each case.

* * *

Of course, as I have said before, too much importance should not be attached to the boasted superiority of one paper's circulation as compared with other papers. But it is possible for one of the papers in your town to reach a greater number of the rural community than its contemporaries. That fact is valuable knowledge for you when advertising.

* * *

Never allow your selection of a medium, however, to be influenced by politics, friendships, etc. The money you spend on advertising is a concession to nobody. It is a plain commercial transaction—a dollar-for-dollar deal.

* * *

Selecting the goods to advertise should give you the most concern. Besides the necessity for timeliness and attractiveness, you should see that there is no one-sidedness—groceries left unadvertised for want of system.

* * *

The best system I know of is to have an advertising book, drawn up in memo style, into which entries should be made by yourself and the clerks. If, say, on a Monday you considered it would be appropriate to run a canned goods advertisement on the following Wednesday you would write a note to this effect in the book under the heading Wednesday, covering a certain date. The points about the goods would likewise be written down.

* * *

If one of the clerks thought that on the same Wednesday it would be well to announce the arrival of some choice creamery butter he would note that fact with particulars also. When the advertisement was to be written there would be a number of lines to select from, all timely.

The advertising book would also be of service in that it could be perused occasionally and knowledge of the previous month's or year's advertising gleaned from its pages. As a depository of information it would be indispensable, the details of a certain line of groceries that had been advertised being, in part at least, useful when that line of groceries was to be advertised again.

* * *

Another helpful adjunct to the advertising book would be to clip your advertisements and file them, in the order of their appearance, with the date marked on each. When you were extra busy it would be possible to take an ad off the file, used a year previous, make a few changes and bring it into service again.

* * *

There can be no doubt but that the adoption of some such methods would be of material assistance in preparing advertisements. At first you would feel the system's monopoly of time, afterwards its benefits.

* * *

The writing of the advertisements themselves should not prove to be an onerous task. Having decided on what to advertise, you secure the details from the advertising book and begin to shape them to suit the space.

* * *

Ink should always be used, and white paper, preferably hard finish. This is the connecting link of safety to the compositor. The practice of some merchants of writing on all kinds and colors of paper, with lead pencil, should always be shunned.

* * *

While you hear a good deal about type and the essentialness of typographical knowledge for advertisement writing, this need cause you no alarm. An acquaintanceship with the printing art will stand you in good stead and always be of some service. But learn as you go along—from the school of experience. Notice how the compositor dresses your advertisement up. Notice the type used in your competitor's headings. If you like it better than your own cut it out and paste it on your copy.

* * *

In your advertisements you are going to appeal to people of every-day language, so do not worry over your inability to wield a facile pen. You are just going to "talk shop" on paper. That you can do without much assistance.

* * *

As regards cuts, if you have suitable ones use them, but do not get into the practice of inserting cheap-looking stock cuts. The cut idea is overdone, and with many advertisers is nothing but a space consumer.

* * *

An attractive heading sets off an advertisement, but never sacrifice space for too elaborate a heading. Occasionally advertisements appear in Canadian newspapers in which the headings represent about one-half the advertisements. While this may be catchy it is certainly costly. Undoubtedly instances of the kind are generally due to insufficient details having to be "spread." For this reason I would recommend your not taking too large a space at first.

* * *

Writing the sentences clearly and preserving coherency between the various paragraphs is very important in ad writing. I meet with a number of retail advertisements that are worded ambiguously, due mostly to hurried preparation and an inadequate grasp of the essential features to be announced. Introducing advertisements by irrelevant phrases, as evinced in much of the medicine advertising has little to commend it.

* * *

A pitfall to avoid is that of filling up the space with generalities or facts already known, such as "Tea is essential to every household," "Sugar is in great demand," etc. Statements of this nature advertise any grocer's teas and any grocer's sugar. You are advertising your own goods alone. Remember, too, that you are not trying like a mail order house to build up the sales of an article. You are just selling every-day commodities in competition with scores of others. These commodities were used long before your time and the chances are they will be used long after.

* * *

Culling the unnecessaries, your advertisements should finally appear as statements of what you have for sale, supported with reasons why your goods should be purchased. There may be various ways of stating these two things but they are the nucleus of all retail advertisements written from correct models.

* * *

So it will be seen that while retail advertising demands some study it is within the range of any merchant or clerk who will go about the work methodically and learn by doing. It will be seen that this phase of publicity is more a matter of adaptability than ability, more a matter of trained common sense than genius.

At some other date I shall design three or four ads and have them appear in this department with "Reasons Why."

A. A. B.

The merchant who has the reputation of placing the biggest orders with the traveling men is not always the one who is making the most money. His competitor who buys carefully and does not overestimate his requirements, preferring to buy frequently, usually has his assets in better condition, and that is what the credit man looks at when estimating the value of a merchant as a credit risk.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 30, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 80
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 35
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	5lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 49
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—	Dime	$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—	Dime	$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each..... per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
8a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	2 00
" ¼-lb. tins "	0 85
" fancy tins "	
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 90
Diamond, " "	0 35
" 5's	0 35

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well,

ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" ½-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	.90
½ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

	Cases.	Doz.
"Anchor" brand, cases 4 doz., per case	$5 00	
" evap. cream, cp. 4d. "	4 65	

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00		
" " 2 lb. tins, cases, 15 tins	8 70		
"Beaver" coffee, 24-1 lb. pkgs.	4 80		
"Sun" brand, 25 and 50 lb. tins—			
Gem, roasted or ground	0 30		
Extra, " "	0 26		
Fine " "	0 22		
Fancy " "	0 18		
"Beaver" (ground only compound)	0 15		

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1[illegible]

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	3 00
Individual size jars	"	1 00
Imperial holder—Large size	"	14 00
Medium size	"	12 00
Small size	"	11 00
Roquefort—Large size	"	1 40
Small size	"	1 00

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.00.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	$90 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

BORDEN'S

BRANDS

TWO TRADE WINNERS WITH EVERY GROCER

"Eagle" brand Condensed Milk

"Peerless" brand Evaporated Cream

Purest for your trade.

Most Profitable to handle

WILLIAM H. DUNN, - MONTREAL

ALL JOBBERS

Erb & Rankin, Halifax, N.S. JOS. IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B. Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

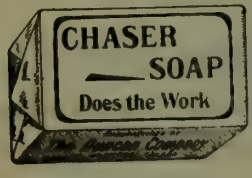
BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
" " " 8-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 8-lb. draw-lid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee " brand starch—	
" 1 dry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem " " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" " 8-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

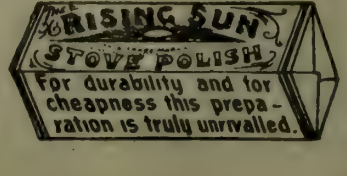
J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb gross weight	9c.
2 lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1½lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0	3 8
4, bxs., ea. 3 dz.	
Enameline No. 0	6 5
6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea.	0 80
3 doz.	
Blackene, 5-lb.	0 10
cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

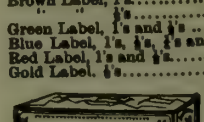
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 3, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

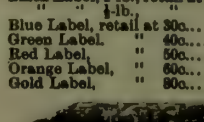
3 p.c. off 30 days or 3 months.



Teas.

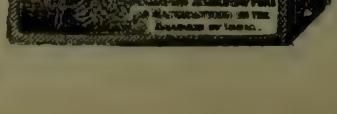
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 56



Cases, each 60 ½-lb.		$0 35
" " 60 ¼-lb. }		0 35
" " 120 ¼-lb. }		
LUDELLA CEYLON TEA		LUDELLA CEYLON, 1's AND ½'s PKGS.
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb "at	0 30	
" AA 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ¼s, ½s and 1s, 60-lb. cases ...retail	0 25	at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases ...retail	0 30	at 0 35
Yellow Label, ¼s and 1s, 60-lb. cases ...retail	0 35	at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases ...retail	0 40	at 0 50
Red Label, ¼s, ½s and 1s, 50-lb. cases ...retail	0 50	at 0 54
White Label, ¼s, ½s and 1s, 50-lb. cases ...retail		at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 45
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 45
" Old Fox, 12s.	0 45
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 45
" Universal, 13s.	0 47
" Dixie, 7s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Where Wilson Superiority Comes In

Most vinegars look alike. Most vinegars taste alike. But no other vinegar tastes just like

GOLDEN RUSSET VINEGAR

because no other vinegar is made by as good a process. Fruit vinegar is always superior to commercial acid vinegar, but fruit vinegar may be made in the wrong way, or a poor grade of apples may be used.

The Wilson Process stands for correct methods and select fruit. That is why **Golden Russet Vinegar** has out-distanced all competitors in the Quality Race.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

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THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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1,000	"	40.00

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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Page 19

WE WANT YOU TO ORDER THE

HALL LAMPS

ADVERTISED LAST WEEK AND SO GIVE ASSORTMENT AGAIN

TRAFALGAR ASST.

1 only	141 Crys. Etched Globe	$1.35
1 "	140 " " "	1.50
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		$6.20

Package 25 cts.

All great big lamps complete with B. burners and chimneys.
We guarantee satisfaction.

Send card to-day.

GOWANS, KENT & CO., LIMITED
TORONTO

The Best Is None Too Good

These are the days of specialists, and in our manufacture of

Wethey's Condensed Mince Meat

we are specialists, for the reason that for more than twenty years this has been our sole line and study.

Is, therefore, our claim at all unreasonable when we say we give you in our packages the best possible value and your customers complete satisfaction?

How is Your Stock?

Order now for Xmas Trade

3 Doz. packages in a case. Every jobber keeps it.

WRITE US DIRECT REGARDING BULK MINCE MEAT.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 8, 1905. NO. 49.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Buy It

You can buy...

"Crown" Brand

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " "	1 "	Kegs and Pails.
10 " "	½ "	
20 " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

TABLE SYRUP

At any and every wholesale grocer's.

There's lots of SYRUP used now—why not sell the Best?

"Crown" Brand is Canada's Premier Syrup.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

"JELLIES" THAT

PERFECT JELLIES
DAINTY JELLIES "JELL"

IN FACT

"KKOVAH" JELLIES

Flavored with Real Fruit Juices Only.

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Mail

Your Order

to-night for a good supply of Mathieu's Syrup of Tar and Cod Liver Oil. Doctors often prescribe Tar and Cod Liver Oil, and Mathieu's Syrup is a scientific combination of these invaluable remedies—a reason why the people of Canada rely upon it in all causes of Coughs, Colds, Bronchitis, etc. It has a very rapid sale—bears a good profit and makes satisfied customers.

Mathieu's Syrup

of Tar and Cod Liver Oil

Mathieu's Nervine Powders have never any quiet season. They sell well the year round. Keep your stock up.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

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You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

No Dust Or Cobwebs Here!

Did you find dirty, dusty articles of trade up on the top shelf when you took account of stock a few weeks ago? Have you tried to sell them for less than cost as a "job lot"? It's ten to one that none of them were **standard goods.** You'll find no dust or cobwebs on "standard goods"—are you stocked with the three following well-known lines? **They are Standards!**

"Thistle" Brand

Canned Haddies
Kippered Herring
Herring and Tomato

Selected with the greatest care and cleaned, cured and packed under the personal direction of Captain Austin, whose whole life has been devoted to this one particular business. There are no secrets in the factory of the "Thistle" Canning Co., at Little River, N.S.—everything is "above board" and visitors are always welcome to inspect the works, which are the most perfectly equipped and the CLEANEST OF THE KIND on the Atlantic Coast.

Since, "seeing is believing," if every grocer who sells Canned Fish could compare by personal observation the manner of selection, the cleaning, the curing and the packing of the "Thistle" Brand with **any other** brand he would realize fully what it means to sell "standard goods" that are above competition. The invitation is cheerfully extended to every grocer to visit and inspect the Thistle Canning Co.'s Factory and to **judge for himself.**

Arthur P. Tippet & Co., Agents,

Montreal. Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

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We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

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Manufacturers' Agents and Commission Brokers.
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Domestic and Foreign Agencies solicited.
Highest references.

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Beans, Boiling Peas, Flour, Oats

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Highest references. Commissions solicited.

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is the finest
FRASER RIVER SOCKEYE SALMON
Packed on the Coast
We are Sole Agents for Ontario.

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GROCERY BROKERS
TORONTO

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Dingle & Stewart
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Highest References. Correspondence Solicited.

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WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited Established over 12 years
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Good Spices are the secret of Good Mince Meat.

Nicholson's Mince Meat

is made with the best spices. Of course you keep it.

Remember to get:

N. & B. JELLY POWDER
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9 Jarvis St., TORONTO, ONT.

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Canada's Pride Brand

Corn and Tomatoes

have the exquisite flavor that is only obtained when the vegetables are grown on suitable soil, fully ripened on the vines, and put up by processors who are masters of their art.

In addition to all this, Canada's Pride Brand are encased in the handsomest of labels. In all they are just the kind of goods that please the customer and build up trade.

ASK YOUR JOBBER FOR CANADA'S PRIDE BRAND.
IF HE CANNOT SUPPLY YOU WRITE

The Napanee Canning Co., Limited, - Napanee, Ont.

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Provision Merchants.
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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Kaiser Wilhelmstrasse 74-78.
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Commission Agents and Merchants.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

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IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

Only a word to the wise is sufficient.
JAPAN TEAS
are here to stay
because their intrinsic qualities have proved themselves to be superior to the teas of any other country. They are the purest and healthiest teas for your customers and profitable for you to sell.
Buy and sell JAPAN TEAS

"The Line of Least Resistance."

In physics we are taught that water flows along the line of least resistance. The dealer should "sell along the line of least resistance"—i.e., the most satisfactory goods.

Paterson's Camp Coffee Essence

invariably pleases your customer.

THEY Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME . . . MONTREAL

ROSE & LAFLAMME, Agents, - - MONTREAL

Quaker Canned Goods

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynn Valley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

YOUR BEST CUSTOMERS

who use **Baby's Own Soap** will readily buy the **"Albert's" Oatmeal Skin Soap, Rosebath, Burton's All-Healing Tar Soap** or any other "Albert" Soap.

They give a good, liberal profit.

"Albert" Soaps cover every household and toilet use. Be sure you have a complete range of these fine goods.

ALBERT SOAPS, LIMITED
Manufacturers
MONTREAL

Mince Meat

THE GROCER'S HOLIDAY SELLER

Here's a line that grows in demand every year.

Who thinks of making their own Mince Meat now any more than their own bread?

The satisfactory quality of our Mince Meat —this year better than ever—has had a large part in bringing about the general demand for Mince Meat at the grocer's counter.

—In small and large packages.

The T. A. LYTLE CO., Limited
124-128 RICHMOND ST. WEST
TORONTO, Can.

APPLES ARE SCARCE!

We will only have a limited quantity of "gallons" to offer and canners generally will hardly fill their orders this year.

This means a large demand for **Pumpkin** "threes," in which we can offer the trade a sample of the **pure thing** that is bound to give satisfaction to the consumer.

Order Now—Do not leave till too late.

Yours truly,

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED
Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO - CANADA

Autumn Leaf Brand Canned Goods

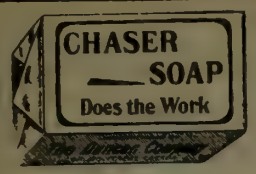
WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager



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that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

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D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

What Makes the Difference

Are you aware that the way fruit and vegetables are grown is as important as the way they are canned? The soil and climate of the Bay of Quinte District have proven conducive to perfect development, which has consequently made that territory the Mecca of the canning industry.

QUEEN BRAND

canned goods are perfect fruits and vegetables. That is why ***Queen Brand*** flavor is distinctive, and why ***Queen Brand*** trade is sure trade.

Have you ***Queen Brand Corn, Sweet Wrinkle Peas, Sifted June Peas, Tomato Catsup, Raspberry Pulp,*** etc., in stock? If not send in an order to-day.

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If you are a book-keeper you cannot do without it.

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CEYLON Tea Talks

No. 2

Some Ceylon Tea facts it is your interest to know.

A quarter-century ago Tea was practically unknown in Ceylon and its cultivation probably not thought of. Yet at the commencement of the present century a very considerable proportion of the world's supply was produced in Ceylon, and the total area now under cultivation probably exceeds 400,000 acres.

The advantage claimed for Ceylon Tea above others is, that whilst it contains all the Strength and Body manifest in Indian Teas, it also combines with it all the Purity and Delicacy of Flavor of the China, thus securing for itself the Premier place as a "Self Tea," giving a beverage at once refreshing and invigorating in the highest degree.

Ceylon Green Tea stands absolutely Top when in comparison with other "greens."

It has a higher percentage of Theine.

It gives a greater Extract lb. for lb.

It has the minimum of Tannin.

(To be continued)

CEYLON TEA (Both Green and Black) **the World's Premier Tea**

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

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Terms moderate. Also furnished cottages.

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A. PASCHAL (Prop.) HAMILTON, BERMUDA

Centrally located. Open all the year round.

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(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

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JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co 29 Broadway, New York.

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The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

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Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

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YOUR BANKING BUSINESS
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THE METROPOLITAN BANK.

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WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,300,000.00
Ont.	Annual Income -	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

This space $30.00 per year.

This space $15.00 per year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
52 Canada Life Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

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Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

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Advocates. Montreal.
Albert W. Atwater, K.C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

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Offices, Bank of Toronto.
Tel. Main 3813. - - - - - Toronto, Ont.

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Hamilton, Ont.

WM. A. McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc

ROBINSON & GREEN
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This space $30 per year.

ALCOHOLISM

The best treatment for all persons affected with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.

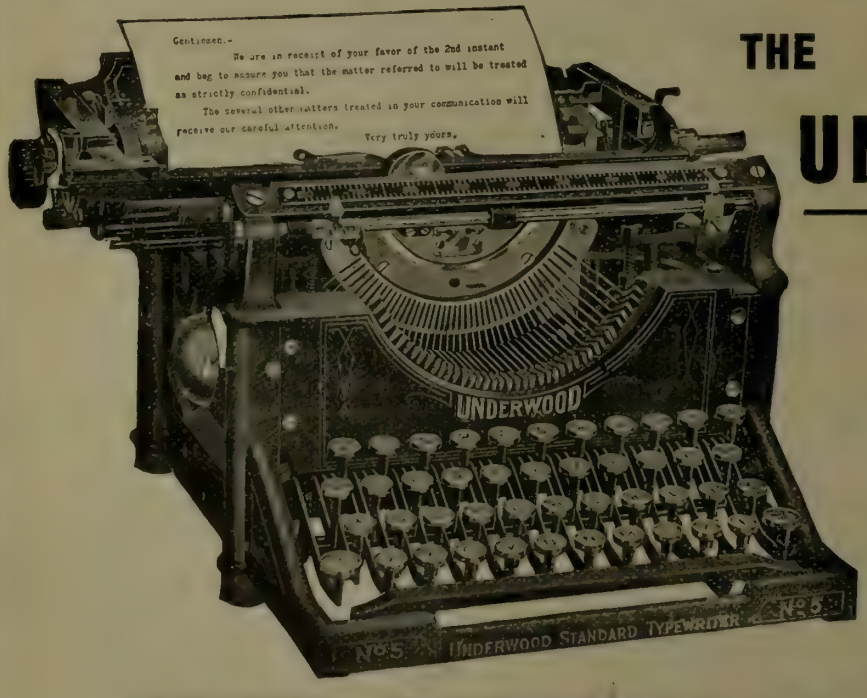
Absolutely private treatment.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } **BELLEVILLE, ONTARIO** { J. Frith Jeffers, M.A., President.


Gentlemen:-
We are in receipt of your favor of the 2nd instant and beg to assure you that the matter referred to will be treated as strictly confidential.
The several other matters treated in your communication will receive our careful attention.
Very truly yours,
UNDERWOOD
No 5
UNDERWOOD STANDARD TYPEWRITER
No 5

THE UNDERWOOD

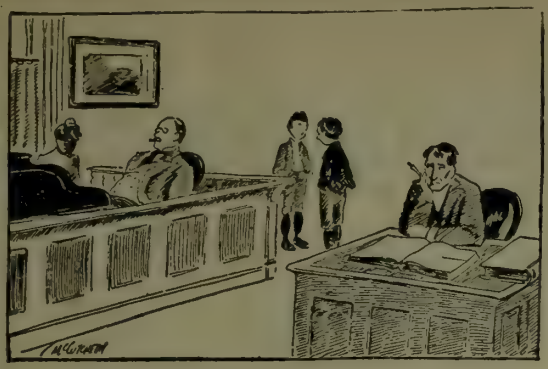
The Writing-In-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TRONOTO *and at* **99 ST. FRANCIS XAVIER STREET, MONTREAL**

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.



The NEW and the OLD WAY

DON'T WAIT 15 DAYS TO GET YOUR BILLS OUT

Have a stated time to render your bills, say the first of each month, and be prepared to do it. It cannot be done in the old way, but by the use of the

LOOSE LEAF SYSTEMS

it can be done. There is no worry in it either, for with it your accounts are always ready for rendering. Write us to-day.

The Rolla L. Crain Co., Limited
OTTAWA, CANADA

TORONTO—18 Toronto Street MONTREAL—74 Alliance Building

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD

A volume of 400 pages packed full of good stuff for advertisers. Price $2.00.

Sent post paid upon receipt of price.

TECHNICAL BOOK DEPARTMENT
MACLEAN PUBLISHING CO. LIMITED, TORONTO.

Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance:—1000 Statements, $1.50; 1000 Billheads, $1.50; 1000 Letterheads, $2.50; 1000 Envelopes, $1.25; The lot for $6.00.

G. A. WEESE & SON, Toronto, Ont.

SIGNS AND SHOW CARDS

advertise you so well that it does not pay you to be without them. It will pay every Merchant in Canada to have our catalogue before him for reference. It gives styles and prices for almost every sign made. Free to all Merchants.

THE MARTEL-STEWART CO., LTD.
681-683-685 Craig St., - - MONTREAL

FIRST FLOOR OUTFIT

OIL ECONOMY
VERSUS
OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.
530 WEST FRONT ST., - TORONTO, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

Do You Want to Make Some Extra Money?

If you do, just work as hard for a month selling good tea, as you do trying to sell brands that you know are a little shady, but on the quiet, or perhaps openly, give an extra 5 per cent., or (if very shady) perhaps 10 per cent., discount. Do not make any mistake. "The nigger is in the wood-pile" all right! You get the discount and your customers get——— ! what ?——well, they get tea that they won't always come back for, and you won't know it until it is too late to bring them back.

You never find a big discount being used to sell high-class goods, **quality is enough.**

Will you make the test for a month? Push ***RED ROSE TEA*** just as hard as you have been pushing the other brands. Then figure up your profits and take an account, too, of the new customers you have made through selling ***RED ROSE TEA.*** The result may surprise you.

Will you write now for particulars and samples? Perhaps I can give you some suggestions that may be worth something.

T. H. ESTABROOKS, St. John, N.B.

BRANCHES:

TORONTO WINNIPEG

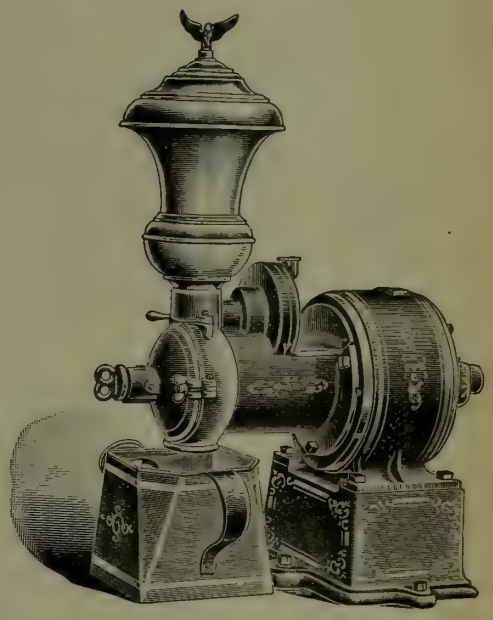
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

One of the Differences—
—Is the Flavor

Many differences are found when a comparison is made between

Southwell's
Jams and Marmalades

and "other makes."

One of the differences is that **SOUTHWELL'S JAMS and MARMALADES** have a flavor—that good old English flavor—quite difficult to find in "other makes."

A Grocer is justified in ordering **SOUTHWELL'S JAMS and MARMALADES** on that flavor triumph alone.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

STARCH SAFETY

Safety lies in knowledge, not in fear, in the starch-selling business. You know good starch; you know people want good starch; you order the best. The results warrant your intrepidity. If you have kept close watch on starch history you must have noticed that the trend is towards cold-water starches on account of the many drawbacks attached to "boiling." You must be aware that, as a result, sales hover around

IVORINE STARCH

Knowing these facts your safety lies in holding fast to "Ivorine." Its profits are not to be passed over with a yes, yes, enthusiasm.

Profits call for orders.

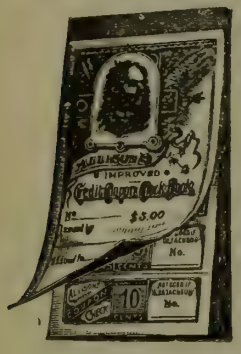
ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, Ontario

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets. through carelessness of clerks, or disputed accounts. Who that has "passbook" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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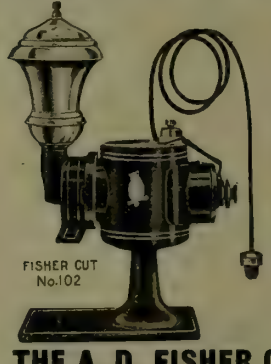
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

The AUER LAMP
GASOLENE
200 CANDLE POWER OF CLEAR, STEADY LIGHT
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.——MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

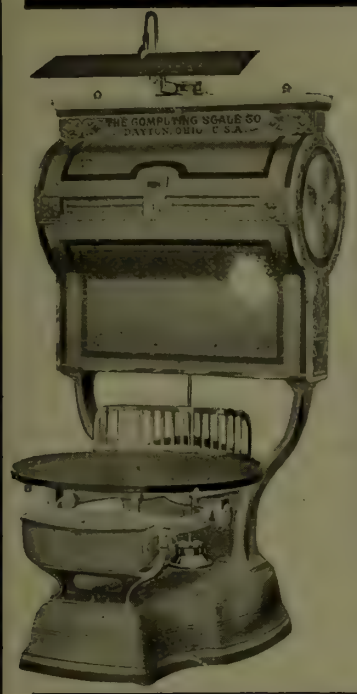
"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

Automatic Grocer



MERCHANTS have been for years in quest of an Automatic Computing Scale for their grocery departments, and have been experimenting with all kinds of new ideas, but without success.

OUR AUTOMATIC BUTCHER COMPUTING SCALE was an **OVERWHELMING TRIUMPH**, and we have adopted the same principle of construction in a Computing Scale for grocers' use which is bound to give the same degree of satisfaction to the grocer.

A SWIVEL BASE allows the scale to be turned to any desired position, so as to be as easily used from one side of the counter as from the other.

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

This Receipt Valuable to Cash Buyers

A 0.25

Claim our 5 per cent. discount on above amount in cash, or apply it on future purchases at any time at our store

Main and First Streets

Above wording is permissible under new trading stamp law.

The new law

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.

National Cash Register Company

129 King St., West

Toronto Ontario

PARADISE AND HAYCASTLE CURRANTS

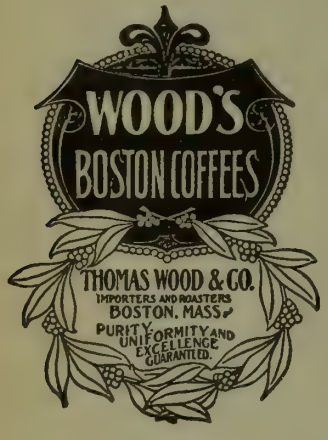
Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



"WATCH OUT"

The importance of a thorough knowledge of the tastes and wants of individual customers cannot be overestimated.

Eternal vigilance is the price of success.

Our system tells us of the particular requirements of the thousands of Grocers whose names grace our books, new ones being constantly added.

Now, from our extensive line it is easy to select the very brand of

WOOD'S COFFEES

that will suit every man and woman who trades with you.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

A QUARTETTE OF MERIT

Reindeer Condensed Milk
Reindeer Condensed Cocoa
Reindeer Condensed Coffee
Jersey Sterilized Cream

These goods are ideal in composition, preparation and finish.

They represent the best product of 20th century skill and method, purity and quality.

A cup of excellent Coffee or Cocoa is prepared by simply adding boiling water.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

HOLD!!

It will pay you to see our prices on New Fruits, Peels, Nuts, etc., before placing your order for Christmas Trade.

SPECIAL VALUES IN:

Valencia, California, and Malaga Raisins

Choice Currants,

Lemon, Orange and Citron Peels

Natural Pulled and Eleme Layer Figs

Grenoble, Marbot and Bordeaux Walnuts

Tarragona Almonds

Sicily Filberts

Brazil Nuts

Pecans

Shelled Almonds and Walnuts

Warren Bros. & Co.

Wholesale Grocers
Toronto

CANADIAN EXPORT TRADE IN JAPAN

THE Grocer is in receipt of the following very interesting letter from Mr. Andrew R. Tufts, of Yokohama, Japan. Mr. Tufts will be remembered as an occasional contributor to the columns of The Grocer on Japanese trade matters, on which he is thoroughly conversant. Mr. Tufts is well known in Ontario, where he was formerly in the retail grocery business. He was later in the same business in British Columbia, before going to Japan, where he is now in business as a manufacturers' agent for Canadian producers :

"That Canada has no considerable over-production in any line for which Japan would afford a ready market was quite evident to me when I again got among my mercantile friends in Yokohama and Tokio.

"Two years ago at the Osaka Exhibition we sought to inform the Japanese that Canada was a country of vast possibilities and great promise of future trade. It is true we gave the promises, we still have the vast possibilities, but the United States and Australia enjoy the trade, with most of the European countries getting their share, too.

"The strongest feature of the Canadian exhibit was a demonstration of bread-baking from Manitoba flour, and we received the medal for having the finest foreign exhibit.

"In comparison with the soft wheat flours of the Pacific Coast States our hard wheat flour seemed very high priced to a people who were making other foodstuffs than bread, namely, maccaroni, vermicelli and doughy cakes. They were willing to buy our low grades, but since Manitoba hard produces only about 10 per cent. low grades, we did not secure much of a market for what we had the most of.

"To-day more bread is being used by the Japanese, and more and better grades of flour will be in demand, but it will be a flour light in color, possessing a good percentage and quality of gluten that will supply the masses, and at a price on a par with 80 per cent. of the flour produced by the soft wheats of the Pacific Coast States.

"More western grown wheat, more western mills, adequate preparation for a continuous supply of the product, and a wise cultivation of the oriental market will give Canada her proper share of the Far East flour trade.

"Thanks to the good management of our Government dairies, and the patience of two or three large grocery firms here, our butter trade is growing, but deliveries are protracted.

"Two enterprising soap manufacturers in British Columbia, who believe that an increased output lessens their cost of production, are making headway against the world's largest manufacturers, though hampered by the general tariff being against them. The market is worth winning, and their domestic business will be helped also.

"In comparison with the Puget Sound lumber trade ours does not look good to me.

"This is probably a question of lack of small cargo carriers. Certainly it is a transportation difficultv and not lack of production nor interest on the part of British Columbia millmen.

"The other lines which we could most readily find a large market for in Japan had we any large quantitv to regularly supply, are wood pulp, fish fertilizers, phosphate rock possessing less than 3 per cent. of iron oxide and alumina, coarse grains, apples, dry salt dog salmon, salt herrings, tallow, beef, leather, resin, tar, turpentine, analine dyes and canned milk. A large export trade from Canada to Japan is chiefly a question of ample supply in the above-enumerated products.

"There is no use attempting a fitful trade. It does harm, causing disappointment when further supplies are not available.

"Have we the courage to produce more than we have a home market for ?

"The Government is doing its share in helping to prepare the market here to receive our products. Under Trade Commissioner McLean's supervision a great deal of information is being disseminated. He is not here to sell goods, but to answer questions from either sellers or buyers, and I am sure many Canadian brokers must wonder why they cannot reach Japan with their lines, when the Yukon buys so readily from them.

"The home market is always the best market ; they are quite unlikely to find here as good prices.

"Though it is not officially known here, I read in the local press that Japan has given consent to Canada's coming under the conventional tariff, thereby having the same privileges as enjoyed by the United States and Europe.

"This will help the soap men, the canned milk, leather and many other items, when we are producing them in large enough quantities for export.

"I do not suppose we could well spare any of our cereal food plants in Canada, but I believe there is a splendid opening in Japan for one if our western friends can be induced to raise more grain than is needed for home consumption.

"The constant dietary of rice is said to be the cause of that scourge of the east, beri-beri, and physicians at once put the patient on a diet of barley, oatmeal and other grains.

"Imported breakfast foods bear such a burden of advertising, transportation and duty that they are here expensive to an European family, besides being readily affected by age and dampness. A locallv prepared cereal food should be a winner here if ably advertised.

"Cereal coffee also I consider an acceptable item. Genuine coffee is expensive in Japan, usually a bit stale, and there are no coffee roasters here. The Japanese as an evidence of western fashion rather like coffee in the breakfast menu of toast and eggs.

"An enterprising Japanese firm combines the coffee and sugar by putting a little ground coffee of poor quality in a mould and casting a lump of sugar. The hot water is poured over the sugar in the cup, the sugar dissolves and your coffee is ready. When you drink it you wish you hadn't.

"Some time ago when visiting Japan I was asked to assist as interpreter two American stockmen seeking a concession of land in Hokaido Island for stock-raising purposes. The governor of that prefecture was quite willing to grant all their requirements, providing that Japanese might hold some interest therein. Owing to personal differences quite apart from this enterprise the Americans quarreled and the matter dropped, but I feel sure a similar undertaking on the part of Canadian stockmen would meet with the hearty co-operation of the governor and local Japanese capitalists, and should prove successful.

"Germany seems to be supplying most of the wood pulp. Canada, I understand, has none to spare, or if any the rail freight westward kills it. There are immense tracts of suitable spruce on Vancouver Island and several projected companies, but 'nothing doing.'

"Wood alcohol made from sawdust at a cost much less than the corn-made article should be an export article of value, not to speak of the charcoal brickettes which Japanese firms would contract for quite readily.

"I am told there is more alcohol imported than flour, and there are, I believe, several processes of making alcohol from sawmill refuse which are well beyond the experimental stage.

"Fish fertilizers possessing about 10 per cent. of ammonia, and made rather coarse in style, are eagerly contracted for at about $3 per unit of ammonia per ton. I know parties ready to make contracts for 5,000 to 10,000 tons for purchase of a suitable article, and I can't find even 500 tons available on the Pacific coast. Perhaps our Atlantic seaboard can spare some.

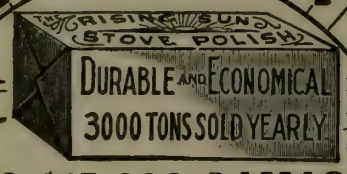
"The dry salt dog salmon industry is a growing one, but if shippers wish to keep their trade and avoid consignments, it would be well to have a provincial inspector appointed at Vancouver."

TO LICENSE CHEESE FACTORIES.

There is a movement on foot among cheesemen to have cheese factories licensed. The inspectors can only advise cheesemakers and patrons, but have no power to enforce their suggestions. Hence a good deal of their work is of no effect through inattention on the part of those they advise. If factories were licensed the inspectors would have power to make patrons comply with reasonable suggestions for the improvement of cheese.

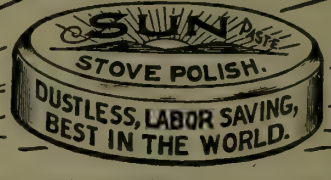
Many factories are not what they should be. There are poor curing rooms, bad sanitation, impure water, etc. The patrons are not all scrupulously clean and careful in handling their milk. Some milk stands are built beside pig pens or barns yards where the foul odors are absorbed by the milk and cause bad flavors in cheese.

RISING SUN STOVE POLISH IN CAKES



WELL KNOWN AND RELIABLE

AND SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

ASKS $15,000 DAMAGES. The daily newspapers report a suit for $15,000 damages just entered against a storekeeper in W altham, Mass., by the husband of a woman who was burned to death by an explosive stove polish put up by some unscrupulous or inexperienced manufacturer, and sold to her by this storekeeper. This is only one of many such horrible and frequently fatal accidents. No storekeeper can afford to take chances selling inferior stove polish. Remember RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH are now and always have been absolutely safe in the hands of the user. **MORSE BROS., PROPS., CANTON, MASS., U.S A.**

BOARD OF TRADE MEETINGS

QUEBEC BOARD OF TRADE.

A COUNCIL meeting of the Quebec Board of Trade was held recently in the association rooms and was attended by the following members: Messrs. Wm. Power, M.P., presiding, Geo. E. Amyot, E. E. B. Rattray, M. Joseph, Dr. Ed. Morin, V. Lemieux and N. T. Levasseur, secretary.

A letter was read from the Montreal Board of Trade proposing the holding of a conference of the Boards of Trade of the Dominion at Montreal in the Spring of 1906. The last occasion upon which the Boards of Trade of the Dominion met was in Toronto in June, 1902, and the Montreal Board deems it advisable and valuable that the various Boards should confer together periodically on commercial matters of interest to the Dominion and the Empire. The Council of the local Board decided to co-operare in the movement for such a conference.

Resolutions passed by the Toronto Board of Trade respecting taxation of commercial travelers were discussed.

The secretary of the Board was instructed to write to the chairman of the Tariff Commission requesting information as to the date upon which the Commission proposed to hold sessions in Quebec and offering the use of the Board rooms for their sessions. The Board would like to know the date of the Commission's meeting in Quebec in order that due preparations may be made. Upon notification of the date of the Commission's visit to the city the secretary was instructed to notify, and especially the local branch of the Manufacturers' Association, of the date by advertisement, so that they may, if desired, be heard by the Commission.

The complaints of Anger & Son, Leclerc & Letellier. Mr. J. C. Kaine, M. P.P., and others in regard to discrimination in freight rates by the Quebec & Lake St. John Railway were referred to the Provincial Railway Commission for investigation and regulation.

KENTVILLE BOARD OF TRADE.

KENTVILLE Board of Trade met on Tuesday evening with a good attendance. The membership, which stood at 94, was raised to the century mark by the addition of six new names. The persons proposed for membership were Messrs. R. C. Dickie, F. B. Newcombe, R. H. Ryan, W. H. Seaman, E. J. Bishop and W. A. Creelman.

Mr. W. P. Shaffner reported for the school committee. He thought the public should know more about the school and he thought it might be best to have one day each month for the parents and others to visit the schools.

President Porter reported on a visit to the schools, and told of the work in the academy, and in the domestic science and manual training departments. A discussion followed bearing upon the work in the school, publication of marks, etc., in which G. E. Calkin, H. G. Harris, W. P. Shaffner and M. G. DeWolfe joined.

Secretary Rand read a communication from the commercial agent of the Dominion in Great Britain asking for views, photos, etc., showing the natural scenery and products of our country and particularly of our fruit sections. The matter was referred to Dr. Moore to deal with.

THE MOOSE JAW BOARD OF TRADE.

A SPECIAL meeting of the Board of Trade, Moose Jaw, was held at which Mr. Hugh McKellar was re-engaged as commissioner for another year, dating from March 10.

The season's work was commenced by the commissioner in the following report:

The objects which the board of trade had in appointing a commissioner were to advertise Moose Jaw and the Moose Jaw district, and to benefit all business enterprises in the city.

The appointment of a commissioner was a good advertisement to our

Don't Give Reason

for complaint to your Customer

JAMES' DOME BLACK LEAD

is your safeguard in the Stove Polish Line.

Put on the market in 1840 (65 years ago), and has yet to meet an equal.

W. G. A. LAMBE & CO., Canadian Agents.

"BETTER HALF AN EGG THAN EMPTY SHELLS"!

BETTER STILL TRY OUR

Burnett's Coffee Clearer

(It takes the place of Eggs)

JUST TO HAND Canton Ginger, also C.&B. Tirhoot, Indian Mangoe and Bengal Club Chutnies, and Shelled Pecan Nuts.

LUCAS, STEELE & BRISTOL, - Hamilton

TEAS

Looking forward to taking stock at the end of the month, we have given our travellers a free hand and instructed them to clean out

SHORT LINES OF TEAS

This covers all lines. They all show good value. There is a range sufficient to interest all buyers and they are bargains.

See our travellers' samples or write us.

James Turner & Co., Hamilton

OLIVE OIL SUAUT & CO.

You cannot be too careful in the selection of your ***Oil***

First Consider **PURITY**
Second Decide for **PURITY**
Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.
Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

NEW WALNUTS

"GRENOBLES" "BORDEAUX"

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

PEANUT BUTTER

PACKED

SMALL, 2 doz. to case, - - $1.20 per doz.
MEDIUM, 2 doz. to case, - 1.90 "

ONE OF THE MOST HEALTHFUL FOOD PRODUCTS AND THE BEST SELLING NUT BUTTER ON THE MARKET.

Order Now

A. F. MacLaren Imperial Cheese Co. Limited
TORONTO

city. Since that date, Moose Jaw and the district have been well advertised.

This advertisement has brought business of all kinds to the city. The evidences of our prosperity do not require to be enumerated; increased volume of business is known to all.

The branch line of railway to the north is practically an accomplished fact, for there is no doubt but that construction will go on the coming year towards the Elbow of the Saskatchewan.

The spur track, for warehouse purposes, although delayed from time to time, has at last been put into definite shape for construction.

The grain pyramid exhibited at the C.P.R. station has been a noted means of advertising our agricultural district. Farm lands have so increased in value, largely through advertising, that the asset to the city is almost incalculable.

Boring for natural gas and the Stock Sales Market have not yet materialized; yet everything that could be done regarding these projects has been done by the board.

The present is the growing time for the new Province of Saskatchewan. Moose Jaw, as a city, and the Moose Jaw district, require to be kept continually before the public, so that we may reap the benefits to which we are entitled during this period of expansion."

BUSINESS CHANGES.

COOK & HALPENNY, grocers, Smith's Falls, Ont., have assigned to G. F. McKimm. Meeting of creditors was to have been on the 8th inst.

H. R. Shields, grocer, Coboconk, Ont., has sold out.

Alphonse Olivier, grocer, Montreal, Que., assets sold.

The Northern Bank is opening a branch in Alameda, Assa.

E. M. Maley, confectioner, Shoal Lake, Man., has sold out.

O. T. Fernet, grocer, Montreal, Que., stock damaged by fire.

Nap. Vachon, manufacturer cheese, St. Frederic, Que., is dead.

The Molsons Bank have opened a branch in Drumbo, Ont.

Peter McGlade, grocer, London, Ont., has sold out to G. S. Brock.

UPTON'S

Jams,

Jellies

and

Orange Marmalade

are the best.

XMAS FRUITS

Our Stock is Complete

We give Special Attention to Mail Orders.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

A. J. McKinnon, baker, Windsor, Ont., has assigned to John C. Iler.

Brosseau & Co., grocers, Montreal, Que., N. St. Amour, curator.

A. W. Carscadden, baker and confectioner, Barrie, Ont., is dead.

Tessier & Tessier, general merchants, St. Casimir, have dissolved.

The Molsons Bank have opened a branch in Williamsburg, Ont.

A. Cunico & Co., fruits, etc., St. Stephen, N.B., bailiff in charge.

William Shaw, baker, Nanton, Alta., has been succeeded by A. Mark.

M. Lonergan & Co., bakers, Montreal, Que., have dissolved partnership.

Greig Bros., bakers, Carievale, Assa., have business advertised for sale.

J. Smith (estate of), general merchant, Star City, Sask., stock sold.

M. L. Meloche & Co., general merchants, Thurso, Que., have assigned.

The F. Dowler Co., general merchants, Guelph, Ont., are giving up business.

E. Rabinovitz, general merchant, Belwood, Ont., has sustained loss by fire.

A. J. Campbell (estate of), general merchant, Star City, Sask., stock sold.

John Courchene, general merchant, St. Germain de Grantham, Que., assets sold.

T. S. Smith, general merchant, Chater, Man., has assigned to C. H. Newton.

Geo. H. Hall, baker and confectioner, Blenheim, Ont., has sold to J. B. Decew.

H. L. Laroy, general merchant, Melrose, Ont., has advertised business for sale.

Herbert, Girard & Girard have registered as produce dealers, Isle Aux Noix, Que.

Jas. E. Carpenter, general merchant, Yorkton, Assa., has sold out to Thomas Stait.

W. R. Madill & Co., general merchants, Altamount, Man., burnt out ; insured.

F. W. Anderson, general merchant, Abernethy, Assa., has sold out to S. E. Riggs.

Thompson Bros., grocers, Winnipeg, Man., have been succeeded by R. F. MacIntosh.

The Whitelaw Co., Limited, grocers, Edmonton, Alta., warehouse destroyed by fire.

Chas. Choquette, general store, Village Richelieu, Que., has obtained extension.

Albion Tea Co., teas, etc., Ottawa, Ont., has been succeeded by Wilson & McPhee.

Melvin Gayman, fruit grower, Clinton Township, Ont., has assigned to Samuel M. Culp.

J. M. Cox, general merchant, Rimbey, Alta., has been succeeded by J. M. Putland & Co.

Thomas Ward, grocer and butcher, Amherstburg, Ont., has sold out to John Gott.

Porter & Co., wholesale and retail grocery dealers, Winnipeg, Man., have been burnt out.

Jos. Poisson & Co., general merchants, Gentilly, Que., have assigned to Kent & Turcotte.

Alberta Milling Co., Limited, Edmonton, Alta., sustained loss by fire on stock warehoused.

W. A. Ross, general merchant, St. Godfroi, Que., Lefaivre & Taschereau appointed curators.

The Canadian Bank of Commerce is opening branches in Ottawa, Ont., and Parry Sound, Ont.

Arthur E. Mallette, of A. E. Mallette & Co., importers of wines, etc., Montreal, Que., is dead.

Simpson & Co. (estate), general merchants, Ridgetown, Ont., stock sold to Snively & Sauvey.

E. C. Inglis & Co., manufacturers of butter tubs, etc., Foster, Que., have dissolved partnership.

Samson & Lefebvre, grocers, Montreal, Que., meeting of creditors was to have been on the 4th inst.

E. D. Paquette, flour and grain merchant, Montreal, Que., has received demand of assignment.

J. W. Meloche, general merchant, St. Denis (St. Hyacinthe), Que., has assigned to Alex. Desmarteau.

J. C. & C. E. Reid, general merchants, Hoodoo, Sask., have been succeeded by Frie & Weber.

P. J. Sullivan, grocer, fruits, etc., Pembroke, Ont., has admitted partner, style Sullivan & Montgomery.

Tartan BRAND

To tone up your trade for the holidays, order some ***Tartan Brand*** canned goods and groceries. It will make your store attractive and bring you lots of trade.

Also order a pail of Wagstaff's Old English Mince Meat.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

Berlin Beet Sugar Industry and the Tariff Commission

The Commission at Berlin.

THE native sugar industry put forth a strong plea to the Tariff Commission for encouragement and protection. Berlin is the home of the beet sugar industry, one of the two large establishments now being successfully operated in Ontario.

The case for the manufacturers was presented by Mr. Hugh Blain, of Toronto, president of the Ontario Sugar Company, who, in a carefully prepared memorandum, presented a new aspect of the case, namely, that as the major part of the sugar now imported into Canada enters under the British preference, there is left only a protection of 17 8-10 per cent. for the home manufacturer. Showing in some detail the possibilities and advantages of beet sugar manufacture, he argued that the protection should be increased. His contentions were reinforced in an almost sensational manner by a delegation of one hundred farmers who grow beets for this factory, hailing from eighteen different counties, each wearing a badge indicating the name of his county, and who testified to the success of sugar beet culture as a farm crop.

The evidence heard by the Commission was not all on one side. Mr. G. T. Wolfe, on behalf of the T. Eaton Co., Toronto, complained of the sugar combine, and asked for its destruction or the removal of the duty, while Mr. Allan Huber accused the Government of going back on the low tariff principles of the party platform of 1893.

The sugarmakers' case was heard in the afternoon. Mr. D. A. Gordon, M.P., president of the Wallaceburg Sugar Company, was present, while Messrs. Robert Jaffray and W. J. Gage, who had been attending a board meeting of the Berlin company, also listened to the proceedings. Earlier in the day the Commissioners had been shown through the factory, now producing 600 barrels of sugar daily.

Mr. Hugh Blain on the Sugar Beet Industry.

The memorandum submitted by Mr. Blain was as follows :

"The production of sugar from home-grown beets may be said to be Canada's latest native industry. It is far reaching in its effects, and is almost entirely a development of our own natural resources. The article is staple, the demand is constant and practically unlimited, and the consumption is by all classes of the community. The duty paid on the imported article during the time required for the establishment of the industry will be fairly borne by all in proportion to the quantity each individual consumes, and is a fair and legitimate source of revenue.

"Like nearly all new industries there are a great many difficulties to overcome in its introduction, and it will require a few years to educate all parties up to the knowledge necessary to put it on a proper business basis. The farmers have to learn the scientific methods of cultivation. The manufacturers have to learn the most economical system of management, and have to find or create a market for the by-products of the factory. The transportation companies are slow to realize the value of the enterprise, and have to learn how to furnish the facilities required by a business of such immense proportions.

An Industry That Must Succeed.

"The foundation upon which the industry rests is, however, sure, and if given an opportunity it must succeed. We have about as good conditions as can be found anywhere in the world, except, perhaps, where the beets are grown by irrigation. Our climate is in the best part of the beet sugar zone. Our soil is rich and easily cultivated. Our transportation by rail and wagon is good, and our water is abundant, and of the right quality, and our people are healthy, vigorous and industrious. I know of no industry where there is a greater or wider distribution of benefits. Our company paid $80,000 for beets delivered in October, and we will have to pay a larger amount for beets delivered in the present month and a still larger amount later on. We also pay large sums for purely Canadian labor on such articles as lime rock, cooperage, sacks and other supplies.

Tariff Affords no Encouragement.

"When this industry was organized the minimum tariff was 40 cents per 100 lbs. for a 75 degree sugar under 16 Dutch standard, and 1½ cents per 100 lbs. additional for each degree of sugar above 75 degrees. The minimum tariff now, under the British preference is 26 2-3 cents per 100 lbs. for a 75 degree sugar under 16 Dutch standard, and 1 cent per 100 lbs. additional for each degree of sugar above 75 degrees. I need not tell you that refiners are taking advantage of this reduction and buying almost exclusively from the countries entitled to this preference. Instead, therefore, of getting encouragement from the Dominion Government, the duty after we started was practically reduced one-third. The last published trade and navigation returns, ending June 30, 1904, give the total consumption of sugar as 390,544,660 lbs., valued at $7,562,168.00, and the duty paid as $2,182,493.43, an average of .5588 cents per lb. duty, equivalent to an ad valorem duty of 28 8-10 per cent. Of this total consumption, 23,734,365 lbs. were above 16 Dutch standard, valued at $574,060.00 and paid duty of $264,263.75, being 1.1134 cents per lb. duty, equivalent to an ad valorem duty of 46 per cent., and 366,810,295 lbs. under 16 Dutch standard, valued at $6,988,108.00, and paid duty of $1,918,229.68, being a duty of .5229 of a cent per lb., equivalent to an ad valorem duty of 27½ per cent.

Effect on the Preference.

"The returns ending June 30, 1905, of which I have an advance sheet, show a total consumption of 346,752,598 lbs., valued at $8,561,176.00, on which duty was paid of $1,846,986.81, being an average duty of .5326 of a cent per lb., equivalent to an ad valorem duty of 21½ per cent. Of this total consumption, 19,517,812 lbs. were above 16 Dutch standard, and valued at $572,757.00, and paid a duty of $175,880.94, being .9007 cents per lb. duty, equivalent to an ad valorem duty of 30 7-16 per cent., and 327,234,786 lbs. under 16 Dutch standard valued at $7,988,419.00, and paid a duty of $1,671,177.87, being .5170 cents per lb. duty, equivalent to an ad valorem duty of 20 9-10 per cent. Of this sugar under 16 Dutch standard there came in under the preferential tariff, 261,516.733 lbs., valued at $6,779,889.00, on which duty was paid of $1,214,542.60, being .4644 of a cent per lb., equivalent to an ad valorem duty of 17 8-10 per cent. The duty for the imports of this year is not given, but as far as we can see it will be still lower. The latest authentic figures, therefore, give us a duty of 9-10 cent per pound specific, or 30 7-10 per cent. ad valorem on refined sugar and .5170 cents per pound specific, or 20 9-10 per cent. ad valorem, as an average duty on raw sugars and .4644 cents per pound specific, or 17 8-10 per cent. ad valorem on raw sugars under the preferential tariff. This does not make any allowance for waste in refinery, against which, however, must be placed the value of the by-products. Now this is the actual protection the farmers have against the foreign growers because this is what was actually paid by our competitors for their raw material.

An Industry of Vast Importance.

"I have gone thus fully and carefully into these figures and calculations to prove that since we undertook the establishment of this industry we have been put in a very trying position by having one-third of the protection we depended upon taken away from us, and we now think that we can fairly ask you for relief at the approaching tariff revision. I trust you will pardon the length of time I have taken in placing the case before you, but in my opinion it is a matter of the utmost importance. If second to any it is second only to the iron and steel industry, and if a reasonable encouragement is given I see an immense future for the beet sugar industry in this country.

"In conclusion, let me again emphasize the fact that the great bulk of the sugar now being consumed is from imported raw sugar under fourteen Dutch standard brought in under the preferential clause in the tariff, on which the duty actually paid is .4644 of a cent per pound as a specific duty and is a duty of 17 8-10 per cent. ad valorem."

Farmers Praise Beet Growing.

The farmers' side of the sugar beet case was presented first by Mr. A. J. Reynolds, of Scarboro, who said the farmers' lot had been pictured as a hard one by many delegates before the Com-

TEAS

Direct Importation

We have the following lines of very choice New Season's China Teas arriving this next week.

200 pkgs. Choicest New Season's Gunpowders
250 pkgs. Choice " "
250 pkgs. Finest " "
150 pkgs. Choicest New Season's Sifted Young Hysons
250 pkgs. Choicest Young Hysons
250 pkgs. Choice "
250 pkgs. Finest "

Write us for Samples and Prices: TEA DEPARTMENT.

THE EBY, BLAIN Co., LIMITED— TORONTO

mission. There were present at that meeting representative beet growers from eighteen counties, delegates from the 2,000 growers shipping to the Berlin factory. They did not find farming unprofitable; beet-growing was profitable in this and other countries. They were enjoying the home markets. There was no strife between those who produced the food and the artisans who consumed it. They must prosper together for the good of Canada. "There lie dormant in Canadian soil and Canadian sunshine," said Mr. Reynolds, "the elements out of which, by the application of Canadian industry, of the farmer and the artisan toiling together, may be produced her entire supply of sugar. At the present time we produce only one-twentieth of the sugar consumed in Canada. Where there are 400,000,000 pounds used, we only produce about 20,000,000 pounds."

It had been said to be a mistake to bonus that industry. Personally he was not in favor of bonuses, but he believed that in this case until the industry was established a bonus was warranted. The profits on growing sugar beets exceeded those from any other crop on the farm.

Mr. Reynolds and a number of other delegates selected from the one hundred present related their experiences in growing beets, showing net profits ranging from $15 to $50 per acre. They also spoke of it as the most profitable crop they grew.

Mr. Paterson asked the company for expressions to the contrary, if any, and several said the estimates were not favorable enough.

"If it is such a profitable business why do you need more protection?" asked Mr. Allan Huber from the audience.

"Are you a beet-grower?" asked Mr. Fielding.

"No, but I use sugar," was the reply.

Free Sugar Asked For.

Further complaint of the operations of the grocery combine as regards sugar was heard from Mr. G. T. Wolfe, manager of the grocery department of the T. Eaton Co., Toronto. The company, he said, buys 50 to 60 carloads a year, but cannot get cane sugar from the refiners, as their selling list was, by the admission of their own representative, controlled by the Grocers' Guild.

"As this is a free country and a free people, we would ask you to take the duty off sugar at the present time and let us have a chance to compete with the people that are selling sugar in Canada the same as other goods that are controlled by combines," said Mr. Wolfe. "We have the same money and ought to be able to buy the same quantities on the same terms as other people."

As it was, he continued, they had to buy from the wholesalers, who did not handle the sugar, but gave them an order on the refiners. They could get beet sugar, but they required cane sugar. The two wholesalers in Toronto who are not in the guild had to subscribe to the latter's terms and could not sell below a certain price. They had been refused sugar by the St. Lawrence and the Redpath refineries. They had applied to get on the selling list, but were refused because it was claimed they were not wholesalers, though they claimed they were.

Mr. Paterson saw danger to the revenue if the duty was removed, but Mr. Wolfe said he would be satisfied if the combine was broken up, to which Mr. Paterson replied he understood proceedings were being taken in the courts.

A good deal of amusement was occasioned by the remarks of Mr. Allan Huber, a Berlin commercial traveler, who as a Liberal free trader accused the Government of departing from the party platform of 1893. He specially condemned the sugar and whisky combines, which, he said, kept up the price of those commodities unduly. He quoted Sir Wilfrid Laurier's utterances in opposition, that he would not remove the tariff at one swoop, but would do it gradually. "He has not done anything so far, so it's time for him to start to swoop," said Mr. Huber, amid laughter. He quoted Mr. Paterson as saying when in opposition, "Farmers, you have been robbed by protection," but Mr. Paterson laughingly said he had not said it that way, and that the platform of 1893 was a good platform. Mr. Huber asked that the excise and import duties on whisky be equalized, so as to make it cheaper to the consumer.

The argument of the Farmers' Association that protection did not benefit the farmer was combatted by Mr. H. L. Janzen, who said he spoke on behalf of farmers and market gardeners of Waterloo county. He quoted from a local paper to show that butter, eggs and poultry bring higher prices in Berlin than in Toronto. He remembered how difficult it had been years ago to secure a market for those products in Berlin. To admit American agricultural products free would do great injury to the Canadian farmers. Increased protection would be a benefit to all people who have to work for a living.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BEANS

are going to be higher in price. The foreign demand has already stiffened up prices and holders are asking more money for them. We have purchased a good supply and shall be glad to take care of your orders for either hand picked or prime.

Next week we expect a consignment of genuine Lima Beans from California. Sample received shows very fine stock and we will sell them at a price that will show you a good margin of profit.

F. W. FEARMAN CO., LIMITED
HAMILTON

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

December 8, 1905.

THE country cheese boards have all adjourned for the season, navigation is closed and just as we were settling down to a dull and quiet time, which was generally expected, some good sized orders were received here which created rather more activity on the market than what was anticipated. Thus it is that "it is the unexpected that happens."

We have right along pointed out the strength of the situation in these articles and if the orders from across the Atlantic keep coming in, our prices must advance much earlier than was anticipated. Stocks of cheese are much lighter than last year and any ordinary consumptive demand in Great Britain would easily absorb these supplies before the new season can open with new goods.

It becomes now a question to what extent may the consumptive demand decrease when prices are advanced to a famine point. In this respect we must watch other food supplies on the British markets, notably Australian mutton, rabbits, etc. If cheese gets beyond a price for the British retailer to make a fair profit, other articles of food are taken up in its place and any ill-timed advance in prices may thus be checked.

Cheese is good food ; there is no waste and it requires no cooking, but in Winter time even the humblest of homes must have some fires that may be used for cooking meats, etc., and then if cheese is too dear there will be much less of it consumed. Warm meals with some meat are after all more popular with most classes of the population than a piece of bread and cheese.

Meanwhile, however, the situation has not lost, but gained in strength, and as far as the present outlook for future prices is concerned, there seems to be nothing in sight to prevent prices from still further advancing. The retailers in Great Britain are still getting a fair profit on their goods, and so far, at least, the consumption of cheese has not fallen off to any noticeable extent. As long as this condition exists there is only one course for prices, which is a gradual working towards a higher level.

This has been a wonderfully successful season for the farmers of this country. Both cheese and butter have been unusually high in price during the entire season and there seems yet to be plenty of room for a further extension in the production of dairy products. If farmers will increase the number of their cows they will undoubtedly gain by it, even should an occasional poor season of low prices come in. On the whole there is a large demand for both cheese and butter, and as the home population increases the consumption of milk increases also in proportion. The trouble among the farming classes here seems to be that they are generally doing so well that they are perfectly satisfied to let well enough alone, instead of progressing by adding a little more to what they already have.

Canadian cheese and butter may now be considered standard articles in the United Kingdom. There is a steady demand for both at good prices. Any overproduction might lower the prices at times, but there is a certain quantity needed yearly for consumption, and as long as we give our friends across the Atlantic a suitable quality, they will continue to buy our goods at fair market value.

There seems to be a particularly good chance to increase our production of butter, and wide-awake farmers, principally in the Province of Quebec, where the best butter is made, are going more and more into the making of butter instead of cheese. If this is carried too far, it may result finally in a shortage in the cheese supply and an over-production of butter. However, we can meanwhile find a ready market for considerably more butter than what is at present produced.

The butter market shows no change since our last report. We have no goods to spare for export and our home consumption is meanwhile getting sufficient quantities of fresh made butter to keep the market steady. When the supplies of this Winter made butter fall off, prices will probably advance considerably.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

November 25, 1905.

THERE is not much doing in Canadian butter on this market at the time of writing, nor is it likely that we shall see any further activity in this department again this season. We learn that there has been some advance in values in Montreal, and this fact coupled with the shortage in Canada will bring the season to a close without much delay. In view of the fact that we are not expecting to see much more Canadian butter on this side for some little while, attention is now turned more than ever to Australasian butter.

Canadians may well indulge in some little self-congratulation at the success which has attended their efforts on this market during the past few months, for they have done better than ever, in the whole annals of their butter trade with Britain, they have done before. They have established a new record in the matter of shipments ; they have realized prices between eight and ten shillings per cwt. higher than last year, and they have made great improvements in their quality.

The year 1903 was Canada's record year, the receipts of butter then being 13,238 tons for the twelve months ending June 30 ; there was a considerable decrease for the same period, 1904, but for the twelve months ending June 30, 1905, the total went up to 12,847 tons. From July 1 of this year to the present time the total receipts of Canadian butter amount to 13,795 tons.

Circumstances have been all in the favor of Canadian produce, for the drought on the European continent has interfered with our continental supplies. Denmark has been busy supplying the German demand and making up for the European deficiency, while supplies from Russia have been very uncertain. Irish supplies have been short. The trade here, as might be well imagined, has felt the effects of high prices, and there have been but small profits, not to mention occasional losses, to both importers and retailers.

CHEESE. There is not very much to report as regards Canadian cheese. Business is on a moderate scale, and inquiries continue to come in. There is not, however, sufficient demand to warrant any further advance in price, so that quotations remain without any alteration. Figures, which though not exact are approximate, show that on November 23 total stocks of Canadian cheese in London (i.e., in general warehouse and in importers' and salesmen's local warehouses), stand at about 175,000 boxes.

The quality of Canadian cheese continues to be very fine, but prices are high, and it must be remembered that as the year advances the attention of the public is turned from cheese to poultry and frozen meats, the latter being very cheap just now. Owing to home conditions, Canadian exporters seem inclined to raise rather than lower prices, and as long as inquiries continue to come in from this side no doubt this disposition will remain. On this side the position for Canadian cheese is somewhat similar to that of Canadian butter lately—involving good profits for Canadians but resulting in but small profits to dealers and retailers over here.

As reported some two weeks back, the large dealers, on the principle that they must make some money somewhere, have advanced the price of cheese from sixpence to sevenpence. It must not be presumed, however, that the smaller dealers will therefore be compelled to go up to eightpence. This is a false impression which seems to obtain with some Canadians

BACON. The market remains with very little change to report. The arrivals of Canadian have been on a rather more liberal scale and prices for boxed meats are, if anything, a trifle easier. There is one factor in the market which does not tend to improve the reputation of Canadian bacon on this market, and that is the fact that many of the Canadian packers are buying, curing and shipping to this market bacon made from American hogs. However careful packers may be, the tendency on this side of the water is to sell this meat as the outcome of the packers' factory, the qualifying term "American" being occasionally omitted from the description. The result is not always to the advantage of the reputation of Canadian bacon.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

DRESSED BEEF

Our Fergus plant is now in operation.

We will be pleased to quote dressed beef in car lots.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

DURING the week under review trade is generally reported to have been slow and somewhat uninteresting. It is thought, however, that all points considered, the situation is about normal for the particular time of year.

Arrivals of hogs are by no means excessive, although showing a slight improvement on that of earlier dates. Harvest having now practically ended, the farmers are no doubt turning more attention to the marketing of their cattle. One prominent buyer, however, has expressed the situation as by no means satisfactory inasmuch as the growth of hogs has been gradually degenerating and although buyers are compelled to buy whatever comes to hand on account of the greatly depleted stocks, still in this particular dealer's judgment the time has come when buyers should show greater discrimination in their selection of stock and in place of giving an average price should show a determination to pay a distinctly higher rate for quality. By this means the farmer would see the advantage which would accrue to him by regulating the feeding of his hogs, so as to produce the particular growth which is adapted for packing. As things are at present, it is found very difficult to make prime selections to satisfy the export trade. If a quantity of inferior grades continue to be sent to the foreign markets it must have a very serious and depressing effect upon Canadian produce. The Agricultural Department at Ottawa, it is reported, is on the eve of making an exhaustive investigation into this feature.

As regards the butter situation there is nothing of particular interest at the present moment; the turn of the season has not yet really transpired. The factories are still holding off somewhat in the making of bulk butter, probably on account of the present high range of prices which can be obtained for cheese. A quantity of creamery prints are finding their way to the market and are maintaining a good firm price of from 24c. to 25c., but good solid butter is still slow to arrive.

There have been very few reports from the cheese boards since our last issue, practically only of the character of re-offerings. The cheese which is now being made at the factories is, of course, fodder fed, and by expert buyers is not considered to warrant the high values which are being insisted on; therefore, the more recent board quotations do not reflect the true condition of the market. A prominent buyer was heard to say that he would not upon any account use them for export trade unless it were where the special demand for a low grade product was inquired for, as it was easy to detect a large degree of foreign flavor.

Meats.

We quote:

Long clear bacon, per lb	0 10½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 10½
Small hams, per lb	0 13
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 14½ 0 15
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10½
" pails "	0 10½
" compounds, per lb	0 07½ 0 07½
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 00 7 50
" front quarters	4 50 5 00
" choice carcases	5 50 6 50
" common	3 50 4 50
Mutton	0 08
Spring lamb	0 09 0 10
Veal	0 07 0 10
Hogs, street lots	7 75 8 25
" dressed, car lots	7 60 7 70

Butter.

We quote:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 23½	0 24
Dairy prints	0 21	0 22
" in tubs	0 18	0 21
" large rolls	0 20	0 21

Cheese.

We quote:

	Per lb.	
Cheese, large		0 12½
" twins	0 13	0 13½

Eggs.

We quote:

New laid eggs, per doz		0 35
Fresh " "	0 24	0 25
Pickled " "		0 21

MONTREAL.

The provision market continues to rule steady. There is a continued reported scarcity of hogs and prices are high. The feature of the scarcity in hogs is the agitation that is on foot relative to securing the attention of the Government to an improvement in the supply and the calling attention of the farmers to the value of this branch of trade. The price for live hogs is quoted at 6 3-4c. for selects, with mixed at 6 1-2c. and common 6 1-4c. Dressed hogs are strong and prices steady. Fresh abattoir killed, $8.50 to $8.75, country dressed, $8.00 to $8.50. No change in smoked meat, bacon and ham, both being in fair demand.

Prices of butter are high and firm, supplies of good stock are limited. It is reported that a shortage in outside points has caused a demand to be made on Montreal stocks. This naturally has had the effect of strengthening the market. Prices for creamery, 22 1-2c. to 23c. for good to fine, and 23 1-4c. for best. Finest Ontario tub dairy is quoted at 20c. to 20 1-2c. and rolls, 21c.

There is no change in the price of eggs, the market being steady and prices ranging from 21c. for limed to 25c. for select. The local demand is extremely good and holders expect prices to still further advance.

The cheese market is keeping up a decidedly strong tone and prices are quoted high. Holders are firm in their ideas, which makes trading and turnover small. The demand is good and as export inquiries are also very good and prices in the U. K. high, it has the effect of still further stiffening up this market. Ontarios are quoted, 12 5-8c. to 12 3-4c.; Quebecs, 12 1-8c. to 12 1-4c.; and Townships, 12 1-4c. November

cheese is claimed practically out of the market.

Provisions.

We quote:

Lard, pure tierces	0 10½
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11½
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb	0 06½
" " ½-tierces, per lb	0 07½
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

We quote.

Fancy Townships	0 23½
Finest creamery	0 22½ 0 23½
Fine	0 21 0 21½
Medium	0 20 0 21½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21

WINNIPEG.

Creamery Butter—Prices are steady and they are quoted as follows to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter—Produce houses are still paying about 20c. per pound for No. 1 dairy delivered in Winnipeg.

Lard—Prices are quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese—We quote:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats—Prices are quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

Eggs—Country supplies are not very liberal and produce houses are now paying as high as 24c. per dozen for new laid eggs delivered in Winnipeg.

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

Friends one and all, our thanks are due
This year especially to you,
We thank you for your courteous way
Of doing business day by day
We thank you, in a world of ills,
For ready payment of our bills,
We thank you for the large increase
Of orders. May they never cease:
In all the universe around,
No other "Yeast Cake" can be found
To equal "**JERSEY CREAM**," staunch and true.
Thank *us* for making them for you.

JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES

GET US BY PHONE

If you want some Christmas goods in a hurry and can't wait for our salesman, just call us by phone and ask the operator to reverse the charges so that we pay for the conversation. We have a big stock left yet of Christmas goods and so are very anxious to have your orders.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

BANQUET OF RETAIL MERCHANTS' ASSOCIATION OF MONTREAL.

A BANQUET tendered by the Retail Merchants' Association of Montreal to Mr. Honore Gervais, M.P. for St. James' division, on Nov. 29, at Place Viger Hotel, was a most pronounced success. Representatives of the different retail associations, retail and wholesale merchants, aldermen, members of the Bar, and Provincial and Federal Houses, to the number of nearly three hundred, were present.

Mr. J. O. Gareau, president of Retail Dry Goods' Association, of Montreal, presided, and with him at the guests' table were the following gentlemen, who were also the speakers of the evening: Jacques Bureau, M.P.; Trois-Rivieres et Saint-Maurice; Godfroy Langlois, M.P.P., Saint-Louis; Hon. J.I. Tarte, J.-E. Leonard, M.P., Laval; J.-G. Watson, D. Lorne McGibbon, Montreal; E.-M. Trowern, general secretary Retail Merchants' Association of Ontario; Hon. M. Gouin, Ald. L.-A. Lavallee, Hon. Senator Mitchell, M. Catelli, A.-S. Lavallee, Dr. Gaston Maillet.

Among the other guests present were: Messrs. F.-X. Saint-Charles, Arthur Paquette, Paul L. Turgeon, Hector Champagne, M.P.P., Adelstan de Martigny, H. Godin, Lawrence A. Wilson, H. A. Robert, Ald. E. Lemay, Albert Laberge, J. N. Chevrier, M. J. D. Couture, echevin, M. Noe Leclaire, echevin, M. J. Z. Resther, M. J. E. Deslauriers, M. Jules Lemaitre, of Hodgson & Sumner; M. L. G. de Tonnancour, Mayor Guay of Saint-Henri, M, Donovan, M. Passingham, T. J. Marchand, Er. Paquet, E. Beaudet, Ab. Dupere, A. Marcotte, L. Reinhardt, E. Masse, F. Martineau, J. Demers, Alcide Geoffrion, Alcide Beauvais, Arthur Prevost, J.-D. Leduc, Z. H. Pinsonnault, Jean Malo, J.-C. Noel, W. Bessette, N. Lapointe, Joseph Contant, Placide Daoust, Narcisse Dupuis, B. Mercier, A. Bazin, G. Marsolais, J. B. Lapointe, A. Depocas, J. E. Peltier, Achille St-Mars, Ferdinand Drouin, Raoul Brousseau, J. B. M. Barthe, Arthur Cherrier, Francois Pelletier, Charles Landou, Emile Marquette, V. Lamarche, Art. Lamarche Morisson, R. Latulippe, Tref. Vadeboncoeur, J. E. W. Lecours, Alf. Hodge, representing Chase & Sanborn; Arthur Christin, A. C. Gour, Alb. Hudon, Ars. Lamy, O. Lemire, J. A. Beaudry, Ludger Gravel, Alp. Racine N. Lapointe, le colonel F. S. Mackay, L. J. Ethier, of Laporte, Martin & Cie; G. Marsolais, Joseph Contant, L. E. Geoffrion, of L. Chaput, Fils & Cie.; P. Daoust, J. Lamoureux, Labelle, Joseph Clement, A. B. Caswell and W. H. Seyler; representing MacLean Publishing Co.; H. P. Nightingale, H. O. Wootten, Joseph Ethier, Vital Raby, Henry Schwartz, L. Bedard, Edouard Charlier, Henri Julien, Montarville B. de la Bruere, Eugene Desjardins, Armand Giroux, O. S. Perrault, J. E. W. Lecours, E. P. Olivier.

After the health of "The King" had been drunk, Mr. J. O. Gareau in a happy speech proposed the health of their distinguished guest, Mr. Honore Gervais, member for St. James' division, Montreal, expressing the tnanks of the retail merchants generally for the very able and effective services he had rendered in the passing of the Act relating to trading stamps.

Mr. Gervais, in reply, made an eloquent speech, detailing the various phases of the work up to the time the matter was placed into his hands, and closely explaining the progress of the bill through the two Houses.

Among the other speakers were Hon. Senator Mitchell, Hon. J. I. Tarte, Jacques Bureau, M.P.; Godfroy Langlois, M.P.P.; Hon. Lomer Gouin, Premier of Quebec; Mr. J. G. Watson, president Retail Boot and Shoe Association; Mr. E. M. Trowern, secretary Ontario Retail Merchants' Association; Mr. J. A. Beaudry, secretary Montreal association, etc.

The banquet was a most pronounced success, and the result in strengthening the work of the retail associations throughout the province can only be good. The committee having the affair in hand deserve great credit for the labor put into the work to make it an epoch in the history of the Retail Merchants' Association of Montreal. Special credit, however, is due the energetic secretary, Mr. J. A. Beaudry, who was most indefatigable in the inception, planning and final arrangement of the banquet.

Art Signs.
Martel-Stewart Co., Montreal.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Belleville Canning Co., Belleville, Ont.
Essex Canning and Packing Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Napanee Canning Co., Napanee, Ont.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton, Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lamont, Corliss, & Co., Montreal.
Lowney, Walter Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Balckwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.
British America Ass. Co., Toronto.
Confederation Life, Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Guest, W. F., Fish Co., Winnipeg, Man.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto
Newton C. r, Grand Manan, N.B
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Thompson & Mathieson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Vleena Figs.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.
Symington, W., & Co., Market Harboro' Eng.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Imperial Extract Co., Toronto.
Kkovah Jellies — Sutcliffe & Bingham, Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Southwell's—Frank Magor & Co., Montreal
Windsor, J. W., Montreal.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
McPhie, Norman D., Hamilton, Ont.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Radiger & Janion, Victoria and Vancouver, B.C.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Boyd & Co., Trinidad, B.W.I.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Capstan Mfg. Co, Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Myers' Royal Spice Co., Niagara Falls, Ont

Refined Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Gray, Young & Sparling, Wingham, Ont.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville & Co., Winnipeg and Brandon
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.
Winn & Holland, Montreal.

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TEA STANDARDS FOR CANADA.

OUR attention has again been drawn to the question of establishing tea standards for Canada. In June last we drew the attention of the tea importing and jobbing trade to the vital necessity of establishing a set of standards by the Federal Government, and all interests working together for the proper safeguarding of the tea trade were called upon to assist in laying the matter before the authorities.

A petition was at the time circulated in Montreal and UNANIMOUSLY signed by EVERY wholesale grocer and tea merchant in Montreal, asking that a set of tea standards be adopted by the Canadian Government and suggesting that same be on a par with the United States standards. The reason for this petition was that enormous quantities of teas rejected by the United States inspectors were allowed to enter Canada, much to the detriment of the Canadian trade generally, but more particularly in the Province of Quebec, where China green teas are principally used.

A reply was received from Ottawa that this petition would receive consideration, but hearing nothing further, and the trade discovering that a good many teas were being rejected by our inspector in Ottawa, was naturally anxious to know what the Government modus operandi was and on what basis they were rejecting teas, again asked in November for this information. The reply received from the Department was that "the Montreal petition had been under consideration but in the absence of similar petitions from other trade centres no change in the regulations had been authorized as yet."

The general feeling and opinion of the Government's action in this matter is decidedly unsatisfactory as the Canadian trade is absolutely in the dark as to on what basis imports can be made.

As an instance, in June last a small invoice of Moyune Imperials was sold on the London market and purchased by a Montreal tea house, but on arrival of the teas at Customs stores the buyers were astonished to learn from the Customs authorities that they had been rejected. These teas were examined by several independent tea experts and pronounced to be perfectly sweet and sound, although a shade lower in cup quality than the United States standard, but as there was nothing foreign or detrimental to the teas the general opinion prevailed that they should have been allowed to come in. The owner of the teas asked for a second test and was again informed that the teas were bad and must be exported within 30 days, and they were promptly shipped back to London.

Notwithstanding these facts it is understood that some time last month (November) two blocks of Pingsueys, aggregating some thirteen hundred packages, were admitted into Canada, the whole of these being infinitely inferior to the Moyunes referred to, being woody, darker liquoring and scummy, the last objectionable feature being one which the Government inspector has hitherto guarded against.

Inspection of these teas by The Grocer and the general opinion of tea experts in no way interested directly in this particular lot, is that these teas should never have been aflowed to enter this country.

Inquiries on the part of The Grocer among the trade elicited the information that the absolute uncertainty of tea importers as to what they may safely import, is a cause of great dissatisfaction and it is felt that tea importers and jobbers are not properly dealt with by the Government. If the Government is desirous of doing justice by the trade, despite the fact that "similar petitions have not been received from other trade centres," it would seem only right that the Montreal trade should be furnished with a set of standards upon which the inspector bases his decisions, for, as stated before, it is in the Province of Quebec that China green teas are principally used.

Outside of the fact that the matter is a most vital one for the tea importers of Canada, the establishment of a set of tea standards by the United States Government protects the people of that country against the sale of cheap, trashy and unhealthful teas, and it would seem only right that the Canadian tea drinker be protected against the teas that are not fit for citizens of the Republic to drink and which find their way into this country.

What is unfit for the citizens of the United States to drink should certainly not be allowed to pass into consumption in Canada. To be absolutely safe and fair to tea importer and consumer alike, standards should be decided upon without delay and placed in the hands of the trade. With these standards in hand no importer will think of purchasing teas he knows would not pass inspection. Will the Government relieve the uncertainty and put the importer on a right basis ?

THE GROCERY SITUATION.

THERE is little doubt but that the inquiry of the Tariff Commission is creating wide and serious interest among the industrial communities.

The following extract from a communication received at the office of The Canadian Grocer is indicative of the light in which many of our readers view the present grocery situation :

"I have been reading closely the reports of combine exposures and evidence before the Tariff Commission published in your columns. I hope you will continue to give us very complete reports of all developments. Years ago I was not over-friendly to the methods of the Wholesale Grocers' Guild, but while no doubt they are looking out for their own best interests, yet their interests are ours to a great extent. I have heard some stories of their proceedings which, if true, are iniquitous. On the other hand, the evils which the departmental store can work on the legitimate retail trade, particularly the retail grocer, are such that every effort should be made to protect the interests of the grocery trade by educating manufacturers up to the importance of not placing one large retailer in an advantageous position and thus enable him to make the retail business unprofitable to hundreds of others throughout the country. Even now the large departmental stores get too many lines direct from manufacturers, particularly in the grocery business, and this enables them to cut and slash and use staple lines as drawing cards, and then they soak the buyers and gold brick them on something they know nothing about.

"A great many retailers have it in

their heads that they ought to buy direct from manufacturers. In having this idea I fancy they have not thought the conditions over very carefully; otherwise they would see that if manufacturers sold to large retailers at the same price as they would to wholesalers, ultimately the usefulness of the retail man would be entirely done away with, excepting large departmental stores, who would not only control the selling medium to the consumers, but being in that position would be enabled to dictate their own terms eventually to manufacturers.

"OLD-TIME READER."

TRADE AND COMMERCE—WEEKLY REPORT.

PROBABLY there is no instance on record of so rapid and substantial a growth in the industrial situation of any country as that of Canada. That it has not been attained without hard and persistent work goes without saying, especially when it is remembered that comparatively few years ago Canada's possibilities were unknown, and little credence was placed in any suggested commercial possibilities. All has changed, however, and foreign countries are vying with each other for Canadian trade.

A review of the records of trade inquiries received at the Commercial Agencies' Branch of the Department of Trade and Commerce, Ottawa, is most instructive reading in this connection, and reveals the development of a very satisfactory system. Within the past few years this department has done good work. Eight years ago a few inquiries were annually received from foreign houses, but in the absence of any particular system proved uninteresting and unremunerative. In the early part of 1904, however, the system which had in the interval been formulated was brought to perfection by the decision to issue a Weekly Report and Mr. F. C. T. O'Hara took the matter in hand with such a degree of zeal that by the end of that year the number of inquiries had jumped from a modest 19 in the year 1898 to some 566 in 1904, whilst for the 11 months ending November 30, 1905, a total of 759 inquiries had been received with another month yet to come to complete the year. This, however, satisfactory as it is, is only one side of the question at issue; the other side and certainly the most important is as to the number of answers which the publicity of those inquiries called forth, as it is upon this feature that the success really hangs.

A reference to the records reveals the fact that whilst in the year 1898 there were no addresses whatever furnished to the inquirers, and later in 1903 only the insignificant number of 157, during the first year of the publication of the Weekly Report the Department was enabled to place the addresses of nearly 1,200 firms in the hands of inquirers, and better still, during the 11 months ending November 30, 1905, upwards of 2,500 addresses have been already supplied to these inquirers. The Department is to be warmly congratulated upon so favorable a result, which goes to show how much can be accomplished by the introduction of systematic methods and publicity.

The Weekly Report is always full of instructive and interesting information, and the reader feels he is getting the latest and thoroughly reliable news. Any of our readers who are not getting it would do well to apply for a copy, and be kept by it in touch with the world news of the British Empire.

A CONTROVERSY OVER TEA.

A LITTLE over a week ago the New York Herald published what was alleged to be a cable despatch from London, stating that a prominent physician had declared that Indian and Ceylon teas were injurious and that the preference should be given to China teas.

This naturally displeased dealers making a specialty of Indian and Ceylon teas and induced some of them to take up the pen in behalf of their favorite. Among that number was Mr. P. C. Larkin, of Toronto. He told the Herald frankly that he doubted if any physician of prominence had made such a statement. The Herald replied in a column editorial in which it confessed that the alleged cable was nothing more than a clipping from the Daily Mail of London.

The incident has not yet been closed, or it had not up to the time of writing, as the Herald had almost daily several columns of pros and cons in regard to the matter.

Tea was probably never before the subject of so much newspaper discussion.

MOLASSES.

CONDITIONS have not changed recently in the molasses market although the distributing trade, with the approach of cold weather, has been somewhat better. Stocks in jobbers' hands are light, but there has been some pressure to sell on the part of holders, and quotations for pure Barbadoes are nominal, ranging around 30c, whereas off grades of other islands have been offering at considerably less. We learn of a sale of Trinidad recently around 24½c.

The most recent reports from Barbadoes indicate that they have had showery weather, which is much needed at this season of the year, and although the area under cultivation is about 10 per cent. less than it was some years ago, still the prospects are if crop appearances keep up that this year's crop of sugar will amount to about 50,000 tons as compared to about 40,000 last year. This would mean an increase in molasses also under ordinary conditions. Last season owing to the relatively higher price of molasses and declining sugar markets as much molasses as possible was made, therefore whereas there may be a fair increase in quantity of sugar, we will not likely see the same proportionate increase in molasses unless prices on sugar rule very low. There is also an indication that there will be a larger proportion of syrup made in future than there has been in the past.

TWO STRONG CARDS.

MANY a retailer's stock needs more well kept want books and the more frequent use of the mail order.

Most merchants will confess that their stores have not want books enough and what they have are poorly kept. The stock runs short on some particular articles and the clerk or merchant fails to enter those items on the want list.

The day comes when calls for those articles are made and the stock contains them not. Then it is that the merchant is tempted to buy more than he should of those lines to make sure that the stock will not get short on them again.

In every scientifically handled store the want book and the mail order are coming to the front. Thus instead of buying it all in one lump to make sure the stock will not run short, the scientific merchant orders carefully and sorts up frequently. The want book is an important part of his system. The mail order is another.

These two features of good storekeeping save many a dollar from year to year when properly applied. Carrying expense is a big item and the want book and mail order help chip off a large piece of that expense. They assist the retailer to do business with less of his money tied up in merchandise. They teach him to leave as much of the stock as possible in the hands of the wholesaler and manufacturer until he needs it.

ADVERTISING SUCCESS.

Spokane, Wash., Nov. 27, 1905.

THE MACLEAN PUBLISHING CO.,
Winnipeg, Man.

Gentlemen,—Enclosed please find 10c. currency for which I would ask you to kindly forward me a copy of THE CANADIAN GROCER of Oct. 27th. If I have any change coming, send me another one of recent date.

Have recently received several replies to my advertisement in your paper which you forwarded to me. I am pleased to state that my advertising in THE CANADIAN GROCER has proven very successful.

Yours very truly,
W. A. S. COULTER.

Address care Kelley Clarke Co.
Spokane, Wash.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

ON Saturday, Dec. 2nd, Secretary W. A. Coulson arrived in Winnipeg from the west, having completed a highly successful organization trip in Saskatchewan and Alberta. The bulk of his work was done in Alberta and much yet remains to be done in Saskatchewan. Letters from various parts of that province awaiting him on his return to Winnipeg, indicate that the merchants there are thinking of other things besides elections, and that they are anxious to fall in line with the movement.

* * *

A long list of new members has been secured and a number of new sections have been organized.

The Edmonton section comprises the towns of Edmonton, Strathcona, St. Albert and Fort Saskatchewan. Cecil Sutherland is secretary and J. H. Morris is chairman of this important section. However, these gentlemen are holding office pro tem, as elections are to be held on December 12th.

The Leduc section comprises the towns of Leduc and Millet. J. Douglas, of Leduc, is secretary.

The Macleod section includes the towns of Macleod, Leavings and Claresholm. Wm. Baker, of Baker & Skelding, Macleod, is secretary of the section.

The High River section includes the towns of High River, Okotoks, Cayley and Nanton. J. Brazier, of the High River Trading Co., is secretary.

The Olds section includes Adrea, Crossfield, Carstairs, Didsbury, Bolton, and Olds. The secretary is Jas. Logan, of Olds.

The Red Deer section includes Penhold, Blackfalds, and Red Deer. Mr. Home, of Hill & Home, Red Deer, is secretary.

The Ponoka section consists of the towns of Ponoka and Morningside. F. E. Alger, of Ponoka, is secretary.

The Innisfail, Wetaskiwin and Lacombe sections are not yet completed.

A glance at the sections newly organized shows that encouraging progress has been made, but the list of new members secured during the last five or six weeks affords still more tangible evidence of steady and encouraging growth. New members have been secured as follows:

Blackfalds, Alta.—O. Baker, John Mackay, W. R. McDowell.

Penhold, Alta.—Wilson Bros., A. D. Mackenzie, O. D. Fleming.

Olds, Alta.—Moore & Hall, W. M. Craig & Co., James Logan.

Boden, Alta.—R. McCue, Boden Mercantile Co., Samuel Butler.

Didsbury, Alta.—F. M. Studer, Cooper Bros.

Carstairs, Alta.—J. T. Musgrove, J. W. Briggs.

Crossfield, Alta.—Ontkers & Armstrong, J—. W. Young, Wm. Urquhart.

Morningside, Alta.—Dodds & Bowness, Mathias & McBrien.

Leduc, Alta.—T. R. Glanville & Co., A. M. Anderson, C. P. Ruddy & Co., F. R. Douglas & Co.

Millet, Alta.—Millet Mercantile Co., W. A. Robertson, I. J. Grant.

Medicine Hat, Alta.—A. D. Leblanc, L. B. Cockerin, W. J. Brougham, Medicine Hat Trading Co.

Swift Current, Sask.—Argue & Cooper, Chas. Reid.

Caron, Sask.—Thompson & Hodson.

Pense, Sask.—Stewart & Burt, J. M. Clossan.

Wellwyn, Sask.—A. M. & W. Sinclair.

Boeanville, Sask. — Barrett & Scott, A Cameron.

Tantallon, Sask,—Pater Bros.

Lamberg, Sask.—A. B. Ferrier, W. G. Turner, Jas. Home.

Esterhazy, Sask.—Sa. Kredba, Wrightson & Flook, Minhinnick & Renuart Co., Sullivan & Moyer.

Stockholm, Sask.—W. A. Lamart, Alex. Sternberg.

Dubuc, Sask.—Burn & Drysdale, McAsh & Waldon.

Grayson, Sask.—M. Krolike, H. Smith.

Killaley, Sask.—Ferrier & Bachmann.

Strasberg, Sask.—M. P. Lemon, Wallace & Sproule, A. E. Fitzgerald.

Qu'Appelle, Sask.—A. E. Fitzgerald.

Chickney, Sask.—W. G. Turner.

Cupar, Sask.—Hastings & McLaughlin, Baird & Brown.

Lipton, Sask.—Laird & Gibson.

Balcarres, Sask.—E. S. Meeres, Ludlow & Son, F. G. Casey, D. Irwin.

Kenlis, Sask.—Brooks & Brown.

Abernethy, Sask.—Brooks & Brown, S. Chipperfield, T. W. Anderson.

Nanton, Alta.—S. T. Armstrong, Sibbett & Hallett, Nanton Supply Co.

Antler, Sask.—McAllister & Hunter.

Finlay, Man.—H. T. DeVeber.

Reaburn, Man.—Geo. Main.

Marquette, Man.—H. O. Smith.

Stavely, Alta.—R. B. Allin & Co.

Maple Creek, Sask.—Dickson Bros., Covil Bros., Williamson & Fleming, Chevalier & Pollock, W. R. Abbott.

Moose Jaw, Sask.—W. Hoosman, McMickson & Truax, Doctor Bros., Mackenzie Bros., Kent, Brown & Co., Limited, T. J. McCammon, R. Bogue.

Macleod, Alta.—Baker & Skelding, Barker & Co., Hudson Bay Co., J. A. & W. Struthers.

High River, Alta.—High River Trading Co., A. W. H. Thompson.

Okotoks, Alta.—Paterson & Sons, Todd & Fisher, Chester & Sons.

Cayley, Alta.—G. W. Wickens.

Leavings, Alta.—Ferguson & Blair, D. Allison.

Edmonton, Alta.—J. J. Tull, Williamson Bros., McManus & Hopkins, J. H. Morris & Co., A. Cristall, Wm. G. Jarrett, H. Gordon, A. P. Aikens, F. Schnater, Gilbert Berg, Whitelaw Co., Limited, W. J. Hodgins, A. A. Morrow, A. Archibald, W. H. Martin, E. M. Carpenter, J. E. Clarke, Great West Saddlery Co., J. Looby, E. Raymer, A. B. Powley, S. Mankin, J. J. Mills, S. F. Meyer, Miller & Poole, W. J. Walker, Hudson's Bay Co., McDougall & Secord, J. C. Chenier, La Rue & Picard, Edmonton Clothing Co., Edmonton Glove Co., Hart & Wager, A. C. Dempsey, Hallier & Aldridge, Aug. Fibriger, C. E. Morris, J. T. Blowey, McIntosh & Campbell, Jos. Bilodeau, Jos. Hehsdoerfer, H. N. Dodge, Potter & McDougall, Paul Rudyk, H. Carreau, Gariepy & Lessard, Jno. Sommerville & Sons, K. W. McKenzie, the Douglas Co., Limited, the Edmonton News Co., Revillon Bros.

Strathcona, Alta.—J. C. Ranton, Great West Saddlery Co., Douglas Bros., A. H. Richards & Co., Groat & Elliot, T. P. Malone, C. Sugarman, A. E. Latimer, Jno. H. Tranter, W. E. Ross, McLean & Co., Hugh Duncan, J. H. Hutton, A. G. Baalim.

Red Deer, Alta.—Hill & Horne, Pidgeon & Wallace, Phillips Bros., Postill & Paterson, Ouimette, Wright & Co., Brumpton & Gaetz.

Innisfail, Alta.—N. W. Stiles.

Claresholm, Alta.—Jas. Clark, J. M. Soby, W. D. Annable, Haig, Amundsen & McKinney.

Airdrie, Alta.—A. Bowers, Chisholm & Son.

Ponoka, Alta.—F. W. Lee, F. E. Alger, A. Reid, Edwards Bros.

* * *

So much space has necessarily been devoted to the publication of this long and encouraging list of new members that much interesting matter is necessarily held over until next week. This list is sufficient evidence of the enthusiastic way in which the dealers in the new provinces have supported a worthy movement. The secretary has letters from merchants in many towns in Saskatchewan asking him to visit them and help them to organize. He will do so as soon as possible, but any dealers who are impatient must remember that there are limits to what one man can do, and it is a great undertaking to organize the whole of the west. It is, in fact, becoming increasingly evident that the secretary must have an assistant; but of that this paper will have more to say later.

* * *

Readers will notice the large membership in Edmonton. On the night of November 20th a very largely attended meeting was held in Edmonton, at which the Edmonton section was organized. This was probably the largest meeting of any section; more than one hundred dealers were present.

A Seasonable Stock

It is essential that you have the goods your customers demand —this is why you should not be without a good supply of

"SALADA"

CEYLON TEA

Annual Sale Exceeds 14,000,000 Packets.

Is not this sufficient proof of Quality and Popularity?
All orders shipped inside of twenty-four hours.

"SALADA" Toronto or Montreal.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

BRANTFORD PREPARED CORN STARCH

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn, have produced a better grade of corn starch than the trade has ever known before.

Based on merit and backed by heavy advertising, the inevitable result has been a DEMAND, and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Dec. 7, 1905.

LOCAL trade has continued to be in a large measure uninteresting during the week in review. There is still a good deal of activity in hurrying forward orders which have been placed at an earlier date, before the setting in of severe weather. Apart from this, however, the condition of trade might be accurately described as dull. On the street this has been particularly so, brokers reporting trade as slow of interest and only in the nature of immediate requirements.

In canned goods there is nothing of particular interest to note. Reports appear to denote that there is a probability of some stocks falling short in supply, but at the present moment there is nothing in evidence to make this of serious consequence.

The sugar market has settled down to the ordinary routine of supply and demand. The situation is still one of uncertainty as will be seen by our detailed report.

In syrups and molasses trade has been uninteresting.

In coffee interest continues to be maintained and dealers are very sanguine as to the prospects of this cereal.

The domestic tea trade has been somewhat more interesting. Especially has this been the case in greens. Any samples showing quality have at once aroused the interest of buyers.

In foreign dried fruits the situation is one of great interest. Although trade has been somewhat slow, the market generally has developed great strength, especially so in prunes.

Rice and tapioca continue good but no new feature to note.

Spices have been uninteresting.

Honey has been in active demand, with prices firm and steady.

The bean situation continues one of strength, but there is virtually no change in the situation.

Fish has been in active demand and some dealers have expressed difficulty in obtaining sufficient supplies of dried fish to satisfy their customers.

The hide market has made a further downward tendency, with supplies coming in in greater volume.

Canned Goods—There is no new feature of particular interest in the canned goods situation. There are indications of some lines falling short in spot stocks, but whether this is so with canners' stocks is not yet evident, so that the market is unaffected at the present moment.

We quote :

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		3 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's, tips	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½
Sardines, French ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40

MEATS.

Corned beef, 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50
Lunch tongues, per doz	2 75
Potted meats, ¼s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—The domestic trade at present moment is tending rather toward the dull side. The market, however, does not treat this slowness with any degree of seriousness. The total season's business has been eminently satisfactory. It is considered that the bulk trade has been almost of the nature of a record. Prices remain unchanged and steady. Many dealers consider a further drop not unlikely, but the universal opinion is that bottom is near by. Foreign reports rather indicate a stronger

position. New York reports a slight advance on raws with refined firm.

This week's summary of the statistical position shows stocks in the United States and Cuba together of 301,624 tons, against 318,455 tons last week and 130,305 tons last year, an increase of 171,319 tons over last year.

Stock in Europe, 1,685,000 tons, against 1,457,000 tons last year.

The total stock of Europe and America is 1,986,624 tons, against 1,587,305 tons last year at the same uneven dates and 2,756,298 tons at the even date of January 1 1905. The increase of stock is 399,319 tons, against an increase of 411,679 tons last week, and a decrease of 1,005,740 tons January 1, 1905. Total stocks and afloats, together, show a visible supply of 2,050,624 tons, against 1,702,305 tons last year.

In refined it is stated that prices have held firm throughout the week on the same basis as at the close of last week.

In raws the week under review has shown much activity, with continued firmness in quotations, but without any marked improvement. Quite a large business was done in sugars from warehouse on the basis of 3 9-16c, duty paid, for 96 deg. test, and in Cuba Centrifugals, for shipment, at 2½c c. and f. for 95 deg. test basis. Everything offered at these prices up to the close of the market has been quickly taken. Indications point to a firm re-opening.

We quote :

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 23
Bright yellow	3 38
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged.

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 " case) "		2 35
" 10-lb. " (in ½ " case) "		2 25
" 20-lb. " (in ¼ " case) "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The domestic consumption is evidently on the steady increase. Whilst no great demand is reported during week under review, still trade has been satisfactory.

Willett & Gray give the following interesting notes in their latest report :

"While option engagements in December in New York were far below the quantities some people encouraged the public to think, transfers to various later months, and the demand for the actual coffee tendered, show steady confidence in the future of the article by speculators and investors. Nothing is more certain than a steady increase in the consumption of coffee, and present and prospective production fall far behind the requirements of the world, and especially when values are attractive to capital and speculation. It is true that stocks in this country are still large, and the trade generally has been working mostly hand-to-mouth, always hoping for a cheaper basis for large purchases. In Europe the interior traders have acted about the same, encouraged by dealers until port and interior stocks have run down to a point that they must be regular buyers in producing markets in the period of small receipts, when the bulk of the current Brazil crop has been disposed of. This outlook naturally encourages Brazil holders, as all reliable authorities are now agreed that the balance of this crop is comparatively small, against which the needs of consumption must continue on the same scale or larger than the forepart of the season.

"In a Brazilian newspaper is the following statement from a large planter, for many years president of the National Society of Agriculture in Brazil : 'The agricultural crisis is due to the excessive cost of all our products,' which statement endorses the many reports in these columns of late, that coffee culture is on the decline, owing to low prices for the product, scarcity and high price of labor, extreme rates in Brazilian currency for interest, transportation and general expenses, added to which unfavorable climatic changes have worked mischief.

"When the turn comes, and now so close at hand, competition by Europe and the States for the balance of this crop will prove interesting, and holders in Brazil already quite firm in their views, will not be slow to take the advantage. The outlook now for the next crop is undoubtedly poorer, but this is a matter that will be of greater importance after the growing period is further advanced."

Tea—The domestic trade has shown improvement during week under review. There has been some interest in greens, and inquiries have been in evidence for good liquoring samples. Prices have also been better maintained. Buyers are satisfied that the present high prices are likely to continue for all good teas, and are therefore more ready to buy. The London market reports Indian prices as somewhat irregular with Ceylons well maintained. There is reported to be a percentible shrinkage in good teas offered, with lower grade teas showing a weakening in values, whilst good qualities manifested an upward tendency.

Foreign Dried Fruits—The local trade continues active for most all lines. In Mediterranean goods trade is concerned more upon filling early advance orders, and any present orders are being quoted on firmer basis. Advices from primal points denote a general development of strength, otherwise previous situation remains unchanged. In California fruits recent reports to hand denote continued strength with advancing markets. The prune market is considerably unsettled. It is reported that there are only some 130 cars of fruit awaiting shipment. At this time there should at least be several hundred ; indeed it will be almost impossible to satisfy demand from all points, so that an advancing market is certain, and it is not unlikely that by the early part of the new year prices will have made considerable advancement. Peels are also firm, but as available stocks are full, it is not likely to materially affect the market.

We quote :

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 06½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05	0 06
Seeded, 1 lb packets				0 11	0 12½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Saire	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples					0 10

Foreign Nuts—We quote :

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 06½
A 1's, banners and suns		0 08½
Japanese Jumbo's		0 08½
Virginia "		0 10

Rice and Tapioca—Local trade continues active in rice, with prices well maintained. Spot stocks in both rice and tapioca are extremely low, and arrivals coming in are only on a parity of consumptive demands. We quote :

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 04½
" double goat		0 05½

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote :

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 15
Mace	0 80	0 90

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report. We quote :

Honey, extracted clover, in 60-lb. cans, per lb	0 08	0 08½
" " in 5 lb. & 10 lb. cans, lb.		0 08½
" sections, No 1, per doz		2 00
" " No. 2, "		1 75
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—There has been no change in the situation since our last report. Previous quotations rule firm. We quote :

Beans, handpicked, per bush		1 85
" prime, No. 1		1 75
" ungraded	1 25	1 50
" Lima, per lb	0 07	0 07½

Fish—Reports continue encouraging. Trout and whitefish are having an excellent run. Oysters are commanding an unusual amount of attention, probably on account of their exceptionally good condition. All other lines are receiving a fair degree of attention, and except in

Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 dds. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—Business in coffee during the week has shown some improvement. The reports of the likely advance in coffee, owing to the very strong statistical position of the market, has led to freer buying. The opinion among those directly concerned with the trade is that higher prices in all coffees must shortly prevail. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10½
Santos	0 10½ 0 11½
Maracaibo	0 11 0 13½

Tea—The tea market shows no change this week. Business is reported fair. Most dealers say there are plenty of inquiries from outside points, but owing to the strong market, and higher prices of the past few weeks, business has been somewhat restricted. Ceylon greens and blacks are firm and held strong by London operators. There has been a fair amount of business in Japans. Ping Sueys are in small supply with a fair amount of inquiry. China blacks are quiet with little business turning. We quote:

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Foreign Dried Fruits—Business still remains very active in all lines of foreign dried fruits and distribution to the country trade is proceeding rapidly. Prices on most lines retain their firmness and we have no changes of importonce to report in the primary market of Europe. In California, however, an advance in prunes, if not actually in effect as yet, is looked upon as a certainty in the near future, as we hear packers have been refusing orders at prices current last week. On the other hand California raisins are weak and while prices are not quotably lower, some packers we think will be open for reasonable bids. Dates are stronger and in some instances higher prices are reported. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ⅛s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—There is no change in the rice situation to report. The demand is as usual at this season of the year. Tapioca is one of the most interesting lines among the wholesale jobbers to-day. The price of this article has advanced fully one cent a pound within the last few months and to-day it is practically impossible to import any under 4 1-4c. to 4 1-2c. in jobbing lots. Local stocks are light and holders

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec, 7, 12.30 p.m.

BUTTER—Market firm. Local demand good. No change in prices. Receipts light.

CHEESE—Strong market. Slight advance in sympathy with advance of one shilling in English market. Steady business, even at high prices

EGGS—No change. Firm tone. Dealers look for advance. Demand good.

PROVISIONS—Very strong market. Prices up 25c. per 100 lbs. Live hog receipts light. Smoked meats unchanged. Higher prices looked for.

of any are firm and indisposed to sell. There is every indication of much higher prices, as the latest reports from Singapore are to the effect that planters have found it unsatisfactory, from a financial point of view, to prepare the goods for market. The trade generally may look for high prices for many months to come. Jobbing trade are asking from 5c. to 5 1-2c., according to quantity. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca, medium pearl	0 05 0 05½

Spices—Firmness seems to be the leading characteristic in spices, particularly on peppers, Singapore blacks being particularly strong and firm. Other spices are unchanged, with nutmegs still figuring very low. Spice dealers report business satisfactory. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Beans—The market is very firm and prices are firm at our last week's quotations. Several car lots sold this week at $1.70 per bushel. The high price is partly due to reported shortage in crop, as well as a strong export demand on account of the Russian market, and several large shipments have been made via New York for Russia. We quote:

Choice prime beans	1 75 1 80
Lower grades	1 65 1 75

Evaporated Apples—High prices still prevail in evaporated apples and the latest reports shown The Grocer this week were to the effect that still higher prices may be expected by the trade. Evaporators advise having made sales for account of New York houses at 9c. to 9 1-8c. f.o.b. factory. There is no doubt that the high prices ruling will reduce the consumption locally very materially. Ruling prices among the trade are given at 9 1-4c. to 9 1-2c.

Maple Products— The demand for maple products is light and expected to be on the quiet side until the turn of the year. The attention that has been paid by the Inland Revenue Department to the distribution and sale of pure products has had the effect of making buyers more careful in their selection of maple syrup and maple sugar. Prices will naturally be enhanced if the act is strictly enforced as genuine pure maple sugar should command a higher price than is at present asked for the so-called pure article. We quote:

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07
Pure Beauce County, per lb	0 08½ 0 09½

Honey—Honey is in somewhat better demand. This is no doubt due to the cold, unsettled weather that now prevails. Prices are unchanged and are as under:

White clover, extracted tins	0 08
" kegs	0 07½ 0 08
" comb, new	0 12 0 14
Buckwheat	0 06 0 06½

Fish—Advent having opened this week, and coupled with the very favorable and seasonable cold weather, has stimulated the demand for fish to a very considerable length, in fact dealers can hardly keep up with their orders and the fish business may be said to be booming. Owing to warm weather last week some dealers were short of supplies of fresh haddock and cod, while others have had ample supplies to fill all requirements. Frozen sea herring are meeting with good sale. In smoked fish there is an active demand for haddies and kippers and these are both in good supply, but bloaters are scarce, especially the larger sizes, which are known as Yarmouth bloaters. Bulk oysters—December is always one of the best months in the year and the demand this season is even more active than last. Large quantities of bulk oysters will be used during this month, and until after the holiday season, banquets and other festivals being always occasions for a large consumption of oysters, but unless a freeze up occurs in the Southern States, where the oysters are produced, prices will not be materially affected by the heavy demand. In salt fish there is the usual demand for all kinds, particularly so for green cod. Prepared fish are in

fair demand only, there being so many other lines on the market. We quote:

Fresh fish—		
Fresh haddock, per lb	0 04	0 05
" market cod, per lb	0 04	0 04½
" steak cod, per lb		0 05
Frozen fish—		
B.C. salmon, per lb		0 09
Halibut, per lb		0 09
Gaspe salmon, per lb		0 15
Dore, per lb		0 07
Whitefish, per lb		0 08
Dressed pike, per lb		0 06
Sea trout, per lb	0 08	0 08½
Striped bass, per lb		0 15
Large herring, per 100 fish	1 90	2 00
Smelts, No. 1, per lb		0 10
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 06½
Kippered herring, per box		0 90
Bloaters, 100 in box, per box		1 25
New herring, in small boxes, per box		0 11
Oysters and Lobsters—		
Hand-picked Malpeque oysters, per bbl		8 00
Standards, per imp. gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless fish, 1 and 2-lb. bricks, per lb		0 05½
" cod, " " "		0 06
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 00
Dry codfish, 100-lb. bundles, per bundle		6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " " per half bbl		3 00
" " " per pail		0 80
" " salmon, tierce		18 00
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" Labrador sea trout, bbls		9 50
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per lb		0 04
" medium, "		0 03½
" small, " "		0 03¼

N. B. Markets.

St. John, N.B., Dec. 5, 1905.

BUSINESS is still quite active in grocery lines, but the big Fall and holiday trade has been done. The present activity is in seasonable goods chiefly, dried fruits, nuts, etc., sorting up orders.

There was some uneasiness over a strike on the part of the laborers, with the opening of the Winter port business. The men, however, behaved well and have, after a little delay, accepted the terms of the steamer people. There is a general feeling that the steamer people were too arbitrary, particularly in not allowing even a slight advance in the wage for night work. There can be no doubt it would have well paid them, as the men, better satisfied, and not having a wholly beaten feeling as now, would have done better and more work.

In markets there is little of particular interest. The quantity of American lard here is a feature. It is indeed strange that with a protection of two cents a pound we cannot furnish our own lard. In fact, the lower provinces never furnish their own lard and not even their own oats. It shows the great opportunity for growth and possible expansion, if our people would but go to work. There is too much of the "get rich quick" disease, which yearly costs thousands of dollars in actual loss beside the immense loss in lack of honest effort. The market is a firm one.

Oil—In burning oil the price is still held firm at the slight advance of a few weeks ago, which is still a low one. There is active business. Lubricating oils are quiet. In paint oils, prices are somewhat unsettled, though little changed. Linseeds are still low, and turpentine high. Cod oil is firm. There has been a fair supply this year.

Salt—In Liverpool coarse salt the Winter port steamers have so far brought out very little. There is but a limited demand at this season. Prices are quite firmly held. In fine salt, sale is also light.

Canned Goods—Stocks of vegetables continue to be received. Shipments are not made as early as before the combine. The combine being unable to supply further tomatoes, several of the wholesale grocers in the canners' agreement have bought outside goods. Corn and peas seem a full supply. Fruits have but a steady sale. Salmon move somewhat slowly. Meats are dull Gallon apples held quite firmly owing to the extreme price of evaporated. Blueberries are dull. There is a steady sale for imported sardines, but it is not yet at all a large business. Domestic sardines in fair supply. Haddies and kippers just a fair stock.

Molasses—Prices are low, particularly for Porto Rico, of which there is a fairly large stock. For fancy quality, good figures obtained. Barbadoes is somewhat firmer. The stock is not large.

Fish—In dry cod there have been fair receipts, but stock not large. The market seems hardly as strong, though prices are unchanged; in fact, the situation is still a firm one. Pickled herring are high. Sales rather less active. Stocks are light. The firmer tendency in smoked herring is a very satisfactory feature of the market. Finnan haddies have a steady sale, chiefly west.

Flour, Feed and Meal—In flour, prices are unchanged. The rather unusually large difference in price between Manitobas and Ontarios is still a feature of the market. Oatmeal is high. A fair sale. Oats are high. In cornmeal, local ground has the sale here, prices unchaned. Beans have had a good sale, owing to the low price of yellow eyes. They have been quite largely bought. The price is firm.

Dried Fruits—There is good steady business. There is now a fair supply of California seeded raisins, though the stock bought this year is the smallest in years. Prices are high. Some New York seeded offered are but fair. A few Malaga seeded seen, cost quite low. In loose raisins, a few Californias here, but chiefly Malagas seen. Valencias freely offered and price is low. Currants are firm. New York continues to supply large quantities and the direct importer feels the last of fair protection. Figs have sold quite largely, being cheap. Dates are firmer, but the later and cheaper shipments are not yet here. Prunes are firm; stock not large. There is a fair supply of apricots and peaches. Evaporated apples are high; this is causing some sale for dried. Onions are firm. Some Valencias are now here. Nuts sell very freely at steady prices.

Sugar—Stocks are light. Dealers have little confidence in the market. English sugar has been offered at low figures this week. There is a good steady sale.

Provisions—While prices are unchanged in barrel pork and beef, the market is perhaps hardly as strong. The fact that the season of best sale is past, of course, has its effect. In both lines American goods largely supply the market.

American pure lard is still in large supply, prices high. Refined lard still low.

Smoked meats high.

In fresh meats, beef is still a dull line. Lamb holds a fair value, but is somewhat lower. Mutton dull. Veal in light supply. Pork is still bringing full figures. Poultry high. We quote:

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb	0 08	0 09
Pork, per lb	0 07½	0 08½
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 11½	0 11½
" " pails, "	0 11½	0 12
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Full prices are being obtained While there is no cheap butter, good butter comands as usual a premium. We quote:

Creamery butter	0 25	0 26
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs—Prices are held at full figures. Strictly fresh stock high. In general, quality needs to be watched. We quote:

Eggs, hennery	0 24	0 26
" case stock	0 20	0 21

Cheese—Prices are firmer. There is but fair business. Stocks light. We quote:

Cheese, per lb	0 12½	0 13½

N. S. Markets.

Halifax, N.S., Dec. 5, 1905.

HALIFAX grocery markets are in a very healthy state at the present time. A good business is being done in all lines and orders from outside points are coming in very freely. Everything gives promise of a large Christmas trade. Money is circulating somewhat freely and collections are fully up to the average. There is a very heavy demand for dried fruits, raisins and currants particularly. Prices are generally well maintained, though some dealers are inclined to cut prices on certain lines to catch trade. One dealer in particular is resorting to this practice. He is selling such articles as Lea and Perrins' sauce for 28 cents per bottle, and Bensdorf's cocoa for 20 cents per small tin, at retail. Some dealers say that these goods cannot be purchased at wholesale for these prices.

Butter and Eggs— The butter market in Halifax does not seem to improve. On all sides is heard the complaint about the shortage and the excessively high price. The consumer of this article very

greatly feels the effect of the stiff market. At retail the best creamery prints are quoted at 28 cents, and small tubs of dairy butter are selling at 26 cents. Some of the butter, even at these prices, is not first-class. Up to the present time very little Winter butter has been marketed here and the dealers have no estimate of the farmers' holdings, if any. All the conditions have been favorable for the farmers to come in, but they are still holding off. Importations of butter from the upper provinces continue large. Eggs also continue scarce. Fresh table eggs are quoted at 40 cents per dozen. Case eggs(not warranted) are quoted at 22 cents. Most of the eggs on the market at the present time are P. E. Island stock.

Cheese is a trifle easier in sympathy with the upper province markets.

Apples—The price of apples continues very firm. Heavy shipments of fruit are being made from this port to the British market. Gravensteins are about over, and the Winter varieties are now in demand here. Bishop Pippins are very scarce and the quality marketed here is poor. Blenheims, Ribstons, Kings, Greenings and Russets are the varieties mostly in demand and they are fetching from $3.50 to $4.00 per single barrel.

Fish—The fish landed by the Lunenburg fleet has nearly all been sold, the price obtained for it being the highest in the history of the business. Both vessel owners and crews have had a profitable season. The Halifax dealers purchased most of the Bank fish and paid $6.25 per quintal for it. Heavy receipts of fish from Newfoundland continue to come here, and the warehouses are rapidly filling up.

HINTS TO BUYERS.

New Fard dates are in store with the Eby, Blain Co., Limited.

White & Co., Limited, received two cases of holly this week, one at Toronto and one at Hamilton.

L. Chaput, Fils & Cie., Montreal, report arrival of 50 bags of paper shell almonds, which they are offering at very low quotations.

White & Co., Limited, report the banana market much improved this week. Arrivals are lighter and demand much better than for the past month.

A shipment of Barbadoes grocery sugar arrived this week for H. P. Eckardt & Co.

The Eby, Blain Co., Limited, have just passed into stock a shipment of Peck, Frean & Co.'s biscuits, which includes some seasonable novelties.

A large variety and quantity of new nuts are in store with Messrs. L. Chaput, Fils & Cie., including Tarragona almonds, Sicily filberts, Grenobles, Marbots, Brazil, Pecans, etc.

The A. F. MacLaren Imperial Cheese Co., Limited, have been appointed agents for the Foreign Packing & Trading Company, New York, importers and packers of sardines, canned vegetables, olive oil, etc. In view of the shortage in both the French and Portuguese packs, sardines which they are now offering are remarkable value.

BUSINESS PERSONALS.

Mr. H. B. Marshall, of the office staff of J. Y. Griffin & Co., Limited, Winnipeg, is enjoying holidays this week.

James T. Madden, president Wm. Ryan Company, left this week on a two months' pleasure trip to Bermuda.

Mr. C. F. Fisher, of Montreal, has returned this week from a business trip to St. John, Halifax and Cape Breton. He reports business as being very good, although the scarceness of all kinds of fish in parts of Nova Scotia has had a bad effect.

Mr. S. Wigle, mayor of Kingsville, Ont., was a visitor to Montreal last week. Mr. Wigle, who is very largely interested in the Canadian tobacco industry, reports trade has been exceedingly good in Montreal for Western Ontario domestic leaf tobacco.

Mr. Walter H. Crabbe, representing Canada Maple Exchange, Montreal, is making his last trip this season through Ontario. Mr. Crabbe will be in Toronto next week, and no doubt Small's maple products will be well looked after.

Mr. A. N. Reay, the Canadian representative of the Force Food Co., was in Montreal this week. In addition to developing business for the firm, he was busily engaged introducing to the trade J. H. E. Davis, who will take charge of the Quebec territory for the company

Mr. T. C. Savage, representing L. Chaput, Fils & Cie., Montreal, in the Maritime Provinces and Prince Edward Island, was met by The Grocer in his firm's offices this week. Mr. Savage makes an annual trip to headquarters for a thorough posting on all lines. Trade in the Maritime Provinces is reported as very satisfactory by Mr. Savage. Mr. Savage's headquarters in the east are at Charlottetown, P.E.I.

DOMINION C. T.'S ANNUAL BANQUET.

The annual banquet of the Dominion Commercial Travelers' Association will be held in the Windsor Hotel, Montreal, on Thursday, December 21. The committee report that from all indications this banquet will be the best in the history of the association. The lists of invited guests and speakers are in the first rank of commercial, legal, literary and Parliamentary life, and a good treat is in store for the guests.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 7th, 1905.)

CONDITIONS in the Winnipeg wholesale grocery trade continue very satisfactory. Colder weather has given a marked impetus to trade in many lines, and there is a heavy movement of Christmas goods. Collections show a marked improvement in most parts of the west, the only complaints being in regard to districts where, because of car shortages, there has been delay in marketing the crop. The west was never in sounder condition than at present and the wholesale trade are not anxious about any temporary troubles which can easily be explained.

The last week has seen a sharp advance in oatmeal, but the recent advance in cornmeal is not likely to be maintained. In all probability the next fortnight will see a decline in cornmeal.

Sugar is steady and for the time seems to have struck the bottom price. There is little confidence displayed in the market by the trade and buying is strictly for immediate requirements.

Canned Goods—New season canned pumpkins are on the market and are quoted at 5c. higher than was at first announced. There is a steady demand for canned goods, but there are no other new features of note. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 09
" " 2 and 3, per 2-doz. case	2 04
Plums, Damson, l.s., group 1. per 2-doz. case	2 13
" " 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz case	2 23
" " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " 2 and 3, per 2-doz.case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 18
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3 per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " 2 & 3	3 58
" black, new " " 1	3 53
" " " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can, Co.) per doz.	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunchtongue (Clark's), 1's, "	3 00
(Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—There is absolutely nothing new in the local situation, as there have been no changes since the series of declines a month ago. The trade have little confidence in the future of the sugar market and buying is strictly limited to the requirements of the immediate present. We quote:

Montreal granulated, in bbls	4 95
" " in sacks	4 90
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls	5 65
" " in ½-bbls	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses—There has been a sharp advance in "Crown" brand syrups during the week and the new quotations will be found below. Corn syrups are in good demand, but other lines are very quiet. We quote.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

Coffee—There are no new features to the local coffee market. Prices are quoted as before:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—Prices are steady and there is a brisk demand at present. We quote:

Epps' ¼ lb package, per lb	0 33
Fry's ¼ lb " Homoeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan's in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—We quote as follows:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06½
Pickerel	0 05½
Jackfish	0 04
Finnan Haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gallon	2 25

Nuts—New unshelled almonds are now on the market and are quoted at 12 1-2c. per pound. There is a brisk demand for all kinds of nuts for Christmas trade. Prices are steady and we again quote as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" " Marbots "	0 13
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

Foreign Dried Fruits—There is a strong undertone to the foreign dried fruit market, almost every item showing a tendency to advance. About the only exception to this rule is Valencia raisins which are now quoted at a decline. California raisins are firmly held at the very high prices quoted and there is consequently very little demand for them. Commission men continue to predict an advance in prunes. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05
Figs, cooking in taps and sacks	0 04½
" " box es	0 04½

GROCERS!

COMBINE

A high grade of goods, selling at a popular price and yielding a liberal profit is a combination which should interest every Canadian Grocer.

25c. HOLBROOK'S Worcestershire SAUCE

Is England's most famous Worcestershire and pays you handsomely

Send for sample bottle and price NOW to

HOLBROOKS, LIMITED, 28 Front St. East, Toronto

"PRINCE OF WALES"

Packed in 1 and 2-lb. Tins.
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction."

S.H. & A.S. EWING'S

DELICIOUS

COFFEES

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMP LE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Get the Best You Can for Your Money

You will do this by insisting on getting our

JAMS and JELLIES

IN WOOD

Ice Castle, Royal and Beaver Brands.
in 5, 7, 14, and 30-lb. pails.

IN GLASS

No. 1 size, Ice Castle Brand, retails 10c.
No. 3 size, "Coronation" Brand, retails 25c.

J. W. WINDSOR, = MONTREAL

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

G. P. NEWTON
Grand Harbor, Grand Manan, N.B.

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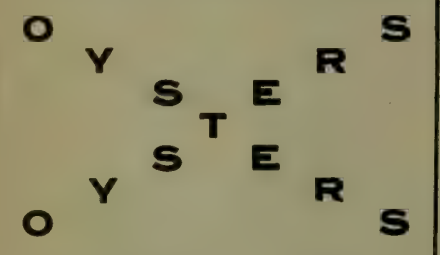


Standards, $2.00 per gal. Selects, $2.25

THE W. J. QUEST FISH CO.,
WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in

WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.
Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA;
NICHOLSON & BAIN, WINNIPEG, MAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Apricots, choice, in 25-lb. boxes, per lb		0 12
Apricots, standard in 25-lb. boxes, per lb		0 11½
Peaches, choice, per lb		0 13
" standard "		0 12½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 11
Nectarines, choice		0 12

Candied Peels—Prices are quoted as follows:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Spices—A number of changes will be noted in the prices quoted below. There have been one or two slight declines and advances. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	0 12½	0 15
Ginger, in 10 lb. " "		0 13
Mixed spice, in 5 lb. boxes, per lb		0 20
Mace, in 5 lb. boxes, per lb		0 70

WHOLE SPICES.

Black pepper, per lb		0 18
White " "		0 25
Cinnamon (ordinary), per lb		0 18
" (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves (according to quality)	0 14½	0 25
Ginger, per lb		0 10
Allspice, per lb	0 8½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets, per doz.		0 75

Rice, Tapioca and Sago—The tapioca market continues to show strength and no immediate decline is expected in generally well informed quarters. We quote:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per cwt		5 25
Sago, per lb		0 03½

Pot and Pearl Barley—The market is quiet and featureless. We quote.

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" sack	3 30

Evaporated Apples— The market is steady at the high figures previously quoted. Standard stock in 50 lb. boxes is selling at 9 3-4c. per lb. and dried apples are commanding as high as 8c. per pound.

Beans—The price of the new stock is $1.75 per bushel.

Woodenware—We quote as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 00
" " " No. 1,		8 75
" " " No. 2,		7 50
" " No. 3		6 40
" " nests of No. 1, No. 2 and No. 3		1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins'		½ pints, per doz	$3 65
" "		pints, "	6 00
" White's		½ pints "	0 90
" Paterson's		½ pints "	0 90
" "		pints "	1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Gold Standard Tea
NO OTHER TEA
is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as
GOLD STANDARD TEA
"GUARANTEED THE BEST"
We ship in any quantity, everywhere
GOLD STANDARD TEAS

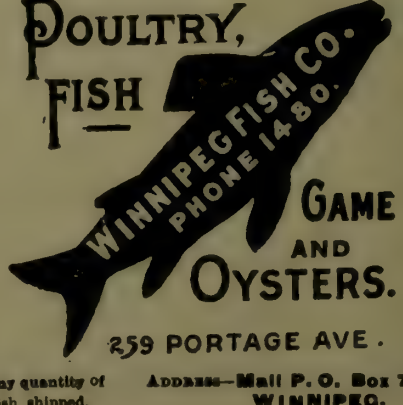
Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta



Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 781 WINNIPEG.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS VACANT.

WANTED—A bright active salesman, familiar with the grocery trade, with a knowledge of French preferred, but not imperative, to canvass wholesalers and retailers for a well known specialty from coast to coast; a permanent position with splendid opportunity for advancement; salary to start $75.00 a month and expenses; a successful salesman will find a most desirable position and which can shortly be made much more remunerative. Apply Box M, THE CANADIAN GROCER.

CLERK for grocery and fruit business; city experience; good salesman; references. 302 Yonge Street, Toronto. [f]

SECOND Miller for cornmeal and feed mill. Apply, by letter, to P.O. Box 872, Montreat. [f]

FOR SALE.

GROCERY and Confectionery business for sale; doing business of $11,000 yearly; stock and fixtures about $2,000; place in first-class repair, with every convenience; will sell or rent property cheap; reason for selling, poor health. Apply 418 Piccadilly St., London, Ont. [f]

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
308 Board of Trade Building, - TORONTO

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Stop and Think!

Mr. Grocer, do you know that the sales of

Orange Meat

are increasing, and yet you are missing the opportunity to sell it regularly? Isn't that a mistake on your part?

Orange Meat is made "differently" to other breakfast foods, that is why it is better.

Only the finest grade of wheat is used, and the manufacturing is done in a cereal plant, the acme of cleanliness.

Orange Meat is put up in Mercerized Bags (inside the packages) which keep the food fresh.

The coupons in the 15c. packages and the price of the Jumbo package bring trade.

Order **Orange Meat** regularly and thereby get your share of the business.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

Flour and Cereal Foods

TORONTO.

Dec. 8, 1905.

FLOUR dealers continue to express dissatisfaction at the lack of attention given their orders by the railway companies. Great difficulty is still experienced in getting deliveries; trade in consequence is suffering. The domestic trade is reported as very good, millers have been free buyers, and Manitoba wheats have strengthened ½ to 1c. Inquiries from the Maritime Provinces are showing decline, probably owing to the fact that they have stocked up fairly well lately, and are in consequence filled up.

The export trade has also shown a measure of dullness; prices have been difficult to maintain on European markets, and the uncertainty of receiving consignments to any given date is an important feature which is very depressing to sales.

Oats are in fair demand, but prices, ranging as they do several cents above U.S. prices, precludes the material increase in export sales.

Peas are in active demand, and are commanding firmer quotations. Other grains are in steady demand, but without distinctive feature.

Quotations generally are well maintained; a degree of fluctuation has been apparent throughout the week under review, but this has been attributed to some local feature rather than to any distinct market importance.

The feeling among dealers rather leans to the belief that indications are pointing toward a decline in values, as the market settles to Winter conditions.

PROGRESS OF GRAIN INSPECTION.

NO less than 32,052,250 bushels of the 1905 crop have been inspected at Winnipeg up to November 30, according to figures compiled from the returns of Chief Grain Inspector David Horn.

A comparison of these figures with those of the corresponding period in previous years shows the marked superiority of this year's crop. During September, October and November, the first three months of the present crop year, a total of 30,525 cars of wheat has been inspected, of which 551 cars were inspected at Calgary and the balance at Winnipeg.

Last year during the same period there were 20,120 cars, and 21,126,000 bushels inspected, and in 1903, 18,494,000 bushels passed inspection.

With the exception of the crop of 1902, the quality of which was better, but the quantity far short of that of this year, the present year's crop is the best in the history of the west.

A PERSONAL NOTE.

The staff of the Ogilvie Flour Mills Company, in anticipation of the removal from Winnipeg of L. H. Bennett, presented him with a handsome mahogany music cabinet and de luxe volume of "Golden Treasury of Song," accompanied by an address containing the names of the various members of the staff. In the address expression was given to the fraternal feeling existing between him and other members of the staff and regret at his prospective departure from the city.

The gift was an especially appropriate one, Mr. and Mrs. Bennett having been active members of the city's musical circle during their five or six years' sojourn in Winnipeg. Mr. Bennett is severing his connection with the Ogilvie Company and leaves during the present week to enter on an engagement in the office of the Leitch Bros., millers, of Oak Lake.

TO BE USED AT LAST.

The grain elevator at Halifax, N.S., which has been idle since its building six years ago, is being got ready for operation during the Winter season. Arrangements have been made for regular shipping of grain at this port and a consignment of two hundred thousand bushels will arrive early this month for export to Liverpool and Havre on Allan line steamers. The grain will be carried over the Intercolonial and it is expected that most of the mail steamers will receive full cargoes at Halifax, where shipping facilities have been greatly improved during the past Summer.

TORONTO MARKETS.

Flour.

Manitoba wheat patents, per bbl. in bags		4 45	4 85
Strong bakers	" "	4 25	4 65
Ontario wheat patents	" "	3 75	4 00
Straight roller	" "	3 50	3 75

Grain.

We quote:

All on track Toronto.			
Manitoba wheat, Northern No. 1		0 88½	0 89
" " hard, No. 1			
" " " No. 2		0 86½	0 87
Red and white, per bushel,		0 83½	0 84
Barley "		0 48	0 53
Oats, new, "		0 37½	0 38
Peas "			0 82
Buckwheat " dull		0 57	0 58
Rye, per bushel, " dull			0 74

Breakfast Cereals.

We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 55
Rolled wheat in boxes, 100 lbs	2 50
" " 50 lbs	1 40
Rolled oats, standard, carlots, per bbl., in bags	5 00
" " " " " in wood	5 25
" " " " for broken lots	5 40
Rolled wheat, per 100-lb. bbl.	2 60
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

MONTREAL MARKETS.

Flour.

The flour market is unchanged this week. There was a decline of 20c. per bbl. in the price of Manitoba instituted by the larger Manitoba millers. There is, however, no general tendency to do any cutting, as there is a good demand for Ontario and Manitoba flour from both city and country trade. Heavy

exports were made last week, when the steamer Wyandotte carried nearly 40,000 bags for South Africa. We quote :

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household		4 90
Glenora		4 40
Manitoba spring wheat patents		4 90
" strong bakers		4 40
Buckwheat flour		2 10

Rolled Oats.

There is no change to report in the situation of rolled oats. Firmness is the leading characteristic, despite the fact that stocks are heavy at present. We quote :

Fine oatmeal, bags	2 55	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "		2 60
Rolled oats, "		2 65
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

Feed of all descriptions is in good demand, particularly Manitoba bran, which is selling at $17 per ton in bags. Ontario bran is very scarce and the market almost depleted of stock. Manitoba shorts at $19 per ton having good sale, while Ontario at $20 to $20.50 is also selling well. Mouillie is unchanged. We quote :

Ontario shorts	20 00	25 50
Manitoba shorts	19 00	19 50
" bran	17 00	17 25
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

There is a good local demand for hay at somewhat easier prices. Supplies are increasing rapidly even in the better grades. Several lots of No. 2 ordinary are also on the market, having missed the last outgoing steamer, and this has had a tendency to weaken prices, as they will have to be sold on this market. We quote :

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

WINNIPEG.

Oatmeal has been sharply advanced and the new prices will be found below. Cornmeal, however, is not likely to maintain the advance noted last week, and a decline is expected within another week. We quote as follows :

Rolled Oats, 80-lb. sacks, per cwt		2 05
40-lb. " "		2 10
20-lb. " "		2 15
8-lb. " "		2 45
Cornmeal, in sacks		1 85
" in ½ sacks		1 90

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

A Word in Your Ear.

You can't afford to handle a poor grade of flour; it gives your store a bad name.

"Gold Crown" Flour

is made from the best hard wheat grown in the best wheat country on earth. And it's scientifically made.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

BROKERS

We are open to appoint Brokers in the following cities for sales in car lots only, of

Buffalo Brand Manitoba Rolled Oats

Applications considered from Brokers in

London, Ont.	Montreal, Que.
Hamilton, Ont.	Quebec, Que.
Toronto, Ont.	St. John, N.B.
Ottawa, Ont.	Halifax, N.S.
Vancouver, B.C.	Charlottetown, P.E.I.
Hamilton, Bermuda.	Victoria, B.C.
Port of Spain, Trinidad, B.W.I.	Trinidad, B.W.I.
Demerara, British Guiana.	London, Eng.
Bristol, Eng.	Liverpool, Eng.
Glasgow, Scot.	Manchester, Eng.
	Leith, Scot.

NICHOLSON & BAIN
Winnipeg, Manitoba, Canada

Bran Waste is One Great Difference Between Good and Poor Flours

The food part of flour is "protein."

Protein makes brain muscle and brain. There is no protein in bran.

Bran is the outside part, the husk or "bark" of the wheat.

Bran is the part of the wheat which is absolutely without food value to the human system.

Bran represents part of the difference between **"Royal Household" Flour** and whole wheat flour or cheap, inferior flours that are poorly milled and not thoroughly purified.

No other flour in this country is so thoroughly and completely separated from the waste as is **"Royal Household,"** because no other mills are so well equipped or exclusively devoted to the production of scientifically pure flour as **"Royal Household" Mills.**

OGILVIE'S ROYAL HOUSEHOLD FLOUR

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED

GODERICH, ONTARIO.

ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only $2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 521.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

GREIG'S WHITE SWAN Jelly Powders and Cake Icings

ALL TRUE FRUIT FLAVORS.

Goods that the most exacting housewife can always depend on—goods, too, that give the dealer a nice profit.

The Robert Greig Co., Limited
White Swan Mills
TORONTO

We are too busy to say much about

CHINESE STARCH

—Orders are plentiful and increasing in size all the time. CHINESE STARCH pays the retailer better than any other kind, and gives you better profits.

ALL JOBBERS SELL IT NOW——WRITE FOR PARTICULARS

OCEAN MILLS, MONTREAL

Why

We can offer you the following lines at right prices for your Christmas Trade.

We have direct shipments, as under, bought at the very lowest cash price.

4 Cars California Navels.
3 Cars Florida Oranges.
5 Cars Sonora Mexican Oranges.
1 Car Valencia Oranges.
3 Cars Lemons.

Also lots of

Grapes, Figs, Nuts, Dates, Bananas, Pine Apples, Holly, Florida Grape Fruit.

In fact, all we ask is your order and will guarantee to please.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

QUALITY HOLDS THE TRADE

SHIRRIFF'S FLAVORING ESSENCES

are sold on merit. If they were not first-class essences the trade would not stand by them.

For twenty years Shirriff's have been **first.**

Hadn't you better order?

Imperial Extract Co.
TORONTO

GREEN FRUITS AND VEGETABLES

APPLES FOR GERMANY AND FRANCE.

MR. P. W. DUNCAN, commission merchant, New York, is spending a few weeks in the Colborne section buying apples for export to Germany. He purchased Mr. J. E. McDonald's entire pack amounting to eight thousand barrels and Mr. A. Loomis, of Brighton, sold him his pack amounting to six thousand barrels.

The Colborne apple market is exceedingly brisk at this season. Apples are coming to Colborne along all the roads these days, many arriving by train also. The quantity to be placed in store is estimated at over 100,000 barrels, while shipments are heavy every week. Although having just completed a large new storehouse, R. and J. Coyle are compelled to send over 5,000 barrels to Trenton for storage. A woman from France was at Colborne this week and contracted with Jas. Coyle for a large number of barrels of apples. It is stated also that there are a number of orchards in vicinity still unpicked, as apple buyers have experienced difficulty in getting sufficient help to pack and store the big crop.

ORANGE PICKING STARTED AT REDLANDS.

C. M. Brown, manager of the Redlands Golden Orange Association, writes from Redlands, Cal., under recent date, regarding the orange situation, as follows:

"Weather conditions have continued very favorable and oranges are coloring much more rapidly than was anticipated a week ago. We shall start picking on Monday, the 20th, having several cars for immediate shipment that will be the best colored oranges in the State, and the quality and texture is as fine as silk. While the oranges here are coloring much more rapidly than was anticipated, at the same time this condition is confined almost entirely to the Redlands district. Redlands is much earlier than any other section in Southern California if not in the State.

"Shipments will necessarily be light for the first few days, after which time the supplies will be more liberal. However, there is nothing to indicate at present that there will be any heavy shipments for the holiday trade this season, especially as the sizes will run small. In the first car of navels sold in New York at auction there were only eleven boxes of 126s and larger. However, the sizes of Redlands oranges will be considerable improvement over this."

FRUIT GROWERS' CONVENTION.

Dr. Woods, of St. John's, Que., president of the Fruit Growers' Association of the Province of Quebec, was in Richmond last week arranging for the annual convention of the association, which will take place on the 13th and 14th December, at which delegates from all parts of the province will be present. There will be afternoon and evening sessions, which will be open to the general public. The evening meetings will be diversified by musical and vocal selections by Richmond and Melbourne amateurs. Hon. Sydney Fisher, Minister of Agriculture, Prof. Saunders, Prof. Robertson and others are expected to be present.

BEAN CROPS AND MARKET.

AT the present time, when the condition of the bean market has been somewhat uncertain, the following report from J. B. Stringer & Co., Chatham, Ontario, will be instructive reading:

"We beg to report an active demand has prevailed for the new crop since it came on the market, and with large shipments forwarded, and more following to meet the foreign demand from the U. K. and France, it is estimated to-day that 50 per cent. of the crop is already out of producers' hands. We are glad to say the quality of the crop runs excellent, but yield has proved comparatively short. Threshing returns show an average of about 12 to 15 bushels per acre, while ordinarily the yield is 20 to 25 bushels. This inclines dealers to view the future of the market as likely to be higher.

"We quote present values $1.50 per bush. for standard primes (3 lb. pickers per bush.) and $1.60 per bush. for hand-picked, subject 1 lb. picking or waste per bush. The hand-picking is done by women and girls, and it is found the work of the most careful when tested will show on an average about 1 lb. of imperfect beans, etc., to the bush. However, this is not enough to materially hurt their looks.

"The bean producing district lies principally within the confines of the county of Kent, and in a good season the production runs up to 500,000 bush., or a little more.

"A firm market is anticipated for balance of the crop."

CALIFORNIA OLIVES.

Up to this time but a small quantity of the California olives has found its way into the markets east of Chicago, the call for them in the west having been more than equal to the supply. Minneapolis, Omaha, New Orleans, San Francisco and the City of Mexico have all been good points for the sale of the olives from this coast this year. There is a feeling among horticulturists all over California that the eastern people being wedded to the peculiar flavor of the green olives of the Old World there, and having a conservatism that is unknown in the west, hard work and patient effort will be required to cultivate a general consumption there of olives from California. The wonderful success, however, of the last seven years in introducing California prunes and raisins in the most conservative eastern markets gives the olive growers good reason for believing their product will in time be as popular there.

ONTARIO MARKETS.

Green Fruits.

LOCAL trade has been dull and uninteresting. Dealers are stocking heavily in view of Christmas trade for which prospects are considered excellent.

Arrivals of foreign fruits are coming in in good quality and quantity. Six cars of Florida oranges were dispatched for Toronto on the 23rd, 24th and 25th November. Since these cars were shipped there has been continuous rain, which has delayed picking and packing and will have a detrimental effect on the next pickings, making them puffy and poor keeping qualities.

The second car of holly is expected to arrive this week.

Cranberries are still fetching high prices, the scarcity having the effect of strengthening prices very materially.

Our prices have been completely revised and rearranged to meet the holiday quotations.

Oranges, California, southern, 96's to 200's, per box.	....	3 75
" " " 250's to 288's "	3 25	3 50
" " northern, 126's to 250's, "	....	3 50
" Mexican, 96's to 250's, per box.	....	2 35
" Florida, 96's to 216's "	....	3 25
" Valencia, 420's, 714's, 1,064's, per case..	5 00	6 00
Lemons, Messina, 300's 360's, per box.	3 25	3 50
" " fancy, 300's	....	3 25
" " choice, 300's, 360's, per box	2 85	3 00
Grapes, Almeria, per barrel	6 00	7 50
Cranberries, fancy Jersey's, per barrel	....	13 00
" " " per case	....	4 50
Apples, fancy spies, per box	....	1 50
" " greenings, per box	....	1 40
" Winter varieties, per barrel	3 25	3 50
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 50	1 85
" " eights	1 25	1 40
Pineapples, per case	5 00	5 50
Grape fruit, Florida, 46's to 80's, per box	4 75	5 50
Tangerines, Florida, fancy ½ trap	....	3 00

Vegetables.

The market reports great dullness for the week under review with no feature of interest to report. There have been some arrivals of imported vegetables in view of the coming holiday season, and the quality is in every way satisfactory, quite equal to previous seasons. These have been added to our list, which is revised to date. We quote.

Vegetables.

Potatoes, kiln dried sweet	4 50	5 00
" " " bushel hamper	....	1 90
Potatoes, per bag	0 90	1 00
Onions, per bushel	....	0 75
Spanish onions, per small crate	....	1 10
" large cases	....	3 00
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30
Water Cress, per doz.	....	0 20
Parsley, " "	....	0 20
Mint, per doz bunches	....	0 20
Green peppers, per basket	....	0 50
Celery, per dozen	0 35	0 60
" Californian, crates, 6 to 8 doz	....	4 75
Vegetable marrows, per dozen	....	0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel	....	1 00
Salsify, per dozen bundles	....	0 40
Lima beans (new crop), per lb	....	0 06½
White beans (primes), per bush	....	1 75
" (hondpicked), per bush	....	1 90

MONTREAL MARKETS.

Green Fruits.

The market generally is on the quiet side and business moving slowly. It is expected, however, that within the next week or so trade will improve, as the holiday season approaches. Jamaica oranges, which are in good favor on account of their superior quality, are in excellent demand. The fruit has never

SHIPMENTS OF XMAS GOODS

are going forward now. Think what this means to you—fully 10 days longer to sell your goods, which means

10 DAYS ADDITIONAL PROFIT MAKING

"Bronco" and "Golden Flower" Fancy Redlands Navels, Holly, Lemons, Mexican and Valencia Oranges, Nuts, Raisins, Figs, Cranberries, Oysters.

Send Us Your Orders and Get the Best

WHITE & CO., LIMITED

HAMILTON TORONTO

Phone 1115 'Phone Main 4106

Small Box Holly Free with Each Christmas Order

W. B. STRINGER **NOTICE TWICE** J. J McCABE

TORONTO and MONTREAL

ONCE—That we have moved our Toronto office to 32 Church Street, 'Phone Main 5672.

NEXT—That we have opened a Branch in Montreal at 209 Commissioners' Street, 'Phone Main 3384.

W. B. STRINGER & CO., Wholesale Fruit Brokers, 32 Church St., Toronto, and 209 Commissioners St., Montreal.

If you are not sure just what you should buy for Xmas, **CALL UP MAIN 5048,** (our fruit warehouse number). Perhaps we can help you to decide, and in comparing our prices with those of others, **DON'T OVERLOOK QUALITY.** We handle only one grade of goods, viz. the best.

If you want to be sure of securing this class of goods, mail, wire, or phone your orders to 33 Church St., or 76 Colborne St.

FIVE PHONES Main 5048 " 5426 " 1064 and Park 1986 " 5215

The F. T. JAMES COMPANY, TORONTO

We are giving the best value in Cauada in

MALAGA GRAPES

Let us have your Xmas Order. We can also give you best value in **Navel, Mexican and Florida Oranges and Figs.**

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

WALNUTS ALMONDS

FILBERTS BRAZILS PEANUTS

all best grades

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Floridas, all sizes.

" **Navels,** "

" **Mexicans,** "

What E.D.S. Stands For

In my fruit-preserving factory at Winona, I aim to make **Jams, Jellies** and **Sealed Fruits in Glass** that will equal the finest imported fruits, but be much more reasonable in price.

No fruit ever goes out of my factory below that standard. That is why the **E.D.S. Brand** has become a byword for Purity.

IF YOU HAVE NEVER ORDERED DO SO NOW

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON **NAVELS**

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS **Guelph, Ont.**

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

shown up better than this year. First California navels arrived last week, but were rather too tart for family consumption. Another car arrived this week in better condition. Prices, $3.50 to $3.75. This last car is much better suited for table use. Lemons are selling at $2.75 with every indication that prices will be higher next week. Dates are selling freely although prices are advanced a quarter of a cent. Cranberries quoted at $11.00 to $13.00 a barrel and dealers expect prices to advance fully $2.00 a barrel next week on account of the light stocks and small receipts. We quote:

Navels	3 50	3 75
Dates, per lb		0 03½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	4 50	5 00
Jamaica grape fruit, per box	4 00	4 25
Apples	2 25	4 25
Sweet potatoes, per bbl	2 60	3 75
Lemons, per box		2 75
Jamaica oranges, per bbl		4 00
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N.S.		11 00
" Cape Cod		13 00
Spanish onions, cases		2 75

Vegetables.

Vegetables of all kinds are firmer and prices tending higher. There is a splendid demand for cabbages and onions. Cauliflower is scarce and prices high. Celery is under fair demand and coming in in good shape. We quote:

Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, per doz		0 40
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

MANITOBA.

Green Fruits.

There is an active demand for oranges and lemons for the Christmas trade. Both are weaker in the California markets. We quote:

Oranges and Lemons.

New California navels, 128's, per case	5 50
" " 250's to 350's per case	6 00
Late Valencia oranges, 200's, 216's, 250's "	6 00
" " 288's, 324's "	5 50
California lemons, per case	7 00

Ontario Winter Apples.

Spies, XX, per bbl	4 25
Fancy, XXX, per bbl	5 00
Baldwins and other varieties, per bbl	4 25
Bananas (per express)	3 00 3 50
Almeria grapes, per keg	6 50
Ontario basket pears, per basket	0 75
Winter pears (B.C.) per case	3 50
Cranberries (Cape Cod), per bbl	11 00
Cranberries (Jersey), per bbl	12 00

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	0 40
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	0 60
Green onions,	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 02
Australian onions, per lb	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb	0 02

ST. JOHN, N.B.

Green Fruit.

Apples keep quite low. There is just a fair demand. There are lots of poor apples offered. There is some demand for Ontario apples even at the high prices.

Good Jamaica oranges now offered. Some Floridas are seen. It is rather early for Californias.

Lemons are unchanged.

There is a fair sale for Malaga grapes.

In bananas, but few now imported.

Cape Cod cranberries are very high.

Yield Not To

the temptation to try another tea just for "change sake." In

Blue Ribbon Ceylon Tea

you have the best tea—the best grown, the best picked, the best made, the best selling.

Continue to sell Blue Ribbon Ceylon Tea and thus continue to give satisfaction and get profit.

Red Label Line is now a household word. It stands for the 40c. Leader. Red Label is the Grocer's friend. Hold to it!

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC Montreal OTTAWA

LARGEST SALE IN THE WORLD

KING OSCAR SARDINES

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

BRAIN STARVATION

can be prevented by feeding the body and brain with food which nourishes and builds up the system

"HALIFAX" BRAND BONELESS CODFISH

has these qualities and contains the nutritive properties and the valuable phosphates necessary to the system and is

EASILY DIGESTED.

Sold by leading grocers in clean wooden boxes, 3 lbs. each—and SHREDDED Form. Just try it for a few weeks.

THIS AD., ALONG WITH OTHERS IN THE MOST WIDELY CIRCULATED PAPERS IN CANADA, HAS BEEN HELPING CANADIAN GROCERS TO SELL

HALIFAX PREPARED CODFISH

ARE YOU IN A POSITION TO BENEFIT?

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

FRESH AND CURED FISH

TORONTO.

THE fish trade in Toronto is probably one which is equal in importance, proportionately, to any other food trade, and it has made rapid strides. This Winter season has opened up eminently satisfactorily, demand being good for all lines.

The prominent dealers in oysters made, well in advance, special arrangements to cope with that trade, with the result that never before have such a fine lot of oysters been placed so continuously before the public, who on their part have been quick to appreciate it.

Some arrivals of deep sea fish have been on market from the Atlantic Coast, but not in great quantities. It is, however, expected that this line will make considerable more headway. White fish and trout are at the present time greatly in favor and have the advantage of being moderate in price. Except in Labrador herring, which is decidedly firmer, no change in quotations is noticeable.

THEIR FIRST DEMONSTRATION.

MR. J. J. COWIE, the Scotch fish expert, with the Misses Campbell, Wood and Gault, Caller herrin' lassies, sent by the Dominion Government to give the Nanaimo fishermen instructions in the best methods of curing fish, gave their first demonstration on November 16, which was witnessed by a large crowd of spectators and which proved that Mr. Cowie and the lassies were certainly experts in their line.

Most of the day was taken up in repacking a consignment of last year's fish which the demonstration clearly proved had not been properly packed.

Asked as to what he thought of the herring caught in last night's run, Mr. Cowie pronounced them as excellent, and with the one exception, namely, that they were a trifle smaller, fully up to the high standard of those caught on the Atlantic coast.

He thought there would be no difficulty in putting up the fish, of which there are now unlimited quantities, to keep as long as desired.

A series of demonstrations will commence at the curing establishments of the Nanaimo Fishing Co. and the Gulf of Georgia Co., Protection Island. The former company is adopting Mr. Cowie's method of curing fish and his system will be strictly adhered to. For the present two brands known as the "Thistle," which is Scotch cured, and the "Viking" brand, Norway cured, will be manufactured and ready for the export trade at once.

The harbor presented an animated appearance. Dozens of fishing boats and small tugs were busily engaged in hauling in their nets laden with tons upon tons of fish, and re-setting them.

The herring industry, which is still in its infancy, means much to Nanaimo as it furnishes employment to upwards of a hundred men with the resultant monthly pay roll of several thousand dollars.

Mr. Cowie and his associates expect to remain six or eight weeks.

One of the peculiar features of the herring run this season was the large number of whales that were seen in deep water. Fishermen on the outside report that they never saw the equal; one fisherman who saw them said there must have been hundreds and their continuous spouting made a most extraordinary sight, somewhat resembling hundreds of small geysers on the water.

HALIBUT AND COD LOCATION.

A TABLE of the fishing banks in the North Pacific Ocean reprinted from the Pilot Chart for the month of December of the present year has been issued, giving complete data relating particularly to the halibut and cod fisheries.

By this chart it is shown that codfish and small halibut are abundant where the bottom is either black sand and gravel or grey sand, gravel and broken shells, the latter predominating on the principal cod banks. The depth of water on these banks ranges from as low as eleven fathoms to as high as ninety fathoms, no apparent difference being recorded on account of the depth of water.

The principal banks for cod fishing recorded in the chart are in the northern waters. Slime Bank in Bering Sea, named from an intermediate zone of jellyfish which cover fishing lines and bait with slime; Baird Bank at Bristol Bay, and Portlock Bank, northeast of Kadiak Island, are the largest banks where codfish and small halibut are numerous and red rock fish fairly abundant.

Extensive Banks.

Slime Bank covers an area of 1,445 square miles, and the depth of water is from twenty to fifty fathoms. The bottom is black sand and gravel. Baird Bank is the largest given in the chart. It covers 9,200 square miles, and the depth of the water is recorded as from eleven to fifty-three fathoms. The bottom is grey sand, black sand and gravel. Portlock Bank has 6,800 square miles, with a depth of water ranging from thirty-seven to sixty-seven fathoms, and a bottom of grey sand, gravel and broken shells. Another one of the larger banks and where the greatest depth of water is given is Albatross Bank, southeast of Kadiak Island. While this bank has not been as fully investigated as the others, cod, small halibut and red rock fish are said to be fairly plentiful. The bank extends for 3,700 square miles, and the depth of water ranges from twenty-seven to ninety fathoms.

North of Vancouver Island is another large bank where cod, halibut and red rock fish are taken in large numbers. This is one of the easiest banks to fish. The water is charted at forty-four fathoms and the season is from March to September. The area of this bank is given as 2,000 to 3,000 square miles, with a bottom of sand and gravel.

Off Cape Flattery.

Flattery Bank, off Cape Flattery is an excellent ground for halibut, but the other fish are not found in such numbers as on the other banks charted. The bank covers an area of 1,100 square miles, but the best fishing is about eleven miles northwest from Cape Flattery lighthouse and covering an area of about thirty-five square miles.

The chart gives only two mackerel banks, and these have not been thoroughly tested. One is near Attu Island and the other around Atka Island. The depth of water or size of the banks is not given, and the statement is simply that mackerel are known to inhabit these two sections in fairly large quantities.

The chart also records the discovery of oysters along the west coast of Mexico of an excellent quality and closely resembling the species of the Atlantic coast of the United States. It is suggested that these oysters should be introduced in the California beds.

CANNING ON VANCOUVER ISLAND

AT Victoria, B.C., while cannerymen are not likely to make any move in the way of making practical preparations for the ensuing year until March, they have for some time been discussing plans. The operations on Vancouver Island in the past year have established one fact beyond all doubt, namely, that the practice pursued by nearly all the trap men of shipping salmon to the Fraser involves a serious loss both in quality of the fish and in the running expenses of the industry. The question now confronts all of how this trouble can be overcome. It is conceded by all that to can the fish on Vancouver Island is the only way in which the difficulty can be obviated. Cannerymen, even though they be the most enthusiastic mainlanders, have also to acknowledge the fact that once the salmon enter fresh water they deteriorate and continue to do so until they reach the headwaters of the stream, this deterioration amounting, it is said, to twenty-five per cent. of their nutritive quality in three days after they leave the salt water. Reasoning from this, therefore, it will be seen that any salmon caught off Vancouver Island should demand a higher price in the markets of the world than any other canned on the Pacific coast, for the situation here is unique in that this is the only place on the Pacific where the fish are trapped as they come out of the ocean currents.

QUEBEC FISHERY CONGRESS.

Hon. Jean Prevost has requested the Department of Fisheries to send a representative to the Congress of Fish and Game to be held at Montreal on December 13 and 14. Mr. S. T. Bastedo, Deputy Minister, will represent the province by request of Hon. Dr. Reaume.

Don't forget that your customers are bound to talk about you more or less. See to it that they have something good to say rather than otherwise.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, *HALIFAX, N.S.*
Board of Trade Building, *MONTREAL*

Some of the dainties that Stewart makes.

Alakuma
Turkish Delight
Maple Cream
Butter Scotch
Marshmallows

and

Stewart's

Delicious

Chocolates

The STEWART COMPANY LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

More Chocolate

is used now than was thought of or hoped for by the trade.
The increase in consumption in Canada is largely due to

MOTT'S CHOCOLATE

whose "DIAMOND" and "ELITE" brands have been Canada's BEST brands. They are to-day your best trade winners.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

GET IN ADVANCE.

DO not leave all your preparations for the holiday season until the last minute. This is the time when you should do your planning, not only in regard to the goods you will sell, but the methods you will adopt to sell them.

You remember that last year you said a few days before Christmas that if you only had the time you would do certain things. The time is yours now, unless you let it slip through your fingers; make time just now to sit down and first of all ask yourself what you are going to make the special confectionery features of your holiday trade. Then plan your store attractions and decorations; if they require any elaborations you will have plenty of time to put in the extra touches. It will be by doing something that has been carefully thought out that you will win success in this as in any other project.

These eleventh hour plans as a rule are failures, besides entailing an amount of worry and hustle out of proportion to the results. A good motto at this particular time with regard to matters of this kind is "Do it now."

GOOD PROSPECTS AHEAD.

IF one is to judge from the present activity of the large confectionery establishments, there will be a large Fall and holiday trade.

Orders have come in very freely of late not only for goods for present consumption, but for holiday requirements, which this year are being anticipated somewhat further in advance.

With the keen competition for business there has been a development of enterprise and skill in the production of specialties that has brought the product to a high state of perfection. In high class goods Canada is to-day turning out as handsome and as well made lines as can be found anywhere. The people seem willing to pay prices that were not possible a few years ago. The importation of high priced lines has perhaps helped to accomplish this much.

In spite of this development there are some concerns who think the object in manufacturing is to market goods as cheaply as possible. There are lines being made by some concerns that are not only below the requirements of the times, but take the place of better and more profitable goods. Prices are fairly well maintained, but occasionally one hears of a cut.

TWO SIMPLE RECEIPTS.

Pecan Nut Loaf.

Make a maple cream as follows: Dissolve ten pounds of maple sugar, four pounds of common sugar with sufficient water, set on good fire, add a small teaspoonful acetic acid and cook to two hundred and forty-two degrees; pour out on a clean wet marble, and as soon as it stops bubbling on the marble, sprinkle over about half a pint of cold water and let partly cool. Turn into cream with a spatula and when it runs together into a lump, immediately cover with a damp cloth, and let lie for half an hour, then knead it into a smooth paste, reheat it a little, add about four or five pounds of pecan nuts, and pour out into a square loaf in a neat wooden frame. When cold remove the frame and cut as sold into thin strips.

Unwrapped Caramels.

Take ten pounds of sugar, six pounds of glucose, four quarts condensed milk and six ounces of cocoa butter. Place the sugar and glucose in a small copper pan, then next add about half the milk, set on the fire and stir and cook for about five minutes; then add another quart of milk, cook a few minutes longer then add the last quart of the milk and also the cocoa butter and cook to a good hard ball; pour out on greased marble between iron bars, let cool and then cut into small squares. Flavor with vanilla, strawberry or chocolate, adding nuts to suit your trade.

DAIRYMEN'S ASSOCIATION OF WESTERN CANADA.

THE first of a series of meetings of cheesemakers and patrons of the various districts under the Dairymen's Association of Western Ontario was held at Listowel, November 21.

Mr. I. W. Steinzoff, of Stratford, director of the association, occupied the chair and said the system of instruction followed by the association, as he knew from his experience as a cheese buyer, resulted in a marked improvement in the general quality of the cheese of Western Ontario.

Chief Instructor Barr said the factories had been grouped into seven districts, each in charge of an instructor, and instruction had been given in 217 factories. The result had been a much more uniform and better quality of product. The Listowel district was still at the head, due to the peculiarity favorable to natural conditions of air and climate, but other places were coming up fast.

A full and interesting discussion followed on the difficulties met with and how best to overcome them. The question of a Government license for factories was discussed, only such factories as were kept clean and sanitary to be allowed to operate.

From reports gathered by Mr. Barr it was shown that out of 162 makers, 82 only wore aprons, that 97 makers wore clean clothes and 65 did not, floors were clean in 110 factories, gutters in 132 and utensils in 114, in only 12 factories were the whey tanks cleaned as often as once a week. Discussing the bitter flavor with which some factories are troubled, Instructor Barr said: "Bitter flavor bacteria is just common dirt."

Improve each opportunity to do good, and slight every one that points to evil.

"The Biscuits Are Coming!"

Some grocers wait until their stock of

is sold out before they order anew. Consequently they have to tell some of their customers that "the biscuits are coming." Better it would be to send in the order regularly so that the supply would never completely run down. "The-biscuits-are-coming" may mean lost customers.

No grocer should be afraid of expanding a bit on his biscuit supply if he is a salesman for

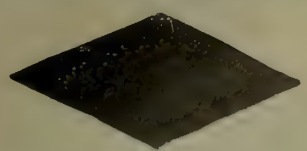
PERFECTION CREAM SODAS

PERFECTIONS are "Merit Biscuits" and their trade sure trade.

Order your cases NOW

THE Mooney Biscuit & Candy Company, LIMITED.
Stratford, - Canada.

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Irish Biscuits

Our biscuits are growing in popularity all over Canada—that is in towns where they have been introduced.

But there are still places where we want to be better known, and with that object in view we have appointed agents as below.

You'll find many points of superiority over ordinary biscuits in ours, as you get acquainted with them.

Our agents will be pleased to send you samples, quotations, etc.

Ask for "KEIL FINGER"
Ask for "WINDSOR WAFER"

They'll make a good impression

W. & R. JACOB & CO., Limited
DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones, Box 623 Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

Maple Syrup Weather

You sell Maple Syrup—your customers use it. They would use more of it if they could be assured of getting it pure. You are always absolutely safe in selling

Grimm's Pure Maple Syrup

The only genuine, unadulterated Canadian Maple Syrup direct from the best producers.

SEND FOR SAMPLE LOT

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

ADULTERATION AT WINNIPEG.

As a result of the recent visit of the Inspector of Foods for the Department of Inland Revenue to Winnipeg and the west, sixteen wholesale and retail merchants have, within the past few weeks, been fined by the Department for selling to the public adulterated goods. Most of those fined were Winnipeg dealers, though there were a few who had been infringing the law in some of the Manitoba towns.

The fines were all light, in the neighborhood of ten or twelve dollars, and were intended more as a warning than anything else. The inspector on his Winnipeg visit took samples of food and then sent them east to be analyzed, and as a result of the analysis these fines for the infraction of the pure food laws have been imposed. The maximum fine is $50.

Adulterated Pepper.

For the infringement of the law there were more fines for adulterated cream of tartar and black pepper than anything else. Pepper seems to be a favorite article to adulterate. One firm the Department got after for selling adulterated marmalade and another for impure maple syrup. Jams and jellies were found in several instances to have foreign substances mixed with them. Most of those fined are quietly paying up and taking the lesson to heart, the officials hope. A few are making protest, claiming that the wrong parties have been fined. One dealer in particular says that he bought the food in good faith, believing it was pure, and he thinks it is utterly unfair to fine him, and the manufacturer is the one who should have the law after him.

Manufacturer at Fault.

J. T. Gosnell, Winnipeg collector of the Department of Inland Revenue, said there was undoubtedly much in the dealer's contention. He had no doubt that in many cases, possibly the majority of the instances, it was the manufacturer who was at fault. He claimed that the trouble was that it was exceedingly difficult, if not impossible, to reach the producer, especially, as was often the case, if he lived in a foreign country. The only way to protect the public was to hold the man who sells the goods responsible. If the dealer insisted only on pure foods, he would soon bring the manufacturer to time.

Not Necessarily Injurious.

Mr. Gosnell pointed out that many of the goods which are adulterated do not necessarily contain injurious ingredients. Many of the mixtures to cheapen the goods are not in any way deleterious. "The difficulty is," said Mr. Gosnell, "they are not what they are represented to be. For instance I have been told that sometimes in making apple jelly turnips are mixed with the apples. Enough apples are put in to make the color and give the flavor. Now there is no special harm in turnips, but they do not make apple jelly."

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK
This design a guarantee of quality.

FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination
WRITE US FOR SAMPLES AND PRICES.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

KEYSTONE SUGAR CO. CONSTRUCTION.

The Keystone Sugar Company have let the contract for the erection of the sugar factory to a Michigan construction company. The contract price for the buildings is not less than $150,000. The structural steel in the Wiarton factory and the machinery of that plant will be removed to Whitby. The contract calls for the completion of the buildings by August 15, 1906. The work of dismantling the Wiarton factory and assembling the material at Whitby will commence forthwith. It will require at least one hundred and fifty cars to transport the material.

The site of the factory at Whitby is on the waterfront, the harbor having been purchased by the sugar company. The main building runs from the steamboat wharf easterly to the power house of the town waterworks and electric light plant. Two of the beet sheds will be along the wharf for handling beets by water. The other three sheds are for wagon and railway supplies. The storage capacity of the five sheds will be 12,000 tons. Portland cement construction will be used largely in the erection of these buildings.

"Eggs may go to 30 cents, the paper says," remarked the traveler's wife at the breakfast table.

"Humph! These look like it already" replied her worthy hubby.

CIGAR PERFECTION

And How it is exemplified in the PEBBLE and PHARAOH

As a **5-center,** no grocer could wish to handle a better cigar than the **Pebble.**

As a **10-center,** no grocer could wish to handle a better cigar than the **Pharaoh.**

The care and skill of experts is embodied in the **Pebble** and **Pharaoh** Cigars, besides the strictest tobacco selection.

The **Pebble** and **Pharaoh** Cigars are known as the "cigars that satisfy."

Let me send you **1,000 assorted** on "fair" terms.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

FIRST PRINCIPLE—KNOW
SECOND PRINCIPLE—SELL

You must first know the tobacco that is suitable for the Grocery business. After you "know" the "suitable" tobacco, you should sell it. The name

T. & B.

of course, is not new to you. Many times you have heard of it. Many times you have perhaps thought of stocking up, but "put off." Yet, despite this, you rather incline to the belief that ***T. & B.*** is ***the*** tobacco. No grocer can help believing that.

In most things you "act" after you have "considered." Why the exception when it is tobacco you are dealing with?

You know and believe in ***T. & B.*** By all means, ***sell it!***

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

THE KRINTON PIPE.

THE Krinton pipe, put on the market some little time ago, has acquired a very firm hold on the market and on the public. The patent feature of the pipe lies in the mouthpiece, the lip of which is so constructed that the tongue of the smoker fits under it, so that the smoke cannot burn the tongue, while the fan-like shape of the bore at the lip ensures the even distribution of the smoke. Cool and pleasant to smoke, it is made in a range of shapes and sizes, and is well worth the attention of those tobacconists who have not yet stocked it.

SMOKING RACES.

"Smoking races" are the latest development of student life in Germany. They are usually held at drinking clubs and form a novel feature of these occasions. Huge pipes are made specially for this purpose, having a capacity of from one to three ounces of tobacco. All pipes must be identical in shape and construction and are filled with the same quantity of tobacco to a grain.

At a given signal the contestants apply lighted tapers to the bowls and begin to puff vigorously at the stem, while through clouds of smoke the other students urge their favorites on to greater endeavor.

The winner is he who first reduces the contents of the bowl to a white ash. Leaving in the bottom of the bowl a small unconsumed portion disqualifies entrant. There is no attempt made to enjoy the smoke, the sole effort being to consume the quantity in the shortest possible time, and long before the goal is reached the pipes are so hot that the smoke almost blisters the lips of the contestants.—New York Herald.

WHAT A GOOD "SMOKE" DID.

Mark Twain is an inveterate smoker, and whenever a long journey is before him a plentiful supply of tobacco is provided. Once when he was about to sail for Honolulu he located a wholesale dealer in cheroots and bought 3,000 of them, together with fifteen pounds of pipe tobacco. In the afternoon he went back to the store and bought 3,000 cheroots more. That evening, shortly after beginning his lecture, he surprised his manager, who was in the audience, by beckoning him to come up on the stage. The summons was obeyed with alacrity, much to the curiosity of the audience. The manager mounted the platform and when at the lecturer's side Mark Twain stopped in his talk and, turning to him, said: "I fear that cigar place may close before I get through here. Go there now and get 1,500 cheroots." He then continued his lecture as though nothing had happened. Next day he sailed with 7,500 cheroots and 15 pounds of tobacco, perfectly happy and with his mind at rest.

TWO NOVEL TOBACCO ADS.

A cigar store in Wisconsin put a premium on home-run hits during the baseball series in which the town was entered. A $5.00 case pipe was offered to the player on any team who first succeeded in hitting the ball for a circuit of the bases. No conditions whatever were attached to the prize, the first home run securing the pipe. The offer was announced to both teams on the first day, and the enthusiastic slugging that resulted was a good advertisement to the cigarist, who had of course made much of the prize in the local papers, and even had it written up in the sporting column.

A rather clever idea in advertising, designed to awaken public curiosity and keep people guessing, was originated by one wideawake man in a small town. On a number of billboards scattered throughout the outlying country districts, in a space in the local papers, and even on the sidewalk near his store appeared announcements reading simply: "Where is the man?" "Who is the man?" This was mystifying, and everybody began to query where and who was the man anyway. Before the interest in the matter had time to flag, the announcements were altered to read: "Where is the man that cannot find a cigar to suit him at Blank's?" Who is the man who carries the best and finest line of cigars and toabecos you ever saw? Tom Blank—he is the man."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A TRADE NEWSPAPER PUBLISHER.

LONDON'S new Lord Mayor is a trade newspaper publisher. Coming of a family of bankers, he began to follow in the footsteps of his ancestors, but was one of the first to see the tendency of modern time was to specialization.

He saw that there were many classes and communities which needed a more complete news service than the daily and weekly newspapers could afford to collect or publish. With his brothers he established the Grocer. This was followed by the Ironmonger and Chemist and Druggist. The first passed into the hands of his brother-in-law many years ago. Later the brothers established a similar series of papers in Australia.

The New Lord Mayor of London.

Walter Vaughan Morgan, one of the founders of our English contemporaries—The Grocer and The Ironmonger.

The two surviving brothers, the Lord Mayor and Mr. Septimus Morgan, do not now devote much time to their publishing business. They visit their offices for an hour every Friday when they are in London. The real work is now being done by their sons and nephews. The boys are very wealthy in their own right—one of them being a multimillionaire, yet they work extremely hard.

Under their fathers the papers were the greatest of their class in the world, but the young men are making them better still. It is said the editorial expenses of the Ironmonger alone amount to over $1,500 a week. In this they have a monopoly. Some years ago Mr. Ingram, of the London Illustrated News, and C. Arthur Pearson, who was then associated with him, had been looking with jealous eyes at the Morgan Brothers great property, and started a paper to compete. They lost about $275,000 before they abandoned it, and the Ironmonger was stronger than ever.

The Lord Mayor as well as his brother have large investments in Canada. The former is a director of the Hudson Bay Co. The latter had more faith in Canada than Canadians themselves, for he bought heavily of Canadian Pacific around 40 and sold at about 150.

The position of Lord Mayor is no sinecure. He receives a large salary, but the expenses of the position will require him to spend from fifty to one hundred thousand dollars during the year out of his own pocket. His duties are quite onerous. Here are his engagements for an average day: 9.45 a.m., small committee at Mansion House; 10.45, magisterial work for about an hour and a half; 12.15 to 1.15, signing papers; 1.30, luncheon of about twenty; 3 p.m., public meeting re education in South Africa at Mansion House; 7 p.m., chief guest at dinner given by the Plumbers Company, one of the ancient guilds of the city.

N. W. C. T. NOMINATE OFFICERS.

ON Saturday night, November 25 the Northwest Commercial Travelers' Association held their annual general meeting for nomination of officers in the Board Room of the Winnipeg Exchange. President John Horne presided. The following nominations were made:

President—D. J. Dyson (elected by acclamation.)

Vice-President—A. H. McEwen (McClary Mfg. Co.), W. W. Bole (Bole Drug Co.), J. E. McRobie (Secretary Retail Hardware Association), J. H. J Murphy (Royal Crown Co.)

Treasurer—L. C. MacIntyre (Paulin-Chambers Co.), elected by acclamation.

Directors—Geo. Wilson, W. H. Johnston, F. W. Drewry, F. H. Nesbitt, S. R. Roe, F. W. Adams, A. S. Lock, F. M. Morgan, Thos. Montgomery, D. J. McTaggart, Geo. Barrett, N. Musgrave, E. Dagg, J. M. Scott, R. Neve, Jno. Brockish, Thos. Davidson, W. C. McLean, D. Dingle, A. E. Whyte.

Nominations for B. C.

Vice-Presidents for Vancouver—E. F. Gerster, T. J. Stephens, Thos. Parkinson.

Vice-President for Victoria—W. W. Duncan.

Directors for Vancouver—R. Potter, C. P. Egan, F. A. Richardson, C. A. Ross,

Director for Victoria—J. C. Devlin.

Director for New Westminster—Fred Lynch.

Director for Kootenay—Geo. Munn.

There was a long discussion of a project to rent club rooms for the members in Winnipeg, and a committee was appointed consisting of Messrs. A. L. Johnson, McGowan and Wilson to make inquiries as to suitable rooms and report at the annual meeting on December 16.

As some changes in the charter of the association were deemed advisable a committee composed of D. J. Dyson, G. F. Bryan, A. L. Johnson and F. J. C. Cox was appointed to make recommendations and report.

POWDERED MILK.

Canada has developed a fine trade in condensed milk, but New Zealand has gone into the production of dried milk, which is finding a good market in Europe. The powder, when mixed with eight or nine times its bulk in water, gives a mixture about like fresh milk. The new preparation is found by English chemists to be uniform in composition and free from germs, while the fat is more digestible than that of ordinary cream. Will Canada take this cue?

POINTERS FOR THE INDUSTRIOUS

GENIUS WASTED IN IDLENESS.

THIS is a story of a young man who had real ability and never exerted himself to put it to good use. There can be no doubt, writes Norman Morris, that Adair was a genius. He could write. He began as a reporter on a country newspaper. He wanted to get to a city. The fact that Adair did make a decided impression, and that within a year after his advent as a metropolitan newspaper man, proves that he was a real genius. He was no flash in the pan, a man who could do one or two good stories and then lie down. He "had it in him" to do good work and to do it right along. He had a whole lot of good work in him, and with men of this kind it is only a question of getting it out, and then success written in big letters and interspersed at frequent intervals with the desirable dollar sign is theirs to have and to hold. Adair had it in him. If he had only got it out there is no telling where he might be at this day. But as he never did get it out, he is still working for a reporter's wages on a small paper down south.

When Adair made his first hit the world opened up brightly for him. It was only a common newspaper "story" that first attracted attention, but it was the kind of a story that would have attracted attention if it had been printed on yellow wrapping paper and put around a bar of soap. Other men had taken the same subject, for it was an old one, and worked at it hard without doing anything startling with it. But under the sway of the young genius it became a thing for men to sit up and gasp at when they read it. The fashion in which Adair wrote made it an epic. It had everything in it that the well written story should have in it, and besides it had that which men may sit down and try to define, the touch of genius. It was a sensation in the profession for a full day after it was printed, and this is a novelty in a profession where yesterday's paper is as a thing of ancient history. It got Adair offers from two papers and it got him also an advance of salary.

A year later Adair began to attract attention with his feature stories. He was then just 24. He wrote stories that men who had grown gray at the trade would have given a hand to have written. He had a style about his work that made it popular without cheapening it in quality, and his prospects grew brighter day by day. He sold one or two stories to the magazines, and a female magazine reviewer swelled his head almost shamefully by comparing his work with the early efforts of Kipling.

His friends discussed him, and waited and hoped for the day when "Old Adair" should come before the public with a book. "He'll show 'em what real writing is when he gets started," they said. After awhile they began to say: "Don't you think Old Adair loafs a little too much?" A year later they were telling each other what a fool Adair was for wasting his chances. He had everything before him, he had the goods, all that was necessary was for him to put them on the market. And his friends waited and waited, and the goods came not.

The fact of the matter was that Adair had never adopted the habit of being industrious. He didn't want to work any more than he had to. In the early days, when he was only a reporter, he never tried to do any work outside of the mere routine of his assignments. When he had any spare time he got away some place with the rest of the fellows and devoted the time to talk and drink. The rest of the fellows, not having any particular ability, were not to be particularly blamed for wasting their time, but with Adair it was different. He had not merely ability, but genius, and a genius shouldn't throw himself away.

After awhile his friends began to talk to him. They told him that they were surprised to see no new work under his name. They advised him to buckle down and turn out something. Adair, being young, took this in the light of patronage and grew angry. When he wanted any fatherly advice he knew where to go for it, and he wasn't in need of any just now, thank you. His friends, also becoming angry, told him to go where the ice man cometh not, for all they cared, and left the young genius strictly to himself. A few editors wrote to him at intermittent periods asking for some of his stuff and Adair drifted along, doing work of a poor quality, and doing only enough of that to make a living. When he did decide to buck up and work hard, he found that he had the habit of not working so well rooted in his system that getting down to a desk for a protracted session of work was torture. As he did not love to be tortured by his own hand he didn't work much.

People who didn't know the inside facts of the case wondered why the brilliant Adair wasn't breaking into print more often than he did, but his friends knew, and called him a fool for throwing away his chances. So he drifted from one paper to another, never holding a position for any length of time, never turning out anything but mediocre work. He is still doing this. Even now he could do work that would soon make him well known, if he would apply himself to the task, but the "manana spirit" developed in his younger days has him in its grasp and he ambles along carelessly, filling positions that men with but half of his capacity laugh at, and no nearer success than he was in the beginning. Other men come and make a hit and go on upward. Adair stands still. He can do the work, but he doesn't. Other men do it. And that is the difference between the successful man and the failure.

EARLY SUCCESSES OF GREAT MEN

NO one will deny to Samuel Johnson the title of great, if only because he was so consummately human. That most of his reputation, high as it is, rests upon his biographer, Boswell, cannot be gainsaid, but the portrait would have amounted to little had it not been for the fine qualities to be discovered by it.

Johnson's maturity was slow, and his earliest successes came late in life, compared with those of other men of equal force. He was born in Lichfield on September 18, 1709, the son of a man of note locally, but one destined to lose his property through too great a love for books. This taste, indeed, was all he left his son when he died in 1732. Samuel was to labor without ceasing for full thirty years in order to provide himself with a bare living.

Johnson tried to earn his daily bread in various ways, with little success. He married a woman with children older than himself, and cherished her tenderly until she died. After she had departed he set out for London, being 27 years old, and as obscure a person as ever entered the city's gates.

He worked from hand to mouth, a bookseller's hack, says an exchange, and yet he found time to write his "London," an imitation of Juvenal, as Pope's successful satires and epistles, just then agitating the metropolis, were imitations of Horace. Johnson's work appeared in May, 1738, without his name. He was not yet 29, and yet it was to be years before he came into anything resembling secure fame after his first success with "London."

For the "Dictionary of the English Language," Johnson's greatest work, did not come out until 1755, seventeen years later, "The Rambler," "The Idler," "Rasselas," these preceding it by a little, but the "Journal to the Hebrides" was printed in 1775, while his "Lives of the Poets" did not complete itself until 1781, the author being then 72 years old.

Samuel Johnson died December 13, 1784. He occupied a remarkable place in the literary history of his century, rather through his personality, it must be admitted, than through his performances, though these have a place among the little read classics of our language.

Why this should be true every reader of Boswell can tell. Samuel Johnson was a man, every inch of him—not an ideal man, but a good one, in spite of everything.

John W. Montgomery and P. J. Sullivan have entered into partnership to conduct a first class grocery and restaurant business on the east side, Pembroke, and have purchased the old Queen's Hotel. It is their intention to remodel the front of the building and extend the premises formerly occupied by Mr. Sullivan. Messrs. Sullivan and Montgomery have had a large experience in their respective branches, and the East Enders are to be congratulated on their establishing themselves in their midst.

* * *

The time to collect your outstanding debts is now. Never let it escape your mind that your wholesale house will be after you in a day or two.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.f0 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

WALL PAPER

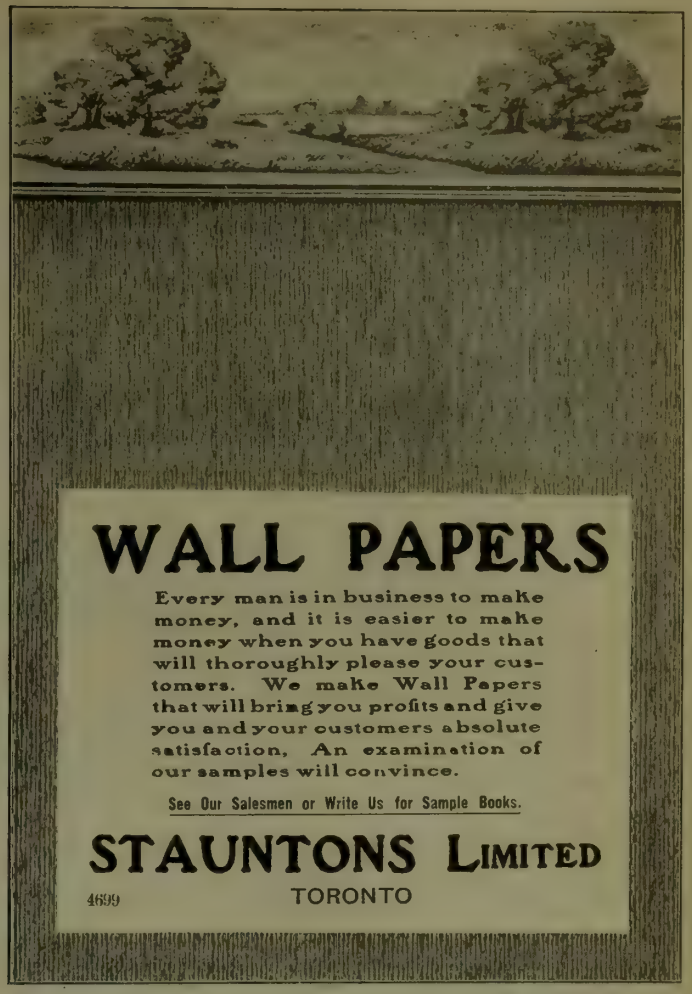
PROSPECTS BRIGHT FOR WALL PAPER.

WALL paper mills are working to their full capacity to get out their orders for Spring delivery. The season has proved better than was expected even by the most optimistic manufacturer. Orders have been uniformly heavy, and as the samples show there should be an attractive season ahead for the retail merchant.

A noticeable feature of the orders which are now coming in is the large number of general stores who are seeing the advantage of handling this profitable line. It has become recognized as an integral part of the house-furnishing stock, and a progressive merchant cannot afford to neglect it.

Development and expansion are the watchwords of the present time. From the biggest departmental store in the great cities to the small store in the country village, the one idea running through all is to carry as many lines as can be handled economically.

Illustrating pattern No. 2568 and fabric treatment, harmonizing with the grass cloth dado. The extension border and corners are utilized to form the dado into panels. Manufactured by Stauntons Limited.


WALL PAPERS
Every man is in business to make money, and it is easier to make money when you have goods that will thoroughly please your customers. We make Wall Papers that will bring you profits and give you and your customers absolute satisfaction. An examination of our samples will convince.
See Our Salesmen or Write Us for Sample Books.
STAUNTONS LIMITED
4699
TORONTO

The Comfort

Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

All Unite To Praise

THE BUSINESS MAGAZINE

Our Splendid Home Publication For The Busy Man and His Family

Read this Unsolicited Testimonial

"Viator," writing in the Free Press, St. John's, N.F., says : "The MacLean Publishing Co of Toronto have recently issued a new magazine, or rather re-issued an old one in a new form. The Business Magazine, as it is called, is one of the most interesting of compilations. It is more than interesting, it is useful and instructive. The Review of Reviews has done much for the literary world, as has Littell's Living Age, World Wide, the Rapid Review, and kindred publications. What these papers are to the literary student, or to the man in the street. The Business Magazine promises to be to the business man, a compendium of all that from the business standpoint is best, brightest, most readable and most instructive in the magazines of the world. The publishers may well refer to it as 'The Home Magazine of the Busy Man and His Family.' If the first number is a sample of what is to follow, I should advise every business man who wants a good thing and knows how to appreciate one when it is to be had, to send a year's subscription of two dollars to the publishers at Toronto. This may look like an advertisement. It is at least wholly gratuitous and unsolicited, being the result of one of the most pleasant and instructive evenings spent by my fireside, with The Business Magazine of October, 1905, as my companion. To keep up to the level of the October edition in succeeding numbers will be difficult, but the magazine is in good hands."

If you have not yet subscribed do so at once, while our special offer lasts.

The MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 7, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case		$1 75
" " 27 10c. pkgs, "		2 00
" " 10 25c. pkgs, "		1 75
Cook's Friend—	Per doz.	
Size 1, in 2 and 4 doz. boxes		$2 40
" 10, in 4 doz. boxes		2 10
" 2, in 6 "		0 80
" 12, in 6 "		0 70
" 3, in 4 "		0 45
Pound tins, 3 doz. in case		3 00
12-oz. tins, " "		2 40
5-lb. " ½ " "		14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" ½ " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	3 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" ⅛'s	0 45
Mexican Vanilla, ½'s and ¼'s	0 25
Royal Navy Rock, " "	0 20
Diamond, " "	0 25
" ⅛'s	0 25

Icings for cake—

Chocolate, pink, lemon color, 1lbs.	$1
Orange, white and almond, ½-lbs.	

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

AGENTS:

Rose & Laflamme
Montreal and Toronto

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 in, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, ½-lb, tins..40c.	
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	12 00
Small size	"	6 00
Roquefort—Large size	"	1 40
Small size	"	3 00

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans, per lb.	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

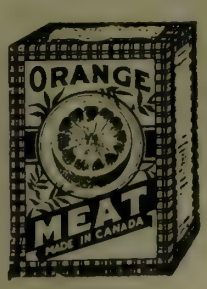
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$0 35
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 75
5 cases	

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	$2
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	case

There's nothing like **Milk** if it's

BORDEN'S

"Eagle" brand Condensed Milk and

"Peerless" brand Evaporated Cream

MORE HIGHEST AWARDS AND GOLD MEDALS FOR PERFECTION, PURITY AND HEALTHFULNESS.

Buy Them! Every Jobber!

WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S. JOS IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B. Shallcross, Macaulay & Co. Victoria and Vancouver, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 20

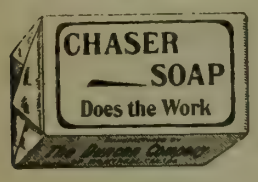
BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)...	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap).....	3 90
100 5c. bars (Santa Claus Soap).....	3 80
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry.....	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs...	0 05½
Benson's enamel....per box 1 25 to 2	50

Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½

Bee " brand starch—	
" 1 dry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg, " "	3 00
Sun " borated starch, 40-16 oz. pk. per case.....	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem " " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 05½
Barrels, 200 lb.....	0 05
Kegs, 100 lb.....	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 05½
" 3-lb. cartons, 36 lb..	0 05½
" 200-lb. bbl.....	0 05
" 100-lb. kegs.....	0 05
Canada Laundry, 40 to 48 lb.....	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

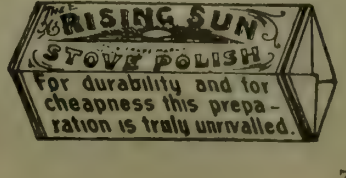
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

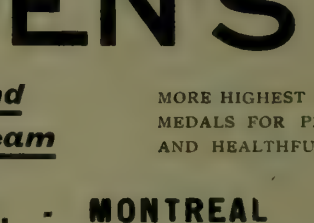
Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.....	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight.....	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 8 4, bxs., ea. 3 dz.	
Enameline No. 0 6 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 3 doz.....	80
Blackene, 5-lb. 0 cans, per lb..	10
Enameline stove dressing, per doz.....	0 70

Syrup.

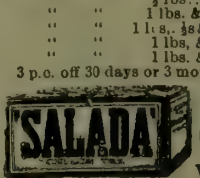
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 18	0 25
" " ½ lbs.....	0 19	0 25
" " 1 lbs. & ½s..	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½s.....	0 21	0 28
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s.....	0 36	0 50
Gold Label, ½s.....	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....		$0 19
" " ½-lb. " "		0 20
Blue Label, retail at 30c.....		0 22
Green Label. " 40c.....		0 28
Red Label, " 50c.....		0 35
Orange Label, " 60c.....		0 42
Gold Label, " 80c.....		0 55

Cases, each 60 1-lb.....	$0 36
" " 60 ½-lb.... }	0 35
" " 30 1-lb.... }	
" " 120 ¼-lb.....	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes.....		$0 42½
" II 40-lb. boxes.....		0 37½
" III 80-lb. boxes.....		0 32½
EMD AAA Japan, 40 lb " at.....		0 30
" AA 40 "		0 27½
Blue Jay, basket fired Japan, 70 lbs.,		0 25
"Condor" IV 80-lb. "		0 27½
" V 80-lb. "		0 25
" XXXX 80-lb. boxes....		0 21½
" XXXX 30-lb. "		0 22½
" XXX 80-lb. "		0 19
" XXX 30-lb. "		0 20
" XX 80-lb. "		0 18
" XX 30-lb. "		0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 25
"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 25	at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30	at 0 33
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35	at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40	at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50	at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases .....retail		at 0 60
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case...	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c....	1 00
Victoria " 3 doz. 5c....	1 00
" " 3 doz. 10c...	1 00

There's Never Any Doubt

about the profit when selling

DWIGHT'S BAKING SODA

"Cow Brand" BAKING SODA

It is well advertised, handsomely packed, guaranteed full weight, absolutely PURE and shows you a good profit.

Why worry about inferior goods?
Ask your Jobber for Cow Brand.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

has the endorsation of pickle manufacturers the country over—men who a few years ago were firmly wedded to white wine vinegar.

The consumption of *Golden Russet Vinegar* is increasing every month, attributable, no doubt, to the excellence of the vinegar itself and the pronounced way in which the makers have maintained the high standard and so retained public confidence.

Double your supply of *Golden Russet Vinegar* and receive more of the steady trade.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

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10 Front Street East, - - Toronto

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville Basket Co.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Need Something for Christmas?

Just send a card to-day for rush shipment of any of these assortments. You needn't be afraid to stay with the crowd.

TRIANGLE ASST. costs you $25.00. One gross, showy decorated, hand painted articles, good assortment, Collar, Glove, Handkerchief and Cuff Boxes, Salads, Trays, etc., to retail for 25c. each.

CANADIAN GROCER ASST. costs you $9.00. One gross of the best ten cent articles ever put on the market. Just look up the last special number of the GROCER for particulars.

CRYSTAL ETCHED ASST. costs you $8.95. A six-dozen lot made up of 3 dozen asstd. 10c. articles, 2 dozen twenty-five centers and 1 dozen to retail for 35c. each.

Will send you lists first if you like.

GOWANS, KENT & CO. LIMITED

TORONTO

THE XMAS SEASON IS HERE

What is more seasonable than

Wethey's Condensed Mince Meat

It is a ready seller.
It gives perfect satisfaction.

It brings repeat orders,
which mean profits to you.

ORDER NOW

Every jobber has it. 3 Doz. in a case.

WRITE US DIRECT REGARDING BULK MINCE MEAT.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 15, 1905. NO 50.

Robinson's Patent Barley

Is a Steady Seller With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal

Agents for the Dominion

Raised on It.

A Syrup that is only a syrup in appearance and without body, flavor, color or life, is a positive detriment to your business and the health of your customers.

There is ONE Syrup—"Crown" Brand

TABLE SYRUP

that is absolutely perfect and pure. It has body, golden color, delicious and correct syrup flavor. It is healthful and the ***best*** that can be made from the finest selected Corn.

Every jobber sells it.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls. Kegs and Pails.
5 " " "	1 "	
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

104 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Why was our Booth one of the most popular at the recent FOOD FAIR in MONTREAL?

Because our goods are THE BEST.

"KKOVAH" JELLIES

"KKOVAH" CUSTARD

"KKOVAH" BLANC MANGE

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
[LIMITED]

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent g eat skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

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J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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THOMAS B. CLIFT
Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

H. J. STEVENS
126 BOARD OF TRADE, - MONTREAL
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
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and Warehousemen
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Tel. Main 778. Bond 28.

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J. K. McLAUCHLAN
COMMISSION MERCHANT
arehouseman, Shipper and Steamship Agent
Owen Sound, - Canada

TORONTO.

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TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W G. Patrick & Co.
Manufacturers' Agents
and
Importers.
29 Melinda St., TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

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is the finest
FRASER RIVER SOCKEYE SALMON
Packed on the Coast
We are Sole Agents for Ontario.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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In a new brick block centrally located.
Dingle & Stewart
Winnipeg, Man, Calgary, Alb.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency
Correspondence Solicited

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
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POTATOES
Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.
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308 Board of Trade Building, - TORONTO

Nicholson's Mince Meat

will keep any length of time, you should buy it regularly. Your customers like it.

Don't forget to mention:

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDING
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

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Telephone No. 1971

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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CANNED GOODS.
T. A.—Scottish, Liverpool.

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Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
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Liberal advances on consignments.

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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
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This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
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CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
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LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

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28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

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IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
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Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynn Valley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

LOOK OUT FOR 1906

So popular have proved

Canada's Pride

Corn and Tomatoes

this year that we will pack double the quantity in 1906. We are now arranging to put in the additional machinery which will enable us to turn out a full line of canned goods, including ***Berries, Peas, Beans*** and other fruits and vegetables. Have you made a trial of Canada's Pride? If not, write your jobber or us direct.

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

The Only Spice of Life for Horses, Cattle and Poultry

IS *Myers'*

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

The nly way

to increase your ***Tea Trade*** is by selling your customers teas that are known to be absolutely ***Pure, Clean, Fragrant, Healthful*** and ***Invigorating.***

All these qualities are possessed by

Japan Teas

—and they Pay You

Your Coffee Trade Will Grow

IF YOU HANDLE

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME, Agents, MONTREAL.

ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER

ROSE & LAFLAMME, MONTREAL.

YOUR BEST CUSTOMERS

who use **Baby's Own Soap** will readily buy the **"Albert's" Oatmeal Skin Soap, Rosebath, Burton's All-Healing Tar Soap** or any other "Albert" Soap.

They give a good, liberal profit.

"Albert" Soaps cover every household and toilet use. Be sure you have a complete range of these fine goods.

ALBERT SOAPS, LIMITED
Manufacturers
MONTREAL

Fill up with Mince Meat for Xmas

The advice is all right. Your customers want the Mince Meat.

It's a splendid trade we're doing this season in Mince Meats. Quality counts, and no one wants to make Mince Meats at home after having bought ours

—In small and
—large packages

The T. A. LYTLE CO., Limited
TORONTO, Can.

"The Brand of Quality"

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS
APPLE BUTTER IN JARS AND PAILS
A Limited Quantity of "Gallon Apples."
Prepared Pumpkin, "Threes," the Pure Thing
and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. **8 WELLINGTON ST. EAST, TORONTO, CANADA**

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

QUEEN BRAND

canned goods represent the choicest fruits and vegetables from the Bay of Quinte District.

That careful selection, plus skilful processing, makes **Queen Brand** "Queen of them all."

Sifted June Peas, Corn, Sweet Wrinkle Peas, Etc.

it doesn't matter what variety of canned goods your customers are asking for, we can supply them.

When your assortment is stamped **"Queen Brand"** your sales are sure.

Belleville Canning Co., Belleville, Ont.

It Pays You
WHY ?

IT is the highest quality
is a popular price
is 40 per cent. profit

Holbrook's
WORCESTERSHIRE
Sauce

is the Premier Sauce of the World

WORCESTERSHIRE SAUCE
HOLBROOK & Co
LONDON, MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
AND THROUGHOUT THE CIVILIZED WORLD
THIS LABEL IS ISSUED BY HOLBROOKS LIMITED

Acknowledged

25c. Per Bottle

25c. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 28 Front St. East, Toronto

Setting the tap-root deep, and making the spreading roots firm, is the way to insure long life to the tree.

CEYLON Tea Talks

No. 3

Remember—The wise man has no hard and fast ideas, but will share the ideas of others and make them his own.

The dietetic value of Ceylon Tea as a beverage is attributable to the well-balanced proportions of its constituent parts.

First in importance is the presence of the "Essential Oil." It is this oil which exhilarates, and increases the activity of the brain, and overcomes the weariness and lassitude arising from hard manual and mental strain.

The perfect proportion of "Essential Oil" makes Ceylon Tea (Green and Black) extremely palatable and refreshing and is one of the chief factors which determines its high value, and has led to its present position of favor.

(To be continued)

CEYLON TEA (Both Green and Black) **the World's Premier Tea**

BRUSHES

SPRING, 1906

Trade Bulletin

Owing to our having been fortunate in making some very large and favorable contracts on Bristles and other raw material, we have been able to reduce our prices on many lines of **"Boeckh's"** and **"Bryan's" Paint Brushes** handled by the General Trade, and by the introduction of new machinery it has been possible to also make reductions on many lines of Household Brushes, and we are now revising our prices and preparing our 1906 illustrated catalogue, which will be ready for distribution about Dec. 1st. We therefore wish to impress upon you the importance of first seeing our samples and getting our prices before ordering for your Spring requirements, as we feel confident that you will find our values much better than those of any other manufacturer.

Our representative will call on you in due course with a complete line of samples, when you can see exactly what we have to offer. We trust you will be in readiness to order by the time he calls, and would specially mention that it is decidedly advantageous to place orders for Spring requirements as early as possible, as by doing this the Brushes are sure to be delivered before the rush season begins, you protect yourself against any advance in prices which may be necessitated through the possible and probable advance in bristles, etc., when the large Spring demand is on, and also you get the benefit of being able to display your goods well in advance, without any extra cost to you, as we always give a liberal dating on stock orders for Spring trade.

Trusting that we may be favored with your orders, we remain,

Yours truly,

Factories: TORONTO LONDON NEWMARKET

UNITED FACTORIES, Limited
Head Office, TORONTO.

Branches: MONTREAL LONDON WINNIPEG

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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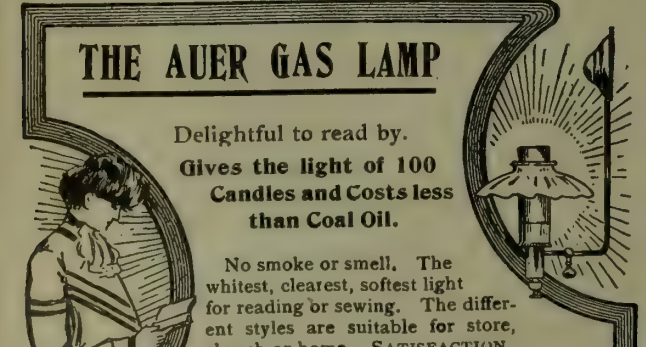
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE AUER GAS LAMP



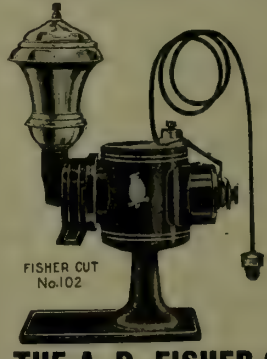
Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit. Write for particulars and sample.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

This Receipt Valuable to Cash Buyers

A 0.25

Claim our 5 per cent. discount on above amount in cash, or apply it on future purchases at any time at our store

Main and First Streets

Above wording is permissible under new trading stamp law.

The new law

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.

National Cash Register Company

129 King St., West

Toronto Ontario

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

The Season of Cheer

The holidays are upon us, and myriads of men, women and children will greet each other with joyful expressions and hopes for happiness.

Sentiment may be a thing far above the domain of trade or thoughts of worldly gain, yet the fact remains that the happiest conditions of mind are promoted by "the good things of life."

Therefore, good dinners are as much a part of the holiday as good wishes. And what adds greater cheer to the repast, and is more beneficial, than the fine revivifying Cup of Coffee?

The Grocer who carries among his other "good things" a line of

WOOD'S COFFEES

caps the climax with the best of all.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

A QUARTETTE OF MERIT

Reindeer Condensed Milk
Reindeer Condensed Cocoa
Reindeer Condensed Coffee
Jersey Sterilized Cream

These goods are ideal in composition, preparation and finish.

They represent the best product of 20th century skill and method, purity and quality.

A cup of excellent Coffee or Cocoa is prepared by simply adding boiling water.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Christmas Trade

Our stock is complete with all lines for Christmas Trade. Send us your sorting-up orders by Mail, Telephone or Telegraph at our expense.

Lowest Prices and Prompt Shipment

Warren Bros. & Co.

Wholesale Grocers
Toronto

OUR AUSTRALIAN LETTER

FROM OUR OWN CORRESPONDENT

CANADA recently made overtures to Australia on the subject of preferential trade between the two countries. Federal Ministers are now studying in what way it would be profitable to develop increased trade with Canada.

From the Victorian Chamber of Manufactures our Prime Minister (Mr. Deakin) has received a resolution asking his ministry to "seriously and immediately consider" the proposal to establish trade relations with Canada, "which," the resolution adds, "this chamber hopefully trusts may be eventuated." Mr. Deakin has not yet received the report of the Customs Department upon the proposal of Canada, but he is considering certain data which is in his own department. The whole matter has yet to go before the cabinet.

* * *

The despatch received from your Dominion Government regarding this momentous matter reads as follows:

"On a report dated 30th June, 1905, from the Minister of Finance, submitting that, under the provisions of the customs tariff, 1897, and amendments thereto, the benefits of the preferential tariff were by orders in council of June 28, 1897, and July 14, 1898, extended by Canada to the colony of New South Wales.

"The Minister states that upon the union of the Australian colonies, New South Wales ceased to have a separate tariff, and came under the operation of a tariff adopted for the Commonwealth generally. In consequence of such change the orders in council above referred to were rescinded on January 23, 1903.

"The Minister of Finance deems it desirable that the Government of the Commonwealth of Australia should be invited to consider the advisability of entering into preferential tariff arrangements between Australia and Canada. The terms which Canada is able to offer at present are set forth in the present Canadian Customs Tariff.

"The Minister observes, that, in accordance with announcement made some months ago, it is the intention of the Canadian Government to cause an inquiry to be made at an early date, into the operation of the Canadian tariff, with a view to making some revision at the next session of Parliament.

"The Minister further observes that while some tariff changes may be brought about, it is not the present intention of the Canadian Government to depart from the principle of British preferential trade already established.

"That the revised tariff may, therefore, be expected to include the preference to the products of the United Kingdom, and to those of such British colonies as may be prepared to make favorable trade arrangements with Canada.

"The committee, concurring in the report of the Minister of Finance, advise that His Excellency be moved to inquire whether the Government of the Commonwealth of Australia would be willing to enter into negotiations with the Government of Canada, with a view to establishing preferential trade relations between the two countries; and, if so, whether the Australian Government would be prepared to offer state tariff concessions by conferences between delegates representing the Australian and the Canadian Governments."

* * *

Our Federal Minister for Customs has decided to enforce the law respecting the invoice value of goods exported to the Commonwealth. According to the Minister's own statements, under the system previously in force, it was estimated that we were losing about £30,000 or £40,000 per year in connection with charges made between the port of manufacture and the port of shipment of Canadian and American goods. The decision to go back to the f.o.b. value was based on that. The Minister remarked that, so far as Canadian goods shipped via New York were concerned, he had decided to allow the f.o.b. value to be stated as if the port of shipment were the Canadian border, but, as a result of certain information which has recently come to hand, he was now seriously considering whether this concession would not have to be also withdrawn.

* * *

Figures supplied recently by our Comptroller-General of Customs are interesting in the light of the above decision of our Federal Ministry to add inland transportation charges to Canadian invoices when tssessing and the ma dian invoices when assessing value for duty. There are fixed rates of duty on 47 per cent. of the imports from Canada, and ad valorem duties on 43 per cent., while 10 per cent. of the imports are admitted free. As transportation charges are added only to the goods on which there are ad valorem duties, this official points out that about 57 per cent. of the imports are not affected by the new f.o.b. regulation.

* * *

The Minister for Customs stated yesterday that he had received a communication from a Government official in Canada giving details of the practice of exporters there. The writer says the rule is for exporters to prepare two invoices—one for the customs and one for the purchaser, the object being to increase their export trade and to capture the markets of the world. He thinks something should be done to put a stop to this practice, and expressed his willingness to take the position of Australian representative in Canada. Our Minister does not intend to make any appointment.

* * *

No official protest has been received as yet by our Federal Ministry from your Government respecting this important decision of the Customs Department. A cable message recently published here stated that at Ottawa it is feared that the principal Canadian houses may export to Australia via New York instead of via Vancouver, and thus, by withdrawal of freight from the Canadian-Australian mail service, cause this Pacific line to be discontinued. Our central customs authorities admit that this is not at all improbable. Section 143 of our Customs Act provides that "goods exported to Australia from any country, but passing through another country, shall be valued for duty as if they were imported directly from such first mentioned country." Goods sent to Australia via New York would therefore, only have to bear freightage from Montreal to the border of the United States, while, if sent via Vancouver, they would be loaded up with twice the amount of freight, owing to the longer haul. Transportation charges are only added to ad valorem goods, but two-thirds of the imports from Canada come under this head. The probable fate of our Vancouver mail service will be askcided directly. Parliament will be asked to ratify the contract which will expire in June next, and many members will endeavor to persuade Ministers to withdraw the Federal subsidy of £26,626 per annum when this agreement expires.

* * *

Regarding the matter of our mutual mail service, negotiations for a new service from Australia to Vancouver are still proceeding between our postmaster-general and the Union Steamship Co. It was stated recently that our Federal Ministry wished to cease paying a subsidy for this service, and to revert to the poundage system, but the postmaster-general says that there is no foundation for this rumor. Canada, Queensland and New Zealand are all interested in the Vancouver line, and it is understood that your Government has raised objections to changes of route which have been proposed by the Queensland and New Zealand Governments.

THE TARIFF COMMISSION IN THE WEST

POINTS OF INTEREST TO THE GROCER.

AFTER a postponement of two or three months the Tariff Commission held their sessions in Winnipeg on December 4 and 5. Considerable interest was manifested in the meetings. Ample opportunity was given for the presentation of the views of the various interests affected by the tariff and a respectful hearing was given all who appeared before the Commission. Business men remarked the keen insight of Hon. Mr. Fielding, whose searching questions showed his wide acquaintance with all the subjects under discussion. 6

"Milk Chocolate" Protest.

At the opening meeting in the Board of Trade rooms the first petition was presented by A. L. Moran, on behalf of a number of importers and dealers in milk chocolate. The petition protested against the application for an increase in the duty on that commodity. The reasons given were that milk chocolate is a food rather than a confection, and does not therefore come into direct competition with the confectionery trade; that the consumption is not large enough for milk chocolate to be manufactured except by one or two large firms, thus establishing a monopoly; that the milk chocolate manufactured in Canada is of inferior quality and meets with little demand, although it is cheaper than the imported. The petition was signed by A. L. Moran, Telfer Bros., Pratt's Wholesale, Macnab & Roberts, Dingle & Stewart, Joseph Watson, W. R. Milton, Martin Bole & Wynne Co., and Campbell Bros. & Wilson.

Canadian Canners Limited.

The balance of Monday's session was occupied with delegates from the grain growers' associations who made strong pleas for a general reduction of duties.

On Tuesday morning Isaac Pitblado, a leading Winnipeg lawyer, appeared on behalf of an unnamed Winnipeg wholesaler to protest against the tariff on canned fruits and vegetables. He claimed that the duty made possible a combine in canned fruits and vegetables and presented a sweeping indictment against the Canadian Canners, Limited. This corporation, he said, was really a combine comprising from 14 to 17 factories, the largest in Canada. It was so strong that, so far as the west was concerned, it practically eliminated competition in canned goods. He had in his possession a copy of the agreement made by the Canadian Canners, Limited, with their customers, showing that they treat, not with individual wholesale grocers, but with the Wholesale Grocers' Guilds. The agreement in question was with the Winnipeg Wholesale Grocers' Guild.

After reciting the fact that similar agreements had been made with the wholesale grocers of Ontario, Quebec, Nova Scotia, and Prince Edward Island, the agreement continued that the products of canneries controlled by the corporation would be supplied to members of the guild whose names were printed on the agreement only on condition that they would sell to retailers at a price to be determined by the Canadian Canners, Limited. As all the western wholesalers in Kenora, Winnipeg, Lethbridge and Calgary were on the list the western retailers had no alternative but to buy from them at the prices fixed by the "combine."

According to the agreement the wholesaler is allowed a discount of 5 per cent. on fruit and 10 per cent. on vegetables but a private and confidential note informs him that an additional 5 per cent. will be paid him on his making a statutory declaration that he has sold at the proper prices and has purchased no canned goods from any other concern. Mr. Pitblado argued that while the extra 5 per cent. purported to be a bonus, as a matter of fact it represented the whole profit to be made by the wholesaler and it was therefore impossible to handle the goods of the "combine" without buying from them exclusively.

This state of affairs was made possible by the high tariff against American canned goods, 1½ cents per lb. on vegetables and 2¼ cents per lb. on fruits. On a dozen cans of apricots, sold in the United States for 95 cents, the Canadian duty amounted to 67½ cents. On peaches worth $1.30 in the United States the Canadian duty was 60¾ cents; on plums worth 90 cents the duty was 67½ cents, and on corn worth 50 cents the duty was 27 cents. Mr. Pitblado closed with a strong plea for a reduction of duties.

Manufacturers' Views.

On Tuesday afternoon the members of the Manitoba branch of the Canadian Manufacturers' Association were given a hearing. The deputation consisted of L. C. MacIntyre, T. R. Deacon, E. F. Hutchings, G. F. Stephens and E. L. Drewry. Their representations were for the most part general in their nature.

L. C. MacIntyre addressed the Commissioners as follows:

"As vice-president of the Canadian Manufacturers' Association for Manitoba I take pleasure in introducing a few of the manufacturers of Winnipeg. While some of those present may have special cases to lay before the Commission, our main purpose in coming here to-day is to express our belief in a reasonable increase in the general protective tariff, as a means of building up varied industries in Canada, affording employment for all classes of our citizens and creating a home market for our farmers, while at the same time giving a preference to goods of British manufacture.

"There is a mistaken notion in the east that the west must always be a purely agricultural community. We believe that the natural resources of the west are such that it may have interests as varied as those in the east. It will take time to establish them, but the higher the tariff against the United States is made, the more quickly will industries of all kinds be established in the west.

"We believe that the people of the Canadian west should do their own manufacturing so far as possible, but when we cannot get what we want right here at home, we think that our fellow Canadians in eastern Canada, who are helping us in building up and developing the west, should get a preference over all outsiders. If we cannot get what we want either in the Canadian west or in eastern Canada, we should then seek what we want in Britain, in preference to foreign countries.

"We do not pretend to advise the Commission how high the tariff should be, but it should be high enough to cause many of the great manufacturing companies of the United States, who are now selling large quantities of goods in Canada, to establish branch factories in this country. If the Government will do this much, we think the cities and towns of the Canadian west will be able to convince American capitalists that a good many of the branch factories should be located west of Lake Superior.

"The building up of factories throughout the northwest will make mixed farming profitable. Continually growing nothing but wheat will in a few years exhaust the soil. However, bad years for wheat may come, even before the soil is exhausted. The farmer who is able to sell meat, milk, butter, eggs and vegetables in local markets will not be ruined by a failure of the wheat crop.

"Mr. Andrew Graham, who addressed this Commission yesterday, arguing against protection, said that mixed farming was most profitable and that exclusive wheat growing cannot be profitably continued very long. Mixed farming is an impossibility except in a country having home markets. It is a well known fact that mixed farming is most profitable in those districts which are close to manufacturing towns.

"With reference to the price of agricultural implements, I have seen it stated very positively that although the cost of transporting agricultural implements from Toronto to England is less than from Toronto to Winnipeg, the price of agricultural implements is considerably higher in free trade England than in Manitoba. There is no duty on agricultural implements in England. I have not myself verified this statement, but no doubt the Commission could without difficulty ascertain whether it is true or false. If it is true it completely knocks out the argument that protection always enhances prices.

"No doubt we will always continue to buy a good deal outside of our own province and it will pay us better to buy from the eastern provinces or from England, than from foreign countries, because our surplus crops must go eastward over Canadian railways, and if the railways bring back manufactured goods they can afford to carry grain cheaper than if the cars came back empty. Moreover, our farm products are almost entirely shut out of the United States by their high tariff, whereas we can send our products freely to the eastern provinces of Canada. We would not think

it advisable for the Government to take any steps to reduce the tariff.

"The era of prosperity that we have enjoyed for the last number of years must show them conclusively that their tariff policy has been to the best interests of the country, and I am pleased to say that the farmers of the great western country are sharing in this prosperity. I know farmers in Manitoba that show a net profit of seven thousand dollars for their year's labor, and also farmers that bought farms and paid for them with proceeds of one year's crop. It is not all sunshine for the manufacturer. There is keen competition in all lines, and it is only by careful management that a profit is made."

Other manufacturers made similar representations and were questioned minutely as to particular points by Mr. Fielding.

Herring Duty.

Jos. Carman brought up the matter of importation of herrings from Holland. There is, he said, a duty on the packages, although there is no duty on the herrings. These packages are practically worthless and no Canadian industry is benefited by the duty.

A PROMINENT INDUSTRY.

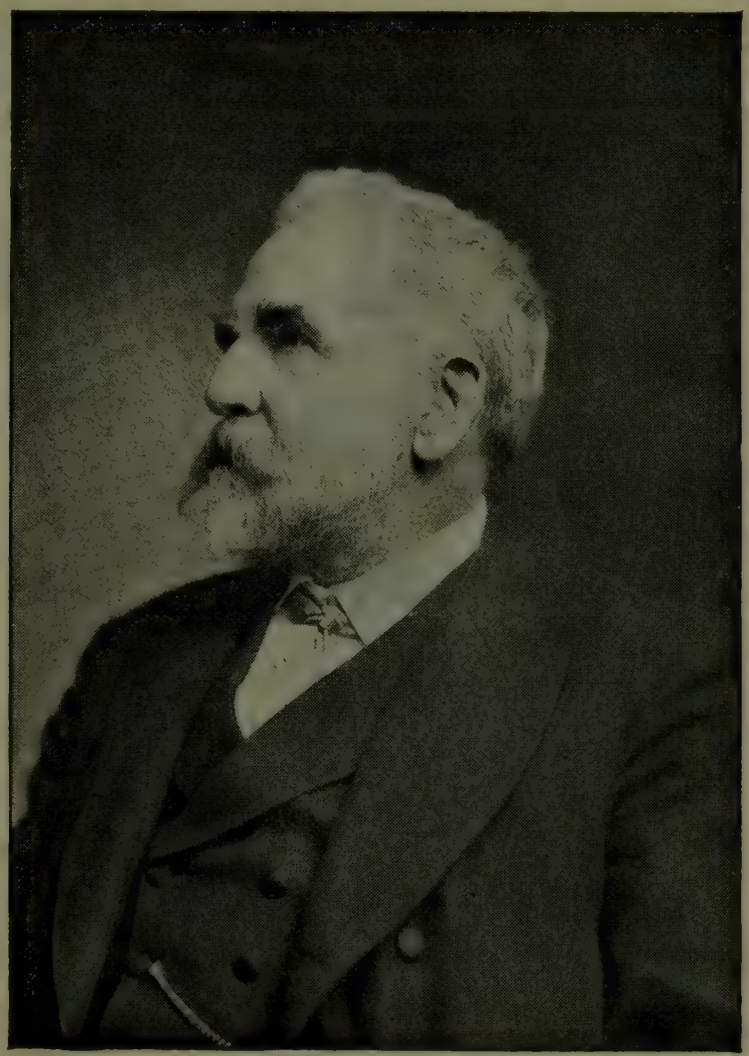
AN industry that bulks largely in the industrial activity of Niagara Falls is the Myers Royal Spice Co. The head of this concern, Mr. Thomas Myers, is a gentleman whose name has been familiar to stock raisers both in Britain and the American continent for the last half century.

He was born in Otley, England, and at an early age become interested in the study of live stock, but more especially of horses, cattle and poultry. This interest was not merely that of a "fancier," but took a very practical shape, for before long he became known to stock raisers in England as the inventor of a special condiment—now well known as Myers' Royal Spice—which he claimed to be superior to anything heretofore known as a tonic for horses, cattle and poultry.

Having implicit faith in the efficacy of his preparation, he resolved to make it his life work. His first move was to open an unpretentious shop in York, where he manufactured and retailed his Royal Spice. Meeting with remarkable success he soon established a large mill and this was shortly afterwards duplicated by another at Hull.

About this time Canada was attracting much attention in Great Britain as a cattle raising country and with commendable foresight Mr. Myers decided to establish a branch on this great continent. Since then the history of the Myers Royal Spice Co. in this country has been one of steady, continuous progress and expansion. The firm have met with remarkable success at national and international exhibitions, winning many medals and diplomas, among which may be mentioned the only medal awarded at St. Louis World's Fair for stock foods for horses. It is not really a stock food but a condiment to be used with food, and contains no corn, middlings, etc. Their argument is, why pay ten cents per pound for what costs only one cent? If you desire bulk for your money, take 100 pounds of middlings, or, such like, and mix with 100 pounds of Myers' Spice, you will then get a much superior article to most of the advertised stock foods.

Their Royal Cattle Spice is used for preparing cattle for prize competitions as well as for keeping them in good ordinary condition. It is not a cheap food made simply to sell, but is a condiment for improving ordinary feed, equally beneficial for horses, cattle and pigs.



Mr. Thomas Myers, President of the Myers Royal Spice Co., Limited.

NEW COMPANIES INCORPORATED

DOMINION charter has been granted to C. Dignard & Cie., Limited, Montreal, to manufacture all sorts of biscuits, cakes, jams and confectioneries and the like products. Share capital of the company one hundred thousand dollars, divided into one thousand shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

Dominion charter has been granted to Verret, Stewart & Co., Limited, Montreal, to manufacture, buy, sell and deal in salt and other products of kindred nature on commission or otherwise. Total capital stock of seventy-five thousand dollars divided into seven hundred and fifty shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

Dominion charter has been granted to the Canadian Universal Stores Company, Limited, Montreal, to carry on and conduct a departmental store in all its various branches and departments. Total capital stock of the company forty thousand dollars, divided into four hundred shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

An order-in-council has been issued changing the corporate name of the Ontario Minnesota Mining Company to the corporate name of the Ontario Duluth Mining Company, Limited.

SCARCITY OF HOGS.

The live stock commissioners' branch of the Agriculture Department is now investigating a scarcity in the available supply of Canadian hogs suitable for making bacon. The packers say that they cannot get enough to keep their concerns going and that in Quebec, Prince Edward Island and New Brunswick it is not possible to get more than enough to supply the local demand. If the live stock commissioner finds that there is money in this industry for the farmers he will advise them to devote more attention thereto.

SORTING UP

You may require some odds and ends in a hurry—**phone** or **wire** us at our expense. Your letter orders receive personal care.

We still have **Holly, Mistletoe, Table Raisins, Figs, Nuts, etc.**

LUCAS, STEELE & BRISTOL, - Hamilton

TEAS

Looking forward to taking stock at the end of the month, we have given our travellers a free hand and instructed them to clean out

SHORT LINES OF TEAS

This covers all lines. They all show good value. There is a range sufficient to interest all buyers and they are bargains.

See our travellers' samples or write us.

James Turner & Co., Hamilton

OLIVE OIL — SUAUT & CO.

cannot be too careful in the selection of your ***Oil***

First Consider **PURITY**
Second Decide for **PURITY**
Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.
Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

RISING SUN STOVE POLISH IN CAKES

WELL-KNOWN AND RELIABLE

AND SUN PASTE STOVE POLISH IN TINS

GUARANTEED TO THE TRADE

UNSCRUPULOUS AND INEXPERIENCED MANUFACTURERS make inferior stove polishes which are often inflammable, explosive and dangerous and the victims of accidents from these inferior stove polishes are often frightfully burned and suffer horrible disfigurement, if not death No storekeeper can make friends of his customers by selling them inferior and dangerous stove polishes. RISING SUN and SUN PASTE are absolutely safe under any circumstances.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

NEWS FROM THE OLD COLONY.

AMONG the recent visitors to the colony was Howard H. Smith, Esq., of the N. & M. Smith Co., Halifax, fish exporters. Messrs. Smith are ably represented in this colony by Mr. Albert Hickman, one of the best posted men in the fish trade. The Smith Co., Limited, have a large water-side premises for their fish business, which is growing enormously. They handle all the products of the colony and ship exclusively to foreign markets.

It is reported on the street that the large lumber and pulp deal between the Pearson (English) syndicate and Mr. H. S. Crowe has been put through. Mr. Crowe is a hustler.

The Smythe Co., Limited, recently received the largest shipment of tea from Ceylon ever brought into this country. We see the work of the general tea manager of the company, Mr. T. T. Cartwright, in the large increase in their tea business. Mr. Cartwright is having fitted up a private office and sample room for teas. He will have all the latest additions to a tea-testing office it is possible to get. When our correspondent called to see him he was reading the latest tea reports from Ceylon. The company are subscribers to all the tea literature published in the country from which they get their teas. They make a specialty of "Nectar" and "Sunrise" teas in packets and carry all grades of Ceylon and Indian teas in bulk.

An enormous business is done in this country in apples during the season; often 1,000 barrels come in on a steamer.

Mr. C. Egan has got his new store under way. It is a fine grocery store. Mr. Egan is a popular young man and is doing a large business.

Mr. John Jackson, the well known manufacturers' agent, has returned from the Mother Country, where he has been for some time on business and pleasure. Mr. Jackson is well known to the traveling men who visit the colony.

Thos. Smyth Co. are having a large sale of Lang's biscuits, whose agents they are.

The Fall and Christmas number of The Grocer received. It is a credit to the country of its birth.

Mr. Joseph Sellers, the Union Blend tea representative, is doing a large tea trade.

The joke is on a popular tea man who lately severed his connection with a tea company. He was satisfied to be known as the agent of the company he represented, but his successor, who was formerly his office boy, immediately had the sign changed to "Manager for Newfoundland." The boys are jollying the former agent on his meekness and lowly spirit.

The new hotel project seems to have fallen flat at present.

The Crosbie Hotel will be enlarged by fifteen rooms. This will be pleasant news for the boys and evidences the progressive spirit of the hotel management.

BUSINESS CHANGES.

BERNIER MARC-AUREL CO., wholesale liquors, Montreal, Que., have been succeeded by La Compagnie de Liqueurs Francais.

Corber Bros. have registered as grocers, Montreal, Que.

D. Petre, grocer, Forget, Ont., has succeeded H. Bourdon.

Falardeau & Falardeau, grocers, Quebec, Que., have assigned.

Jos. Sauviat, general merchant, L'Islet, Que., has assigned.

P. E. Beaulieu, general merchant, Salmon Lake, Que., assets sold.

J. A. Maher, general merchant, St. Simon, Que.; assets to be sold.

Etienne Beaulieu, flour mill, Bonfield, Ont., advertised business for sale.

Clarke & Hart, oyster and fish dealers, Ottawa, Ont., have dissolved.

Leblanc Freres, butter and cheese factory, Bedford, Que., have dissolved.

Anna B. Hoaglin, general merchant, Raymond, Alta., is removing to Taber.

F. C. Niven, general merchant, Whitewater, B.C., is moving to Edmonton, Alta.

David Forsyth, general merchant, Muncey, Ont., has assigned to A. Robinson.

Wight & Co., Limited, pork packers, Toronto, Ont., have applied for winding-up order.

S. F. Mark, grocer, etc., New Westminster, B.C., has been succeeded by L. Gardhouse.

Keddy & Kenny, Hemingford, P. Q., have sold out to Fisher Bros. of the same place.

G. C. Sayles, general merchant, Elva, Man., has assigned to H. Detchon, Winnipeg, Man.

O. Leduc, hotelkeeper and grocer, Cantley, Que., has succeeded Misses Prudhomme.

Mrs. I. Yves Auger has registered under the style of Auger & Co., grocers, Montreal, Que.

Azelie Lefebvre has registered under the style of A. Sylvestre, general merchant, Ham, Que.

Samson & Lefebvre, grocers, Montreal (St. Henry), Que., Renaud & Lamoureaux, curators.

Eastern Townships Confectionery Co., St. Hyacinthe, Que., George T. Davis and Charles T. Lalime registered.

A. E. Mallette & Co., importers of wines, etc., Montreal, Que., have dissolved. J. B. Drapeau registered.

The Manicongan & English Bay Export Co., Limited, Quebec, Que., storehouse at Manicongan destroyed by fire.

G. Antoine Emard, grocer, Montreal, Que., F. X. Bilodeau, curator; assets were to have been sold on the 14th inst.

H. & W. Evans, dairymen, Montreal and Blue Bonnets, Que., are dissolving partnership, Henry T. Evans to continue.

John Sharples, general merchant, Calgary, is retiring from the general store business and continuing in hay and grain.

Emard G. Antoine, grocer, Montreal, Que. Consent of assignment filed. Meeting of creditors was to have been held December 6.

Western Canadian Fish Co., Limited, Winnipeg, Man. Sheriff's sale of certain stock on hand was to have been held on the 29th ult.

Ernest S. Taylor has registered under the style of J. M. Taylor & Co., exporters and commission merchants, Montreal, Que.

F. G. Casey, general merchant, Belcarres, Assa., has assigned to C. H. Newton. Meeting of creditors was to have been on the 6th inst.

William C. Cumming, general merchant, Doaktown, N.B., remainder of assets were to have been sold by auction on the 6th inst. in St. John.

Jos. Roy, general merchant, St. Cyrille de Wendover, Que., Chartrand & Turgeon, curators; meeting of creditors was to have been on the 11th inst.

Hardy, Freres & Co., manufacturers butter and cheese, St. Basile, Que., have dissolved partnership. Business continued by J. Wilbrod Hardy, style unchanged.

New Shelled Walnuts

Arriving this Week

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

JUST TASTE IT

If you would know how delicious a cheese really can be made, just taste **Mac Laren's Imperial Cheese** spread on a fresh, crisp soda cracker. Its flavor is that of quality a new standard of quality that we want every lover of good things to know. From the standpoint of nutrition, no food is nearly equal to cheese. It contains twice the nourishment of meat with none of its uric acid; is more nutritious than nuts, and infinitely more valuable than vegetables.

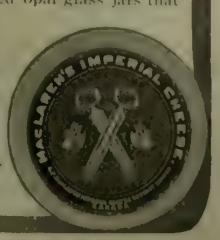
MacLAREN'S
IMPERIAL
CHEESE

contains actually three times the nutritive value of ordinary cheese, and, combined with bread and water, is a scientifically perfect food. It comes to you in sealed opal glass jars that keep all the goodness in and contamination out, and does not deteriorate after being opened.

Include a jar on your next list of groceries.

Price from 10c. up at all grocers.

MacLaren Imperial Cheese Co., Ltd.
Toronto, Canada
Detroit, Mich.



For Sale by All Wholesale Grocers.

UPTON'S

Jams,

Jellies

and

Orange Marmalade

are the best.

WANTS TO FIND GOOD SALESMEN.

MR. JAMES A. McGUANE, American manager of the Salada Tea Co., was recently found in his handsome new offices at 198 West Broadway, in a rather thoughtful mood. The reporter of the American Grocer asked why the case was thus. Said Mr. McGuane:

"I was thinking about the difficulty we constantly experience in our efforts to obtain more good salesmen in this country. Here is a chance, in selling "Salada" teas in the United States, that any live salesman could utilize to make his thousands a year. But try as we will, there is, or seems to be, a scarcity of men who can both sell goods and who are willing to work, that is as surprising as it is annoying."

"Don't you find the same conditions in Canada?" was asked.

"No!" was the emphatic answer. "We have no such trouble there. Whether the young Canadian is a hard worker: whether he has more "stick-to-itiveness" than his brother of the United States, I can't say; but it is certain that there would be an opening here for bright young Canadian salesmen that I am sure they would quickly take advantage of, had they any idea that such an opportunity was open to them.

"Of course, we have good men, too, here in New York, but the territory is so great and there are such splendid opportunities, that I could use many more good men than at this time I can get on my staff."

"Would you use Canadians in preference to Americans?" was asked.

"By no means. I want all the good American salesmen I can get. But I would use Canadians, too, giving an equal chance to all. True, I am from Canada, originally, but that makes no difference in the matter. I want all the good men I can get. They can come to me from Bagdad or Hong Kong—it doesn't matter so long as they can sell goods."

In which last conclusion, many others will agree with Mr. McGuane's views.—American Grocer.

Canada last year imported over 40,000 pounds of snuff. What a sneezer!

If short of anything for your Xmas trade

WRITE, WIRE or **PHONE** at our expense.

We Guarantee

IMMEDIATE SHIPMENT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

1905 1906

At this season of the year the wise grocer talks quality. If you please your customers with goods that give perfect results at Christmas you are almost sure of their trade during the new year. If you advise your clients to buy

Jersey Cream Baking Powder
Jersey Cream Yeast Cakes

They get strictly high grade and absolutely pure goods.
They always please always satisfy.
Hurry up orders for above fine goods will be sent by express, prepaid, for the next two weeks.

LUMSDEN BROS.

Hamilton, Ontario

When you are in a hurry **596** **Call us at our expense**

Result, your goods delivered next day — This is our Long Distance Phone

We have everything in stock that you require

BALFOUR & CO., *Wholesale Grocers,* **HAMILTON, Ont.**

"Condor" Ceylon Black Tea in Lead Packages.

Madam Huot's Coffee

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

occupies the front rank; its qualities are to-day recognized and appreciated by the consumer, who can order directly, at retail prices, when he can not get it from his grocer.

I Give the Best Value at the Price

REMEMBER, that I am still in the tea business and I have some lines that are lower than the importation prices of to-day. ***Now is your chance to get bargains, before the advance which is sure to come in January, forced by the demand on account of small stocks in the country. I offer :***

500	Half-Chests Good Common Japan Tea, at	**11½c.**
750	Catties " " Gunpowder, at	**10½c.**
550	" " " Young Hyson, at	**10½c.**
100	Half-Chests Japan Tea, nice clean leaf and strong bright liquor, at	**15c.**

A Lot of Choice Teas Just in Stock

5	Cases New Season Extra Choicest SIFTED Young Hyson, at	**45c.**
45	Boxes " " Choice Pealeaf Gunpowder, at	**22c.**
27	" " " Extra " " at	**25c.**
126	" " " Fancy Pinhead " at	**30c.**
110	" " " Choice " " at	**27½c.**

ASK FOR SAMPLES. IT PAYS!

Specialty of High-class Goods in Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Spices, Coffee, Vinegar.

E. D. MARCEAU

281-285 St. Paul St., MONTREAL

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

IN THE RUSH OF XMAS TRADE

You may have overlooked or run low on some lines, so we take this opportunity of reminding you that

WE ARE HEADQUARTERS FOR SORTING ORDERS.

We guarantee immediate shipment at the lowest prices, on the following:

ELEME FIGS Boxes 10 and 20 lbs. **NATURAL** Bags and Boxes **NUTS—** ALL KINDS Shelled and in shell

Qr. Flats, 5½ lbs. **MALAGA RAISINS** Boxes, 22 lbs.

Something NEW—

TUNIS DATES in cartons.

Try a sample lot Just the thing for Xmas trade.

FOR XMAS BAKING— Unequalled values in

RAW SUGARS —JAMAICA and TRINDAD.

NEW ORLEANS— WEST INDIAN— GENUINE BARBADOES— **MOLASSES**

PHONE YOUR ORDERS AT OUR EXPENSE—PRICES RIGHT

THE EBY, BLAIN Co., LIMITED— - WHOLESALE GROCERS - TORONTO

DID YOU GET ONE, TOO?

MESSRS. S. H. EWING & SONS, Montreal, coffee, spice and tea merchants, handed The Grocer a letter the other day which is of more than passing interest. There appear from time to time in the daily press, reference to the epistolatory appeals of this ingenious Spaniard in durance vile. His mailing list seems to be a comprehensive one. In a few words the letter will explain the scheme. Here is a copy:

Madrid, 8, 11, 1905.

Dear Sir,—Arrested by bankruptcy I beg your aid to recover a trunk with £32,000 deposited at an English railway station being necessary to rise the seize of a valise inner which I have hidden a check of 30,000 francs payable to bearer and the ticket of trunk necessary to recover it.

I will reward you with the third part of amount if you come to rise said seize.

I cannot receive your answer at prison so must be sent to my servant by a cablegram thus addressed:

Antonio Costa, Conde Duque, 6ra derecha, Madrid.

Being not sured you may receive this letter I await your answer to sign full name and more explanations. V.

Please reply by telegraph not by letter and sign your name.

Now what's the game? As this letter was addressed to a reputable business firm it is not unlikely that other firms in Canada may be tried "for to help to rise the trunk." Have any other readers of The Grocer received such an appeal from a poor Spanish prisoner?

RETURNED AT A PROFIT.

The lesson which the Department of Inland Revenue hoped they had taught some dealers of the west who were fined recently for selling adulterated food, it is feared, will not sink very deep for the simple reason the eastern manufacturers, who made the goods, have in nearly every case quietly paid the fine. The fine in no case ran over $12 so that it meant little to the large wholesale houses.

The manager of one of the Winnipeg wholesale grocery firms said yesterday that it was the usual practice for the retailer when fined to remit the bill to the manufacturer and as far as he knew it was always paid. The big wholesalers in Montreal and Toronto only laugh at the present fine.

A Winnipeg dealer said that the fine was absurdly light and that the Government should increase the penalty. As it is now the fine is the same $10 or $12 for the second or third offence. He said that, for instance, peppers cost 15 cents each. They are ground up and adulterated, say fifty per cent. with a mixture that costs but two cents, making the total cost only eight and a half cents per pepper. If the manufacturer sold say three thousand pounds of pepper in a month, he would probably clear $250 extra through adulteration. Naturally, the $12 fine—if the manufacturer happens to be caught—or rather the retailer who bought his goods, happens to be caught—has not much terrors for him.

The manufacturers know they are guilty and invariably refund the retail dealers the amount of the fine. He told an amusing instance of a dealer in Mitchell, Ont., who was fined $12 for selling white pepper. He enterprisingly wrote to every wholesaler with whom he had dealings, twelve in number, informing them that he had been fined $12, and asking them to repay him. Every dealer complied, with the result he cleared $136 on the transaction. If the eastern manufacturers had not felt guilty they would not have paid up.—Winnipeg Telegram.

A MODERN MILK DEPOT.

John D. Duncan and Norman W. Lyster have purchased from the Stuart and Roberts estates the valuable property at the corner of Dorchester and Mountain streets, Montreal. This property has a frontage of two hundred feet and a total area of forty thousand feet. The purchase price was $70,000. Upon this property the company propose erecting a new sanitary and modern milk depot. The plans are being prepared by MacVicar & Heriot, Montreal.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO.,
LIMITED
HAMILTON

PURE CREAM TARTAR

Gillett's

Positively and absolutely the **purest**

CREAM TARTAR on the market.

Put up in

¼-lb. Paper Pkgs., ½-lb. Cans, 10-lb. Boxes.
¼-lb. " " 1-lb. " 25-lb. Pails.
5-lb. " 100-lb. Kegs.
360-lb. Barrels.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy

CHEESE--Cheddars and Flats (twins)

EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

THE demand for cheese, noted in our last report, has made further progress and has become more general, which bears out our remarks that the retailers in Great Britain are not carrying their usual supplies and that the consumptive demand has not yet fallen off to any noticeable extent in spite of the ruling high prices.

Stocks on both sides of the Atlantic are light and being held in first hands, the available supplies are visible, especially as the stocks are now mostly concentrated in few hands. The smaller and weaker holders of cheese sold out when they were able to realize a fair profit and even some of the large houses have reduced their holdings so that it has become difficult to obtain a fair sized line of goods from any one house.

A few days ago the representative of one of the large importing houses of London was on the market here. Like so many others in the United Kingdom, he did not know how difficult it was to buy the needed quality in quantity. After thoroughly canvassing every house in the trade, he concluded his purchase at a price which is at present considerably above current market quotations.

Most of the importers of cheese in Great Britain have been on the "bearish" side this entire season. One house in London only a very short time ago published a cartoon in their ad where the Canadian farmers were pictured to hold up the cheese prices in form of an avalanche of snow, rolling down the Heights of Abraham, while the Montreal exporters stood aside looking on. This cartoon was quite characteristic of the prevailing opinion among the British dealers. They actually kept on writing over of the large make in Canada and the disastrous ending which was certain to follow. Whether they were wilfully deceived and misled into this wrong opinion, or whether it was just an idea of their own, is difficult to say, but they did not do their usual share of the business and consequently did not receive the benefit of steadily rising markets.

There is one large house in the United Kingdom which seems to have sized up the situation correctly from the start. They were steady buyers of cheese, particularly on all soft spots of the market, and as they now practically control the majority of the stocks they will probably have a substantial balance on their profit and loss account on the right side of the ledger.

The lack of confidence in the situation on the part of the majority of the British importers made the legitimate order business this season very difficult and unprofitable. Our dealers, to keep up their country connections, were obliged to continue buying cheese at prices above the parity of British markets. By holding these goods until the importers in the United Kingdom were willing to take them at a fair profit, our dealers have, on the whole, not done so badly. But after all the business has become more and more speculative and those houses willing and able to take chances on the future seem to be the only ones to do the business.

During the Summer season, the season of production, it becomes a question whether the production is equal to the probable consumptive demand. Some think there will be a surplus and consequently they speculate on lower prices by selling goods for future delivery. Some think the consumptive demand will be larger than the supplies, and they buy goods, put them into cold storage and await the time when they can sell them at a profit. Speculation in cheese has made such progress that many outside of the trade altogether are now watching market prices daily, and are willing to take a hand in the game. This is unfortunate, as it destroys the legitimate business of supply and demand in an important article of food.

Butter is without change. The market is very firm, but being now dependent on the home consumption, prices move up slowly. There continues to be a scarcity of dairy butter and the usual supply of "fresh western rolls" is short and prices are very close to those of creamery butter.

THE PRODUCE SITUATION.

THAT the present situation of the pork packing industries is a serious one is without question. Canada has made wonderful advancement in her packing industries during recent times, and has captured a not insignificant share of the world's export trade. If, immediately this has been accomplished, the supply, of which so much has been made, should fall short, a set back of serious moment to the industry will have taken place. Yet, this shortage of hogs is the very difficulty which confronts the trade. Just at this most inopportune moment the right to import American hogs in bond has been withdrawn by the authorities, thus adding a further difficulty. Such is the immediate condition of affairs, and one which should be dealt with promptly.

The deeper and more important question, however, is what has led up to the immediate cause for the shortage in Canadian hogs? Last season, it will be remembered. Ontario feed grain crops were short, and their values in consequence soared up beyond the possibility of using them as hog feed. On this account many farmers considered it best to sell off their stock, reserving only sufficient to again fill their pens, some not that; consequently, this season opened up with a short farming stock of hogs, and this shortage has continued. This shortage would have been the result under an ordinary market, but when it is taken into consideration that a great many new factories have been erected and fitted with the most up-to-date facilities for handling stock it can be easily seen that it would be an impossible proposition to have kept them fully supplied from Canadian hogs.

The withdrawal of the import rights, therefore, has worked much to the discomfiture of the hog packers who have been relying on this source of supply as a means of keeping their plants in full running capacity.

The bonding privilege referred to allows the importation of American hogs into Canada without duty. At the packing houses the animals so brought in are counted and weighed by a customs official and are then put through the process of manufacture for export as bacon, etc., to the British and other markets. Of the bulk thus brought in it is necessary that 65 per cent. be shipped out, the difference of 35 per cent. being allowed for losses and by-products in the process of curing. The exported product is branded on the package to distinguish it from the genuine Canadian article, and in the operation of this end of the business the present trouble has had its beginning.

Canadian bacon has earned a well deserved record in the British markets. It had to contest the ground against the American article, but came out a winner several years ago. Now what is claimed to have happened is this: The Canadian exports of the American hogs have by reason of their manufacture in Canada, entered into close competition with the genuine Canadian in the English market. Once having left the branded casks in which the hog products were shipped there remained no mark by which the American article could be distinguished from the Canadian.

One who has an idea of what has taken place recently, states that the Canadian representatives in Britain have posted the Government regarding the possible loss of prestige by the Canadian bacon, should the competition be allowed to be continued. The result was the withdrawal of the privilege, and a consequent activity among the Canadian packers for its restoration.

LONDON PRODUCE LETTER.

By Our Own Correspondent

AS far as Canadian butter is concerned, there is very little to report this week. Arrivals are fast growing smaller, the total receipts from November 6 to present time being only 11,193 cwt., and it is a matter for doubt as to whether henceforth it will be worth while reporting on the butter

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you *free*, postpaid, from time to time, as issued, my *Hide Bulletins*, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

DRESSED BEEF

Our Fergus plant is now in operation.

We will be pleased to quote dressed beef in car lots.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will Pay You

WALTER WOODS & CO.
Hamilton and Winnipeg.

market here. At present Canadian butter is selling fairly well at 100 to 104 shillings for finest and 106 to 110 shillings for choicest. These prices are about 6 shillings higher than this time last year.

Australian butters are doing exceedingly well, and are realizing tall prices, although the heavy imports of the past few days, amounting to something like 45,000 boxes, have had the effect of toning down the demand somewhat. It is probable, however, that the next few weeks will see smaller imports of Australian butter, and quotations will probably stiffen. At present they stand at 104 to 108 shillings for finest, and 110 to 112 shillings for choicest. These figures are also about six shillings above last year's prices. As a matter of fact, some Australian choicest has made 114 shillings during the past week. New Zealand butter, of which we have not received so much this year as last, and a very great deal less than in 1903, is clearing out on arrival at very good figures, choicest making 115 shillings and finest 106 shillings.

Finer Quality Butter Being Shipped.

The comments made in the editorial columns of The Canadian Grocer of November 17 as to the importance of quality as a feature of Canada's export butter trade, have met with very favorable reception on this side of the water. It is a point which has been discussed so often in this series of reports that it is scarcely necessary to offer further suggestions. This much, however, must be said, that it is satisfactory to note that although market conditions were such as to tempt Canadians to pay less attention to quality (for this is always the way when the market is ready to accept what it can get) they have in reality shipped across finer and more uniform quality than ever. There is room for improvement yet, and it is in the power of the Dominion Government to further the interests of the country by introducing some compulsory form of grading and official supervision of a more stringent nature than is at present in vogue. The New Zealand methods are worthy of note.

Cheese Demand Better and Quality Good

The demand for Canadian cheese has been very active during the past week, and good prices have been obtained, choicest white realizing 60 shillings per cwt. and choicest colored 61 shillings.

The month of November opened with 177,500 boxes of Canadian cheese being held in warehouse for London importers; it closes with 152,958 boxes in warehouse, and within the month 93,119 boxes of Canadian cheese have been received. All through the month there has been fair consumption at good prices, and the quality has been uniformly good.

Bacon Down, Quality Irregular.

The bacon market all round has been somewhat strained, owing to the continuance of high prices. The larger arrivals of Canadian have only been disposed of at a reduction in price, the reduction in some cases amounting to two shillings. The trade should be a little better as we are nearing Christmas; after Christmas we must look for decidedly lower prices, and it will be wise for packers to prepare accordingly.

Inquiries made amongst the retail trade go to show that there has been some dissatisfaction on account of the irregularity of quality and on account of the coarseness of the meat. It is suggested that Canadians treat their hogs more like the English farmers, who are apt to feed them too much with the waste products, and to kill them prematurely. It is, however, difficult for us on this side to make any decided statement as to the cause of the irregularity of quality, but it certainly exists. Danish bacon, owing to the fact that hogs are fed with the distinct object of having them ready for killing by the time they are of a certain age, is so regular and uniform as to leave no necessity for picking out.

PROVISION AND DAIRY MARKETS.

TORONTO MARKETS.

Produce.

SINCE our last report there has been considerable activity and prices have generally firmed up on all dressed meats. The scarcity of hogs is being felt, and great inconvenience is being experienced. In country points packers find it difficult to keep their factories on full work.

The reason for this is difficult to explain. Evidently farmers have not been giving the increased attention which is necessary to keep pace with the advancing demand, beside which the quality of arrivals is not showing the same measure of care in finishing which was in evidence a few seasons ago.

We quote:

Long clear bacon, per lb		0 10½
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb		0 11
Small hams, per lb		0 13
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 50
" front quarters	4 50	5 00
" choice carcases	5 50	6 50
" common	3 50	4 50
Mutton		0 08½
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots	8 25	8 50
" dressed, car lots		8 00

Butter.

The butter situation shows little change. Factories are only sending in small quantities of rolls, the market being practically kept going on farmers' deliveries. There appears a hesitancy on the part of factories to get down to butter making.

We quote:

	Per lb.	
Creamery prints		0 25
" solids, fresh		0 24
Dairy prints		0 22
" in tubs	0 18	0 21
" large rolls	0 21	0 22

Cheese.

Cheese continues firm, and is likely to remain so. The boards have practically

closed. A few small factories are running on, but the cheese is spoken of as inferior. Export trade has shown improvement during the week under review, and considerable stock has been sent forward to points of shipment.

We quote:

	Per lb.
Cheese, large	0 13
" twins	0 13½

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any guaranteed are fetching on market 40c and up.

We quote:

New laid eggs, per doz. (nominal)	0 35
Fresh " "	0 24 0 25
Pickled " "	0 21

MONTREAL.

Provisions.

The local provision market continues firm at unchanged prices. Tnere is a good trade in bacon, with hams on the weaker side. Live hogs continue extremely scarce and prices decidedly firm. Dressed hogs, fresh abattoir killed, $9 to $9.25; country dressed, $8.50 to $9.

We quote:

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10¾)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 11¼
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07¼
" " 60-lb. fancy tubs	0 07¼
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07¾
" 6 10-lb. tins "	0 07¾
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

The butter market is firm, but unchanged. Local demand is not overly active, although orders from outside points are coming in well and this has had the effect of strengthening prices here. Ontario dairy tubs, 20c to 20½c; fresh rolls, 22½c; good to fine creamery, 22½c to 23c, and fancy, 23¼c to 23½c.

We quote:

Fancy Townships	0 23½
Finest creamery	0 22½ 0 23½
Fine	0 21 0 21¾
Medium	0 20 0 21½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21

Cheese.

The cheese market continues very firm. Stocks are getting into few hands; holders are firm and the highest prices are being asked. Quebecs quoted at 12¼c to 12⅜c; Townships 12⅜c to 12½c, and Ontarios 12⅝c to 12¾c. As high as 13c to 13¼c is asked for the finest selected Ontario. Holders' hands are strengthened by the very strong market prevailing in the United Kingdom and some exporting is being done outside of factory prices.

Eggs.

There is no change in the position of the egg market. Prices are steady and ruling from 21c for limed to 25c and 26c for selected. Receipts are light and the local demand good.

It is usually safe to be suspicious of the man who is suspicious of others.

WINNIPEG.

Creamery Butter.

All the country creameries in Manitoba have stopped manufacturing for the season. Compared with the needs of the next few months the stocks held in the city are reported small. Prices are unchanged since last week. We quote as follows:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter.

Dairy butter is still arriving in the city in limited quantities, but the quality is reported poor. There is a brisk demand for choice dairy, and it commands high prices. Produce houses are paying 20c. per lb. for good dairy butter delivered in Winnipeg.

Lard.

Quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese.

Quoted as follows:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats.

Quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Rumblers, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

Eggs.

Large supplies of Ontario fresh eggs are finding their way to this market, and they are meeting with a good demand. Local produce houses are paying 26c. per doz. for new laid eggs delivered in Winnipeg.

CREAMERY BUTTER INDUSTRY.

A meeting in the interest of the creamery butter industry in Western Ontario will be held in the lecture room of the dairy school, O.A.C., Guelph, on Thursday, December 14. An interesting programme has been prepared as follows:

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*

HALIFAX, Nova Scotia

Chairman's address—Robt. Johnston, president of the Dairymen's Association of Western Ontario.

"Instruction at Creameries, 1905" — Geo. H. Barr.

"Construction of Cold Storages"—J. A. Ruddick, Dairy Commissioner, Ottawa.

"Our Butter in the British Market"—Prof. H. H. Dean, O.A.C., Guelph.

"Different Methods of Churning and Washing Butter"—Fred Dean, Creamery Inspector.

"Pasteurizing Cream at Cream-gathering Creameries" — C. W. McDougall, Creamery Inspector.

Professors R. Harcourt, S. F. Edwards and F. C. Harrison will be present to take part in the discussion.

BRUSH PRICES REDUCED.

The United Factories, Limited, announce that many lines of Boeckh's and Bryan's paint brushes will be lower in price for the coming season. This reduction is brought about principally, we understand, owing to their securing some very large stocks of bristles and other raw materials at exceptionally favorable prices, and this should be especially interesting to the dealer as the general tendency on brushes has been for a gradual increase, owing to the fluctuating market price of bristles, which are becoming scarcer and dearer and which will in all probability lead to higher levels in the Spring of the year when the great demand for and consumption of bristles is on.

TARTAN BRAND CANNED GOODS

THE sign of quality is the Tartan Brand label. Such is the verdict of every grocer who has ever handled this popular line of canned goods. The marks of merit are noticeable on every count. The fruit and vegetables are the freshly gathered article, the syrup is of the clearest order, the tins are of the heaviest plate and the labels artistic in design, happy in conception, rich in lithography and in all the most handsome and attractive of any canned goods on the Canadian market.

It is thirteen years since Balfour & Co. first put on the market the Tartan Brand goods packed in the most careful manner at the factory at Grimsby, right in the centre of the Niagara fruit district, where all the conditions unite to favor this important industry. The location of the factory makes possible the packing of the fruits and vegetables immediately on being picked and so is retained that delicate flavor and freshness which is entirely lost if the goods are not taken care of promptly. At the same time every modern improvement has been adopted so that the factory where Tartan Brand goods are packed might be made a model for any factory in Canada.

The "Tartan" brand display at the Hamilton Horticultural Exhibition, 1905.

Balfour & Co. have staked their canned goods reputation on the Tartan Brand and that in itself is sufficient to guarantee their quality and to explain their popularity with the trade and the steadily increasing demand they met.

Indeed, the firm lose no opportunity of placing the merits of Tartan Brand before the public and the trade. The trade is well acquainted with the striking red letters, "Tartan Brand," that distinguish Balfour & Co.'s advertisement in the special numbers of The Canadian Grocer.

An instance of their appeal to the public was their elaborate exhibit at the Horticultural Society's show at Hamilton recently, a cut of which is appended. As will readily be seen, the base of the pyramid is draped with Rob Roy tartan, while the structure itself is composed of the several lines of Tartan Brand canned goods arranged in a most strikingly effective manner, to which the palms and ferns add not a little. The large card in front sets forth to all and sundry the name of the manufacturer.

As an instance of a fine plan for window or interior decoration this can not easily be excelled. It would make a capital design for the window of any enterprising grocer, and Balfour & Co. will be glad to furnish particulars and instructions which with this picture will enable the grocer to adapt this idea to the space at his disposal.

The Rob Roy tartan is the basis of the design which characterizes Tartan Brand canned goods, but so popular had the brand become, and so intimately connected with the name of Balfour & Co., that other package goods are also being put up and sold by the firm under the Tartan Brand, for instance, package teas, spices of all kinds, soaps, etc. The several lines of package teas are distinguished by the use of several tartans, Rob Roy, McLeod, Gordon and Royal Stuart, and make a beautiful series.

Tartan Brand goods are sold in every part of Canada from the Atlantic to the Pacific, as well as abroad, a considerable export trade having been developed with the West Indies and the Old Land, where they have met with great favor.

The business in these lines this Fall has been the largest in the history of this well known firm and is a sure indication that the Tartan Brand is a winner.

At a time like the present, when the market is full of brands of canned goods, many of which are of most recent date, and therefore to a large extent untested, it is of the first importance that the grocer sees to it that he has a line in tow which he can place before his customer with the confidence of giving full satisfaction. This he undoubtedly has in the Balfour Tartan Brand, as the many grocers who have sold it in preference to others for many years will testify.

BALFOUR & CO., HAMILTON

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Biscuits, Confectionery, Etc.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Belleville Canning Co., Belleville, Ont.
Essex Canning and Packing Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., Ingersoll.
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Gillard, W. H., & Co., Hamilton.
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Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
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Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
McPhie, Norman D., Hamilton, Ont.
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Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Radiger & Janion, Victoria and Vancouver, B.C.
Rutherford, Marshall & Co., Toronto.
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Thompson, G. B., Winnipeg, Man.
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Watson, Stuart, Winnipeg, Man.
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Fearman, F. W., Co., Montreal.
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NEW ADVERTISEMENTS

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Manitoba Canning Co , Grande Pointe, Man.
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SHALL THE PACKERS SHUT DOWN?

THE withdrawal of privilege to bring American hogs into Canada under bond appears certainly to have been done somewhat hastily and without adequate consideration of the seriousness of consequences to the packing industries.

The supply of Canadian hogs has been short for some time. The number marketed this year will fall considerably below that of last year, whereas there should have been a material increase to provide for the natural development of trade. There are several reasons for this shortage.

Packers have had, therefore, to fall back on the free duty privilege, which is explained in an article on the situation in our provision department of this issue. By this means alone have packers been enabled to keep up a reasonable supply for export and hold that market.

No doubt this has its disadvantage in foreign markets by reason of Canadian products holding a distinct classification of their own, much higher than American products, and the Canadian standard has, therefore, been jeopardized on account of the inferiority of American grown hogs. Nevertheless it is of paramount importance that the market be firmly held.

This market feature is undoubtedly a most serious one, as it is of the first importance to maintain the Canadian standard abroad. It appears a very simple matter to deal with, and might be easily met by the authorities insisting upon "skin branding" of all products of American growth, and thus place them out of the line of competition with the genuine Canadian product.

It is to be hoped that the authorities will see their way to meet this situation to the satisfaction of the packers. It is by no means pleasant reading to see the possibility of the shutting down of so important an industry as t..e packing business has become, a circumstance which in all probability will quickly transpire unless something is done.

TEA STANDARDS FOR CANADA.

THAT the question of tea standards for Canada is one that would seem to deserve prompt and proper handling by the Dominion Government is evidenced by the letter of Mr. E. D. Marceau, of Montreal, in another part of this issue. Mr. Marceau is a prominent importer and tea merchant of Montreal, and as such his experiences and opinions entitle him to an expression of views on this important subject. The Grocer learns that Mr. Marceau's case is only one of a number and that an apparent injustice has been done to other tea dealers in the rejection of teas quite up to and even above the apparent hypothetical standard, while other teas considerably inferior have been passed, does not appear to allow of contradiction. The fact that Montreal is the receiving and distributing centre of China green teas should be an argument in favor of the Government placing the trade in a position of doing their business with some degree of certainty and satisfaction.

THE FAT STOCK SHOW.

GUELPH has again proved its title to the possession of the Mid-Winter Fat Stock Show by an exhibition that does the city and the country proud. Nowhere on the American continent can the stock exhibited at the Royal City be equalled, and in few of the British shows.

In the bacon and beef classes particularly might be seen the pink of perfection and the educative value to the thousands of farmers present was incalculable and must result in the continued improvement of Canadian beef and bacon.

THE WHEAT DISTRIBUTION.

ACCORDING to figures compiled in Winnipeg by Warehouse Commissioner C. C. Castle, the bulk of the western wheat crop has now been marketed. On November 30 51,784,980 bushels had already been marketed and he estimated that there were left in the possession of the farmers 36,633,000 bushels. His total estimate of the season's "bumper" crop is therefore 88,418,000 bushels, not quite so large as some enthusiasts predicted earlier in the season but nevertheless the largest crop on record. Moreover, the bulk of the season's wheat crop has graded high, a very important consideration when the grower counts the season's gains.

Not all of the wheat still in the farmers' hands will be shipped out of the west; it is estimated that 14,091,000 bushels will be required for seed and for consumption by country mills, leaving about 22,542,020 bushels still to be shipped. Adding the amount of wheat in store at country points waiting for cars it is probable that more than 40,000,000 bushels have still to come forward. The following table shows in detail the distribution of the crop:

Estimated yield ...		88,418,000
Inspected to date, 30,525 cars 30,525,000		
In store, country elevators, C.P.R..13,229,052		
In store, country elevators, C.N.R.. 2,165,890		
In transit, C.P.R.... 2,129,038		
In transit, C.N.R.... 577,000		
Milled west of Winnipeg to date 3,159,000		
	51,784,980	
In farmers' hands....36,633,020		88,418,000
Less required for country mills 5,591,000		
Less required for seed 8,500,000		
	14,091,000	
Balance to market..		22,542,020
Add amt. in store, in transit		18,100,980
Balance available to move by railways		43,643,000

From these figures it is evident that while much has already been accomplished by the railways, there is still a large proportion of the crop for which the growers have not yet received their money. A very large amount of money is still to be put in circulation. The effect of the wheat money in relieving financial stringency has already been very noticeable; bills have been paid and the load of credit has been very considerably lightened. A further improvement will be experienced as the balance of the crop is marketed. The prosperity of the west was never on a more solid basis.

EQUALIZED SUGAR RATES

UNDER the caption of "The Sugar Outrage," the Port Hope Guide of a recent issue says :

"It has been stated not only before the Tariff Commission, but in The Canadian Grocer, the official organ of the guild, and by prominent members of the guild through city papers, that only four per cent. is made on sugar by members of the guild.

"This is not true. The 17th edition of equalized rates, just issued, and in force from December 1st inst., states on page 4 that the freight rate opposite each place must be added to the refinery price at day and time of sale for each 100 pounds of sugar sold. The rule is so thoroughly safeguarded that even should a customer insist on paying his own freight from wholesale house he will be still charged the difference, whether it comes by boat, rail, or other conveyance. For instance, a Port Hope merchant buys sugar in Montreal at $4.50 per 100 lbs.—the 'Equalized Rate' to Port Hope is 22 cents, and if the boat rate was only 10 cents per 100 the price for sugar laid down would be $4.72, not what he had actually paid, 94.60. The same sugar delivered to a Toronto grocer would cost only $4.53 per 100 lbs., and this in spite of Port Hope being 63 miles nearer original points of shipping. American sugar bought in Montreal has actually been delivered by boat in Port Hope at nine cents per 100 lbs., which shows that the wholesaler pockets the difference.

"Therefore, if the wholesaler made four per cent. out of the Toronto sale, what would be the profit on the Port Hope sale ?

"What we are now interested in is whether the courts and the Dominion Government will allow this monster combine, or rather 'Guild,' to continue as 'common carriers,' regardless of the Railway Commission, the Tariff Commission, and Crown Attorney J. Walter Curry.

"As we stated before, when the whole truth is unearthed, the plumbers' combine will be considered as a benevolent society when compared with the Grocers' Guild."

The article is a rare example of zeal without knowledge, and had the writer taken the trouble to grasp the facts before grasping his pen he might have saved his labor.

For some unknown reason a fling is taken at The Canadian Grocer in the very first sentence. We are "the organ," "the official organ," forsooth, of the Wholesale Grocers' Guild of Canada.

Nonsense ! The Grocer leaves organship to the party newspapers. Our mission is to speak the truth without malice, and to afford information in our own particular field. It is just possible that the Guide might become an excellent newspaper if conducted along similar lines.

The Guide's allegations are answered in the following letter, which is self-explanatory :

"Editor Port Hope Evening Guide,
"Port Hope, Ont.:

"Dear Sir,—I am to-day in receipt of a marked copy of your paper, the article referred to being headed 'The Sugar Outrage.' I do not know who is responsible for same, but whoever the person is he is either attempting deliberate misrepresentation, or has written the same without knowledge of the matter in question. Several articles have appeared in your paper, which I have had the opportunity of reading, and in nearly every case, so far as my memory serves me, they were at variance with the facts. The equalized rates system of selling sugar is a most fair and popular method, but to those not familiar with trade conditions, and with the system itself, it may not appear so on the surface.

"For instance, you illustrate Port Hope, by endeavoring to convince the consumer that if the boat rate from Montreal was 10c. per hundred pounds, the price retailers would have to pay in Port Hope would still be 22c. over the Montreal price, which is a deliberate misrepresentation of the facts.

"The boat freight rates from Montreal to Port Hope last Summer were 17c. in less than carload lots, and 9c. per hundred pounds in car lots, on the gross weight. The equalized rate on shipments by boat from Montreal is, and was, 20c. per hundred pounds in less than carload lots, and 13c. per hundred pounds in carload lots, but this equalized rate is on the net weight of the sugar, not the gross weight. To be added to the freight rate is 1½c. per hundred pounds cartage at Montreal, and marine insurance equal to 1 1-5c., a total of 19.70, to which add 7 per cent. of the rate to cover the weight of the barrel, the package being equal to 7 per cent. of the gross weight, bringing the total expense for freight and insurance on a less than carload shipment from Montreal to Port Hope 21c. per hundred pounds. The equalized rate being 20c., the wholesaler loses 1c. per hundred.

"If a carload is purchased the sugar is laid down to the retail merchant at Port Hope at 13c. per hundred pounds over the Montreal price. The freight is 9c. per hundred pounds, the cartage 1½c. in Montreal, insurance 1 1-5c., making a total of 11.70, to which add 7 per cent. to cover the weight of the barrel. The total expenditure for freight is slightly over 12½c. per hundred pounds. The equalized rate is 12c., a gain of ½c. per hundred pounds in carload lots, as against a loss of 1c. per hundred pounds in less than carload lots, and the bulk of the business is done in less than carload lots.

"I have no wish to enter into any newspaper controversy over this matter, but believing that the office of a newspaper is to put the matters intelligently before the public, and to be in a position to prove statements they make, I respectfully suggest that perhaps it would be more to the credit of your paper to refrain from such misrepresentations.

"The writer in question speaks of the Dominion Wholesale Grocers' Guild as a 'monster combine.' As a matter of fact he does not know what he is talking about. Members of the Dominion Wholesale Grocers' Guild are not in any combine, and never have been. The trade court inquiry by any commission appointed by the Government, if such is necessary, and will only be too glad to assist them in every possible way. It can be proved that the profits of those engaged in the wholesale and retail grocery business are not only ridiculously small, but on many lines carried by the trade there is not sufficient margin to cover the expense of handling same, and sugar is one of them.

"Yours truly,
"Sgd., H. C. BECKETT."

Hamilton, Ont., Dec. 5, 1905.

The Grocer has given the matter of equalized rates some study, and has discussed them with a number of the trade, by very few of whom are they fully understood.

Indeed, one must have an exceptional grasp of the principles determining railway and steamship rates before he can attempt to give an intelligent account of the system.

In brief, it is a system of selling sugar delivered, instead of f.o.b., and inquiry so far has found the system to be generally satisfactory.

The difficulty lies in the apparent injustice of some rates from a relative standpoint, but it will be found generally that these inequalities are the reflection of inequalities for which the railways are responsible, and for which they have been able to give the Railway Commission a reason that has been accepted.

It is not claimed that the equalized rates are absolutely equitable, but it is claimed that they are as nearly so as is practicable under the present system of railway rates, and that as a result of the equalized rates system the margin between the cost of sugar in Montreal and the cost laid down at any point covered by the system is less than it was before the rates were introduced, and less than it would be were they abrogated. In other words, despite its faults, the system has lessened the cost of freight to all, although, possibly, not to all in the same degree.

If there are instances where the opposite is the case, they have not been brought to our notice.

The Grocer holds no brief for any section of the trade in this matter, and if the equalized rates have worked any real hardships, have made the cost of delivering sugar to the retailer greater than heretofore, or resulted in any inequality, apart from the necessary consequence of the railway rate system, as instanced above, our columns are open for a clearly defined statement of the wrong.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

FROM the long and encouraging list of new members published in last issue readers of this paper can appreciate the strong position to which the association has attained in a few months' time. There is now a strong membership in the three prairie provinces and the indications are that in a very short time the association will include in its membership roll every dealer in those three provinces with the single exception of the hardwaremen, who have their own separate organization. This rapid growth presents new problems and new opportunities for activity. An organization including practically all the dealers in three provinces will be very powerful, and if wisely and capably directed, can deal effectively with very many problems with which the individual dealer can do nothing. The large membership list also presents new problems of organization and management.

* * *

It is already becoming quite evident to all who have given the matter any thought that a system of organization that was quite adequate when the association included only a few Manitoba dealers is absurdly insufficient when the dealers of three provinces are interested in the movement. There must be more decentralization in the system. Perhaps the time is not ripe for it yet, but very soon each province must have its own provincial organization with its own president and executive and its own paid secretary-treasurer. By this is not meant that the association should break up into three distinct bodies. What The Canadian Grocer suggests is a general or federal executive with representation from all three provinces having charge of matters of general interest, while the local provincial executives will have charge of local affairs. It is already quite plain that it is physically impossible for one man to conduct the organization work in three provinces. Mr. Coulson would have quite enough to do if he were to remain in Winnipeg to attend to the complaints and queries that come to him in every mail. In addition to this he has spent months on the road in organization work and he has more to do than any one man can attend to satisfactorily. Some change is absolutely necessary if the work is to thrive and prosper as it should. This is a matter deserving of serious thought as it must be dealt with at the annual meeting in February. A large delegation from Alberta promises to attend that meeting, and no doubt there will be many dealers from Saskatchewan. A forward policy must then be inaugurated.

* * *

But if the rapid growth of the association brings new problems as to organization and ways and means, it also opens up vast possibilities for active and effective work in the common good. An organization including the vast majority of the western dealers must, by sheer weight of numbers, compel respect. Such an organization can go to the Governments and demand legislation to deal satisfactorily with the peddling nuisance. Should the trading stamp evil cause serious trouble an association such as this can easily secure the legislation necessary to stamp it out. It can also deal with early closing and a host of other things. Its strength and prestige will ensure respectful recognition on the part of governments.

* * *

But quite apart from legislation there are many ways in which such a large organization can work for the benefit of its members. One important avenue of usefulness was indicated last week. The association can render its members considerable assistance in the collection of over-due accounts and it can protect its members from debtors whose practice it is seldom or never to pay.

The mode of procedure is simple. At the present time dealers in all parts of the country are making out and rendering their accounts. Members of the association will find some accounts long over-due. These they are requested to send in duplicate to the secretary. He will forward one to the slow pay customer asking him to pay at once and telling him plainly that if he does not do so it will be the duty of the secretary, for the protection of other association members, to warn the other members by circular that this long over-due account has not been paid. In most cases this letter has the desired effect of collecting the account at once. If the account is not paid, the association members will be made acquainted with the facts and no matter where that man may go the association members will know of his unpaid account, and if they are so foolish as to allow him credit, they do so with their eyes open. Secretary Coulson is anxious that the members take advantage of this department of association usefulness.

PORT HOPE OPINION OF THE GROCER.

THE MACLEAN PUBLISHING CO.,
Toronto. Limited,

Dear Sirs,—Enclosed find subscription form filled out for your new venture, "The Busy Man's Magazine."

I was almost your first subscriber to THE CANADIAN GROCER, nearly 20 years ago, and have always profited by keeping in touch with each issue. I have no doubt but your new book will maintain the high standard of your other publications.

Wishing your progressive firm the full measure of success you deserve.

Yours respectfully,

J. DUNFEE.

Port Hope, Ont., Sept. 29, 1905.

TORONTO'S ADVERTISING SCHEME

TORONTONIANS are awakening to the commercial possibilities of their city. This is good. But what is better, they are discussing practical advertising methods, and a few days ago a conference was held under the auspices of the Board of Trade with this end in view.

Toronto has great possibilities and great attractions, but its weak spot is its municipal corporation. Business common sense is as necessary to the government of a city as it is to the management of a commercial enterprise, but the average member of the Toronto city council is poor in business common sense. When commercial problems are up for solution the governing body seem incapable of grappling with them, and they either kill or maim them by their stupidity or apathy.

Fortunately the Board of Trade is interesting itself in this publicity proposition. Otherwise we fear it would afford another opportunity for an exhibition of municipal blundering. A business council is necessary to deal with business problems.

WIGHT & CO. TO BE WOUND UP.

The parties who were at legal warfare over the assets of Wight & Co. pork packers, have buried the hatchet. All parties have agreed to a consent judgment, which has been affirmed by Chief Justice Falconbridge, by which they agree to wind up the business and to the appointment of E. R. C. Clarkson as provisional liquidator. Assets are all sold to Puddy Bros., Limited, who are to settle the claim of Harris & Co. To meet unsecured claims $1,200 is set aside and the book debts are handed over to the Bank of Commerce. The dispute over the legal retainer ended in the judicial decision that Mr. C. A. Masten was Wight & Co's. solicitor.

CHRISTMAS WINDOW DISPLAYS.

THE CANADIAN GROCER, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of:

FIRST PRIZE - - -	$5.00
SECOND PRIZE - - -	3.00

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

THE LATE P. ULMAN, WOODSTOCK.

Mr. Peter Ulman, who has conducted a grocery store in Woodstock, Ont., for the past ten years, died at his home, 509 Dundas street, on the 2nd inst. Mr. Ulman was born on a farm near Eastwood in 1845, where his boyhood was spent. In 1883 he married Elizabeth Lazenby, and about 15 years ago moved to Woodstock. He is survived by his wife and one daughter, Orpha.

14,000,000
PACKETS
ANNUAL
SALE

BLACK
MIXED
NATURAL
GREEN

"Salada" is "Standard." This claim is not prompted by vanity, nor is it a mere assertion of imaginary superiority, but it is "Standard" by public consent; there is no gainsaying this in the face of its record.

Gold Medal
St. Louis
1904.

Correspondence Solicited.
Wholesale Terms and Samples Furnished.
Address "SALADA," Toronto-Montreal.

NEW YORK CHICAGO DETROIT BUFFALO BOSTON
Simply the word "SALADA," with the name of any of the above cities, will reach our offices.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Are You Handling

Lily White Gloss Starch?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them, and it is wise policy to give them what they want. The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggresively advertised to the consumer. Lily White Gloss Starch does what is claimed for it, and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

TORONTO.

Abbreviated Market Notes for Current Week.

Sugar—All yellows advanced 5c. and 10c. per 100 pounds.

Nuts—A1 banner now quoted 8c. per pound.

Honey—Extracted clover in 60-lb. tins, 8c. per pound: No. 2, sections, $1.50 per dozen.

Beans—Ungraded, struck out.

Herrings—Labrador, now $3.25 per half barrel.

Sheep Skins—Quoted $1.20 to $1.25.

Ontario Markets.

GROCERIES.

December 15, 1905.

DOMESTIC trade has shown considerable steadying as far as the wholesaler is concerned. The bulk buying for the Winter season is now practically closed, except that a few buyers at remote points are hastening supplementary orders before severe frost arrives. The great interest now is with the grocer who has laid in somewhat heavy stocks in contemplation of an extra good season. Business generally has undoubtedly warranted the presumption of increased demand. There are few features of importance to note; and as will be seen under the respective summaries, but few revisions in prices.

Canned Goods—The situation remains unchanged; demand continues on steady basis, bulk supplies having been laid in earlier. Spot stocks are falling low and there is a general feeling that other lines in addition to those mentioned in earlier issues, may prove insufficient to carry into next season. We quote.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
" preserved, gal	....	3 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Red Raspberries—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Black Raspberries—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Asparagus—		
2's, tips	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cabbage—		
3's	0 87½	0 85
Cauliflower—		
2's	1 42½	
3's	1 82½	
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
¼-lb. " less than 5 cases, "	....	97½
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS.

Corned beef, 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50
Lunch tongues, per doz	....	2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The local sugar market has developed considerable firmness since our last report, all yellow sugars having made a decided advance of 5 to 10 cents per hundred pounds on Monday last. Our prices are revised accordingly.

Now that a movement has been made of a strengthening character there is a general feeling that the present basis of refined sugars is about bottom. Trade prospects, however, are not likely to make any great development in the near future and this feature probably will have its influence against any immediate upward movement, although such a movement is expected by those who know.

It would appear as though the present were an opportune moment for laying in of stocks, although the market for some time has been so uncertain as to make decision in that regard a difficult matter

The New York market reports a very firm condition for raws, with supplies limited. Attention might be directed to the fact that New York prices are now only 8½ points below the parity of European markets for beet sugars. However, unless European markets advance there is very little room for an improvement in the New York raw market. Such an improvement would imme-

diately attract European beet sugar supplies. The New York refined market is reported as extremely firm and a large business has been done but it is not generally thought that advancement will mature in the immediate future.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 28
Bright yellow	4 23
No. 3 yellow	4 18
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. We quote:

Syrups—	
Dark	....
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" ½ bbls	0 30 0 35
" open kettle	....
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—The domestic trade continues to show a great deal of movement, which generally denotes that interest is continuing. There is also more marked discrimination than has been previously the case developing in a selection of coffee, the milder grades coming in for a share of interest. Local prices remain unchanged from our previous report. The foreign situation still denotes strength consequent upon the steadily decreasing world's visible stocks. The opinion which is still current is that the coffee situation is stronger than it has been for some years. Taking the total estimate of the world's harvest, a decrease in supply is manifest. Whether this will be sufficient to reduce the accumulative stock to materially influence the market is a feature upon which is much conjecture. The Brazil crop is reported as having nearly or quite reached last season's stocks. It will be remembered that the early estimates were 12 million bags. It is now put at a probable 10 million, this clearly showing a strengthening position of early estimates. Mexican and Central American are estimated as 15 to 20 per cent. less than last crops. It is calculated that the two million decrease in Brazilian statistics leaves the consumption much ahead of production. Europe has allowed her stocks to decrease in a larger proportion than accumulation of stocks in the U. S. Under these conditions it can easily be seen that the position of the market is one of strength.

Tea—Demand continues good on the home market. It is evident that the feeling on the London market is now being reflected on the Canadian market. Some time ago, at an earlier point in the season, buyers here appeared to doubt the wisdom of accepting the situation as it then presented itself, and many held back from accepting the samples then offered; time has proved, however, that values at that time were well warranted. Good and medium qualities continue to fetch well maintained figures and during more recent sales any samples showing cup qualities were well competed, thus indicating that real quality tea is believed to be scarce on primal markets. Lower grades do not command great attention and weak prices result. This condition refers equally to Indian and Ceylons, and is practically characteristic of the Canadian market.

European sales are now closing down for the holiday season. For some time, therefore, there will be nothing moving, but it is believed that the opening will be on an even stronger basis.

Foreign Dried Fruits— There is no new feature to report in these lines. The primal markets denote continued firmness and prices have advanced at these points, but no movement is reported on domestic markets, probably on account of present stocks being held on basis of earlier buying. Grocers' trade is good and every preparation is made for a good and large holiday season.

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s "	0 06¾	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				....	0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb				....	0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				6 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples				....	0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12 0 12½
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 15½ 0 16
" Bordeaux, "	0 11½ 0 12
" shelled	0 20 0 25
Filberts, per lb	.... 0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	.... 0 08½
A 1's, banners and suns	.... 0 08
Japanese Jumbo's	.... 0 08½
Virginia "	.... 0 10

Rice and Tapioca—Trade continues good, with prices firmly held. In rice the market is strong on account of good demand; primal markets are also firm. Japan crop, it is believed, will come out about an average ordinary crop. The weather was undoubtedly against both growth and harvest, and has somewhat retarded the work, and probably will show itself in poorer quality, but the general belief is that the shortage has been exaggerated, and that an average crop will be marketed. Tapioca continues very firm and short supply.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	....	0 04½
" double goat	....	0 05½

Spices — Trade is about normal for this time of year, but of no great interest, and no feature of importance to remark. We quote:

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Honey—The market is increasing in activity and some good stocks are being offered. There is no new feature or change to report. Prices are well maintained. No. 2 sections are corrected to $1.50, that price being the one at which sales are being effected. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08
" " in 5 lb. & 10 lb. cans, lb.	0 08½
" sections, No 1, per doz	2 00
" " No. 2, "	1 50
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality, the grading being to a large extent ones, with fair showing of twos. There has been little difficulty in placing goods We are removing "ungraded" from our list, as there are practically none offering. We quote:

Beans, handpicked, per bush	1 85
" prime, No. 1	1 75
" Lima, per lb	0 07 0 07½

Fish—Domestic trade is reported as being very good, in fact in advance of what is usually expected at this season, which is always a good one. The general consumption of fish is undoubtedly materially increasing. There are no new features to report, but prices are generally ruling strong and firm. We quote:

Frozen halibut, per lb	0 10
Fresh haddock "	0 07
Frozen trout "	0 09
Fresh cod steak, per lb	0 08
" lobsters, boiled, per lb	0 25
Frozen B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 06 0 07
Pickerel "	0 07 0 07½
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80
Finnan haddies	0 07
Oiscoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring, salt, No. 1, half bbl	3 25
Frozen sea herring, per lb	0 04½

Dried and Cured Fish—We quote.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

Hides— The domestic market has shown an easier tendency during the week under review, which is probably somewhat attributable to the considerably weaker aspect of the U. S. markets, which have now fallen to a level which will probably cease to be of much in-

look after their coffee interests. We quote:

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10½
Santos	0 10½	0 11½
Maracaibo	0 11	0 13½

Tea—The tea situation during the week shows no material change. There has been some considerable demand for China blacks, principally packlings in boxes from 12 1-2c. to 16c. As these teas are extremely scarce a few Congoes in half chest form have been rapidly picked up to fill orders. Sow mees seconds, young hysons, ping suey young hysons have been asked for, but as holders of same are asking somewhat high prices, owing to the extreme scarcity of the better grades, no sales to any extent are reported. Ceylon blacks have been somewhat quiet during the past week, but it is expected that the market will improve in the course of a few days, as reports are coming in from country points that stocks are now very low and the weather and road conditions are more favorable for an improvement. Ceylon greens are reported 1-4d. higher, and a few pale liquoring teas have been sold at about half a cent per lb. more than a week ago. Japans remain firm with a fair amount of trading reported on the street. There is quite a demand for fannings and siftings at from 5c. to 6c. with the general position strong. Holders of these grades are firm, as no more can be profitably be imported. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits—Business continues with its usual activity at this season of the year and we have no marked changes to advise. Later arrivals of Grenoble walnuts show an improvement in quality over the earlier fruit. California prunes have been in fair demand at advanced prices, owing to the revival of buying in the United States and the small stocks at the Coast. In all other lines prices remain steady as last quoted, while stocks are getting within reasonable compass, so that it does not appear as if there will be any surplus to carry over after the holiday trade is supplied. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ¼-boxes		1 10
" " " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—Rice is unchanged and only a regular business doing. Tapioca still maintains its firmness and there is not the slightest indication of a recession from the high prices at present asked by shippers. There is not much stock locally held here and no disposition on the part of holders to shade. We quote:

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec, 14, 12.30 p.m.

BUTTER—Market firm. Holiday trade tending to stiffen prices. Dairy scarce. Tubs, 20½ to 21c.; Rolls, 21½ to 22c.; Creamery, good to fine, 22½ to 23c.; best, 23½ to 23½.

CHEESE—Market firmer. 13c. being asked for finest Ontario. Holders firm at that figure Stocks held in few hands. Quebecs, 12½ to 12¾c; Townships, 12⅞ to 12½c.

EGGS—Steady. Fresh scarce, what are here 35 to 40c. is asked: for Selects 25c. to 27c.; No. 1 Cold storage and Limed 20c to 21c.

PROVISIONS—Firm. Unchanged. Live hogs scarce; Packers complaining.

POULTRY—Good holiday demand setting in: Chickens in good demand, 13 to 14c.; Fowl, 8½ to 10c. Turkeys, 15 to 16c. Geese, 10 to 12c.

B rice, in 10 bag lots		2 95
B rice, less than 10 bags		3 05
C rice, in 10 bag lots		2 85
C rice, in less than 10 bag lots		2 95
Tapioca, medium pearl	0 05	0 05½

Spices—The market shows no change and business is reported only fair locally. The New York market reports peppers strong, with gingers and Cassias in strong demand. Jobbers report trade as only fair. Nutmegs are still weak and prices in buyers' favor. We quote.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Beans—There is a weakness reported in the bean market. Prices of $1.60 laid down in carload lots appear to be obtainable figures. Supplies are reported more plentiful in the West, with indications that stocks will be ample. Prices may be quoted at $1.70 to $1.75 this week, at which figure business is turning over. We quote:

Choice prime beans	1 70	1 75
Lower grades	1 60	1 65

Evaporated Apples—A firmness is the characteristic of evaporated apples. The high prices which are prevailing has in a measure curtailed the demand, though it is expected that owing to the peculiar field that can only be filled by evaporated apples, that even should prices go higher, the consuming public will respond. At present quotations in a jobbing way are in the neighborhood of 9 1-4c. to 9 1-2c. for winter varieties. Holders in the West are decidedly firm, and in view of the fact that the American market is so high, the outlet there makes them still less inclined to shade for the home market.

Maple Products—There is no change to report in maple products this week. The demand is particularly good in sugars, as this line is in good demand for Christmas and holiday trade. One of the largest maple sugar dealers reports that in his experience he has not seen such a heavy demand for pure maple products. The action of the Inland Revenue Department in securing to the consuming public pure goods has been an incentive to manufacturers of maple products to place these goods on the market in styles and shapes to suit the requirements of the consuming public. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07
Pure Beauce County, per lb	0 08½	0 09½

Honey—The demand for honey through the past week has been fairly good and prices show a tendency to firmness. Comb honey selling freely at 13c. to 14c. as to quality, with white clover at 7 3-4c. to 8c. Buckwheat ranges from 6 1-4c. in a jobbing way to 6 1-2c. and 6 3-4c. usual. We quote:

White clover, extracted tins		0 08
" kegs	0 07½	0 08
" comb, new	0 12	0 14
Buckwheat	0 06	0 06½

Fish—The demand for fish of all kinds is brisk. Messrs. Leonard Bros. report that orders are pouring in from all sides and they are well pleased with the excellent position of the fish market. The stormy weather has caused an advance in prices of fresh haddock and cod. White fish is also scarce and prices higher. Frozen herring are meeting with brisk sale at quotations. New tomcods are now beginning to arrive and will be in ample supply in the near future. No. 1 Labrador herrings are scarce and prices higher in consequence. This is particularly so for barrels. Smoked fish, particularly haddies, are scarcer and prices firm. The demand for prepared fish is about as usual. Oysters are advancing in price at producing points, but dealers are still selling at former figures, though if the scarcity continues an advance will no doubt have to be made. Shell oysters are practically finished. We quote:

Fresh fish—		
Fresh haddock, per lb	0 04	0 04½
" market cod, per lb	0 04	0 04½
" steak cod, per lb	0 05	0 05½
Frozen fish—		
B.C. salmon, per lb		0 09
Halibut, per lb	0 08½	0 09
Gaspe salmon, per lb		0 15
Dore, per lb	0 06½	0 07
Whitefish, per lb		0 09
Dressed pike, per lb	0 05½	0 06
Sea trout, per lb	0 08	0 08½

Salmon	0 08½	0 09
Striped bass, per lb	....	0 15
Large herring, per 100 fish	1 90	2 00
Smelts, No. 1, per lb	....	0 10
Mackerel	....	0 12
Herring (large) bbls	1 90	2 00
Tomcods	....	2 25
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	....	0 06½
Kippered herring, per box	....	0 90
Bloaters, 100 in box, per box	....	1 25
New herring, in small boxes, per box	....	0 11
Oysters and Lobsters—		
Hand-picked Malpeque oysters, per bbl	....	11 00
Standards, per imp. gal	....	1 40
Selects, per imp. gal	....	1 60
Oyster pails, pints, per 100	....	1 00
" " quarts, "	....	1 25
Prepared fish—		
Boneless fish, 1 and 2-lb. bricks, per lb	....	0 05½
" cod, " "	....	0 06
" fish, 25-lb. boxes, per lb	....	0 04½
Skinless cod, 100-lb. cases, per case	....	6 00
Dry codfish, 100-lb. bundles, per bundle	....	6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " " per half bbl	....	3 00
" " " per pail	....	0 80
" " salmon, tierce	....	18 00
" " " in bbls	....	13 00
" " " in ½ bbls	....	7 50
" B.C. salmon, bbls	....	12 50
" " half bbl	....	7 00
" Labrador sea trout, bbls	....	9 50
" lake trout, per keg	....	4 50
" mackerel, per pail	....	2 00
" large green cod, per bbl., 200's	....	8 00
" medium, " " "	....	7 50
" small, " " "	....	6 50

N. B. Markets

St. John, N.B., Dec. 12, 1905.

BUSINESS in wholesale grocery lines is quiet. Buying is done and there is but little selling. The quietest week in the year is that between Christmas and New Years. In the retail stores everything is now different. The stores look their best and business is at its height. This is the time when in dried fruits, nuts and candies sales almost equal those of the entire year. This is perhaps literally a fact in such lines as figs and peels, particularly the latter.

The annual meeting of the board of trade has been held. H. B. Schofield, president during the past year, was re-elected. J. A. Likely becomes vice-president. It is the intention of the board to give particular attention this year to the encouraging of manufacturing interests. St. John because of its advantages in the way of cheap coal and iron and its splendid shipping facilities, should be, and we believe will be, a large manufacturing centre.

In markets there is nothing of particular interest. Values, except sugar, rule quite firm and in many lines there are high prices.

Oil—In burning oil, prices are still low. This is the season of largest consumption. Prices quite firm at the late advance. Lubricating oils sale is small. Paint oils have little attention, except as some looking forward wish to speculate. While linseeds are still low, market is tending higher. Turpentine continues quite extreme in price. Cod oil firm at full figures. It has been a good season for the producers.

Salt—There is but a fair business. In Liverpool coarse salt, supplies can now be received weekly. Prices are quite firmly held.

Canned Goods—This line has had to take second place to dried fruits. Values are held rather firmer, particularly in tomatoes. It has been a season of low prices. Peas never before as low. In the local maraket increased competition, or perhaps we should say a disagreement among the trade, led to price-cutting. In fruits, few lines sell here, chiefly strawberries, peaches and gallon apples, with a few pears and blueberries. Salmon has just a fair sale. In domestic fish, prices unchanged. There is a good pack of sardines. Other lines just a fair pack.

Green Fruit—This is a busy time. In oranges first shipments of Valencias, Californias and Floridas are offered, but perhaps after all the best fruit is the Jamaica orange which is now at its best. In Malaga grapes this is the active season. Prices about as usual. Lemons are quite firm. Apples seem somewhat dull. Best fruit high and hard to get. Cranberries are very high.

Dried Fruit—This is the busy time; everything moves, particularly raisins. The feature of the season is the high price of the California product and the light stock. There is a good supply of Valencias and Malaga loose. Malaga layers have had a good sale. All the peel of the year is practically sold at this season and the same is largely true of figs. In these last prices have been low. Currants are firmly held and sell freely. Dates have a good demand; prices low. Nuts of all kind are in demand; it is the one big sale of the year; full prices have ruled. Evaporated apples are high. Dried have sold well at good figures. Onions are a little dull.

Sugar—Foreign sugar, that now means Scotch sugar manufactured from British cane, continues to be sold. It is, however, a small business, compared to the Canadian manufactured, which is used. The price is still very low and the market somewhat dull, though perhaps firmer.

Molasses— Prices are certainly no higher, although some grades are firmly held, particularly Barbadoes, which is quite a small stock. There is just a fair sale at this season.

Fish—This is a rather quiet line at this season. Weather so far too open for frozen fish. In some parts of the province smelt fishing has been good, and prices are high. In dry cod, and pickled herring high prices still rule, while smoked herring are firm at the advance. There is quite a demand for prepared smoked herring, boned and skinned. Finnan haddies continue quite scarce.

Flour, Feed and Meal—In flour prices show no change. There is a steady business. Oats and oatmeal are firm at the very full figures which now rule. Cornmeal unchanged. In beans higher prices are asked. Yellow Eyes, while still low, are firmer. Full stocks are held. Barley and split peas have but a limited deland.

Provisions.

Barrel pork is very firmly held. The best season of demand is over. A good business is reported. Beef unchanged. Smoked meats held at full figures. Pure lard is still high and somewhat hard to get. Refined lard is low and has a good steady sale. Fresh meats hardly begin to show holiday business. Beef is low. Lamb is still holding firm at good prices. Mutton dull. Veal is scarce and not in demand. Pork is high.

We quote :

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb	0 08	0 09
Pork, per lb	0 08	0 08½
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, puré, tubs, per lb	0 11½	0 11½
" " pails, "	0 11½	0 12
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter.

Full prices are obtained. Stocks, even of poor butter, light.

We quote :

Creamery butter	0 25	0 28
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

Prices, particularly of so-called hennery eggs, extreme. Unfortunately even this grade, when bought at full price, cannot always be depended on.

We quote :

Eggs, hennery	0 25	0 30
" case stock	0 20	0 21

Cheese.

Sale is light. Twins hold the market. Prices firm and tend higher.

Cheese, per lb	0 12½	0 13½

N. S. Markets.

THE jobbers say that the volume of business in the grocery trade is good. Sales generally are satisfactory in all lines and the trade in some respects is even better than at this season last year. Prices rule partly steady, and very little change is noted. There has been an advance in the price of oatmeal, which is now quoted at $5.90 to $6.00. Cornmeal is selling at $2.90 to $2.95. The molasses markets are steady and there is a probability with the cold weather setting in, that prices may become a little stronger. Quotations in Halifax follow: Fancy Trinidad, 40c. to 42c.; fancy Barbadoes, 40c.; fancy Porto Rico,, 39c.; extra choice Porto Rico, 35c. to 37c.; choice Trinidad, 35c. to 36c.: Barbadoes, 33c.

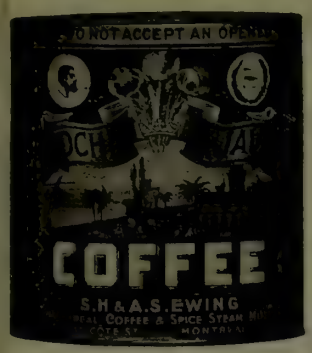
Sugar.

The price of refined sugar at present remains steady, and no great change is anticipated in the immediate future. There has been an advance of 10c. made in raw sugar, but it has not affected the local market. The jobbers are not looking for any advance, they have full confidence in the market and they are not laying in any large stocks. Jobbing quotations in the local market are: Cut loaf, in barrels, $5.90; XXX granulated, $4.35; Austrian granulated, $4.25; bright yellow, $4.15; No. 1 yellow, $3.85; unbranded yellow, $3.70.

Apples.

Nova Scotia apples are bringing good prices in the English market this year. Some of the fruit sent to that market

"PRINCE OF WALES"



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CHINESE STARCH

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Muscatel Raisins!
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For Christmas and New Year's Trade

The nicest selection of choice table raisins offered in Montreal. Write us for quotations or see our travelers. Don't delay in giving your orders. Our prices are the lowest.

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70, 72, 74, 76, 78, 80 St. Peter Street
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Controllers of thirty of the best brands of liquors sold in Canada. Have placed this year over twenty thousand gallons of Richard Brandy. Are sole agents for the celebrated Blandy Bros. Madeiras, Mitchell's Scotch and Irish Whiskeys, the best in the world, Clarets and Sauternes, Vigneau and Cambours, the nicest style of table wines known, like the delicious **Chateau Berges**; also agents for the famous Vichy Waters "La Capitale" and "Sanitas" and Dry Champagnes, Amyot and Cardinal.

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Also control in the Province of Quebec the sale of J. P. Wiser & Sons' products, the famous "Whiskey Blanc" and the celebrated "Rye Special 1899" the finest production ever put out by Canadian Distilleries. Messrs. Laporte, Martin & Co., Ltd., are actually importing in cases and in wood the very best wines from Spain, France and Portugal, namely:

GARCIA & HIJOS	MANUEL TOSTA	J. VENTURA & CO.	SANCHEZ HERMANOS	P. JUANITA & CO.
Oporto Wine	Oporto Wine	Oporto Wine	Dry Sherries	Dry Sherries
Unequalled	Rich and Fruity	Very old and tasty	The very best known	Excellent Aperient

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PREMIUM—From December 1st to January 1st, next, we offer as a premium, with every case of Richard Cognac, V.O., V.S.O. or V.S.O.P., an automatic pencil representing a "flute" of Old Liqueur Brandy. Pass the news along. This is the best premium of the season. The pencil is worth about $1.00.

this year has brought record prices. C. H. R. Starr, of Wolfville, one of the largest shippers in this province, who was in the city yesterday, stated that one lot netted the shipper $7.85 per barrel, the biggest price ever obtained for Nova Scotia apples in London. He said that there have been higher average prices realized this season, good as it is, but none that equal the figure given above. He said that an orchardist at Port Williams shipped to Northard & Lowe, London, 20 barrels of apples by the Furness liner Gulf of Ancud from this port, which sold as follows: 12 barrels of Coxe's orange pippin at 50s.; two barrels of Coxe's orange pippin at 30s., and six of Kings at 21s. This means a net price to the orchardist for the whole lot of $7.25 per barrel. These varieties are grown in England, but the crop is short there this year. Heavy shipments of apples continue to be made from Halifax, as the demand for the price in the English market continues good, and the high prices realized induce the grower to send his apples to that market. The fruit on this market is only fair, and for fair class apples, $4.00 per barrel is the price asked.

Evaporated apples are also very high, quotations being from 9 1-2c. to 10c. Shipments are large and the dealers say that they expect a further advance.

Butter and Eggs.

The receipts of butter and eggs show little improvement. Butter continues in good demand even at the high prices. The receipts of Winter butter so far this season, are very light. Mostly all the large dealers are importing butter from Quebec and Ontario. The Nova Scotia farmers do not appear to have the butter to place on the market and even if they have it in stock they are holding off for higher prices, expecting that prices will stiffen as the season advances. Usually at this season of the year, large shipments of butter are received here from Antigonish, points in Cape Breton, and also from P. E. Island, but so far this season they are comparatively light. Eggs are in fair demand and fresh laid stock is scarce. Pickled eggs are selling at 23c. to 24c. Fresh laid are fetching 40c. straight, and they find ready purchasers even at this high price.

B. C. Markets.

Vancouver, B.C., Dec., 1905.

CHRISTMAS trade is looking well for the jobbers of the coast cities so far. Some of them feel that they should have had expansion to correspond with the big growth the whole year has shown, but, nevertheless, all are a unit in saying that this season's holiday trade promises to total much larger than last. It is also averred that never before was the trade in more satisfactory condition all round. Upcountry, as well as on the coast, business is solid, settlements are good, and the turnover of stocks very active.

There is, unfortunately, a little tendency to cut prices among the retail trade of the city of Vancouver. Canned goods are being quoted at actual cost, and flour has been cut back to the narrowest margin. In some other lines there has also been the same tendency.

Groceries.

The annual receipts of fancy groceries in some lines have been somewhat delayed. There are no almonds and no Grenoble walnuts in stock yet. These are, however, expected to arrive any day. The California walnuts do not come up to the standard of the Grenoble, and they are priced too high to make it any object to stock with them in preference to the older and better known variety.

Spanish raisins, valencias and Mediterranean loose muscatels, are due today for the first time this season. It is usually a single order that is placed for these goods here, because the California raisins are in control of the market. But this year the attitude of the Raisin Growers' Association, or the "combine," as it is called, has forced prices away up. The Spanish goods are actually cheaper. Valencias are to be sold round 6¼ and 6½c., while the California raisins are selling at 7½ and 8½c. The association is not selling the goods at present on account of their high prices, the independent growers of California, or those not in the combine, getting the orders. Every one in the trade expects to see a big drop in California raisins after the holiday season, it being generally reported that the growers are pledged to keep the price up till then.

In canned goods here a little price cutting has been indulged, as the big concern has been quoting some lines at actual cost, which has led the independent canners to give them a chase. As a result, some lines, as canned peas, have been selling at what it would cost to land them here. Most of the wholesale grocers have stocked up for the season on canned goods, so that eastern market quotations are not controlling here, the usual feature of selling on basis of early buying being still in vogue.

Evaporated fruits are away up, the market being rather unsettled, apricots, for instance, selling at 6c., 8c., and 9c. Evaporated apples are scarce. In other lines there is a fair stock, prunes being perhaps the shortest line. Most dealers stocked pretty well before the prices raised, and as the opening of the season was marked by very low prices, those dealers who bought are fortunate.

Produce.

Fresh local creamery butter is selling here now really as low as eastern stored stock could be. It is jobbing at 30c., while eastern market reports show that it would cost over 28c. to land here. The stocks of eastern creamery on hand are now quoted at 27c., or thereabouts. No heavy stocks are being carried, and as local fresh will reduce in supply from now till Spring, stocks will have to be renewed on basis of eastern prices. It is too early to expect anything in the way of fresh California butter, and New Zealand and Australian butter, which sometimes comes to this market in this season, is reported very high; too high to handle at a profit.

Eggs, stored stock, are selling at all sorts of prices, the prevailing figure, however, being 27c. for recandled stock There are sufficient in the market for present needs.

Local fresh sell retail at 55c., and if a supply is obtainable in a jobbing way, which is irregular at this season, 45 to 50c. can be obtained for the strictly new-laid variety. Oregon eggs, fresh, not candled stock, are too high to bring in, conditions there being about the same as here at present.

Flour.

All kinds of prices are being quoted at the present moment. The retail trade is indulging in a little humorous price juggling on this staple at present, some of them advertising Ogilvie's Royal Household at $1.40 the 50-lb. sack, which is practically present cost. Other dealers are sticking at $1.50 and $1.60, which would be about the right thing at present wholesale quotation of $5.80 per bbl. for the leading brands.

TEA STANDARDS FOR CANADA.

Editor Canadian Grocer :— Referring to the article on "Tea Standards for Canada" in your last number, I may be permitted to say that I concur fully in what you state and I can add that I myself have had refused 250 boxes of Ping Suey, when I can prove that some of the same lot shipped by the same house in Shanghai were passed and one lot inferior also from the same house was passed. This is no idle statement, as I am willing to prove this by putting the samples before six tea men. Again, during the last ten days one lot of 46 half chests of Ceylon green pin head has been refused, while I myself have in stock the same class of goods which were passed a short time ago. I am not in favor of low grade teas, but we must know where we stand and being at the tender mercies of one man who may have his liver out of order, or something else not right, let us have standards and a board of arbitration.

I wish to commend The Grocer for the interest it has taken in this vital matter and I feel satisfied that the tea trade generally of Canada will appreciate the efforts you are putting forth to place our business on a basis of certainty.

Yours truly,
E. D. MARCEAU.

Montreal, Dec. 11, 1905.

SCARCITY OF BACON HOGS.

It is not easy to say why with the incentive to the production of pork so strong, the price obtained for the fattened animals so high, and the cost of rearing them so low, there should be such a scarcity of bacon hogs in Canada that the Department of Agriculture has found it necessary to direct a special inquiry into the subject.

There was never so keen a demand for Canadian bacon in the British market as there is to-day, and the packing establishments are eager to meet the demand with increasing supplies if they can, but the bacon hogs are simply not to be had. It is said that the packing establishments find the shortage of supply so great that they contemplate closing down their plants for a time.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 14th, 1905.)

CHRISTMAS grocery trade is now in full swing, but another week will see the end of the Christmas rush so far as the wholesale houses are concerned. Cold weather has stimulated all branches of the wholesale trade and shipments have been heavy. Throughout almost the entire grocery list values are steady this week and there are few features of interest. Tapioca continues to advance and it is now quoted at $5.50 per cwt. Walnuts have been advanced owing to the big shrinkage on which the wholesale houses had not calculated.

Canned Goods— The canned goods market is without features of interest. Prices are still quoted as follows:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 09
" " 2 and 3, per 2-doz. case	2 04
Plums, Damson, l.s., group 1, per 2-doz. case	2 13
" " 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " 2 & 3	3 58
" black, new " " 1	3 53
" " " 2 & 3	3 48
Strawberries, " " " 1	3 33
" " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, 1b. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunchtongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 35
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—The sugar market is steady at the prices which have been maintained for some weeks. The trade seem to be regaining confidence in the stability of the market. Prices are quoted as follows.

Montreal granulated, in bbls.	4 95
" " in sacks	4 90
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " sacks	4 80
Icing sugar in bbls.	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls.	5 65
" " in ½-bbls.	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses—As noted last week, there has been a sharp advance in "Crown Brand" syrups. Other prices are steady. Corn syrups are reported in good demand, but other syrups are quiet. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
" Kairomel " syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

Coffee—There has been no change since the recent decline in green Rios. We quote as follows:

Whole green Rio, per lb.	0 10½
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibe	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—We quote:

Epps' ½ lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan's in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Teas—We quote:

Congous, M. 12, half chests, per lb.	0 12
" cads. per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz.	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Foreign Dried Fruits—It is reported on good authority that the California market in apricots, peaches and other dried fruits has been pretty effectually cornered and that higher prices may be expected as a consequence. At all events there is a strong undertone to the California dried fruit market and in usually well informed circles early advances are expected. In fact, Valencia raisins and cooking figs are almost the only items in the whole foreign dried fruit list that are not held at unusually high prices. Consequently there is a strong demand for both. Prices are quoted as follows.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " 3 "	0 09½
" " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05
Figs, cooking in taps and sacks	0 04½
" " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11½
Peaches, choice, per lb.	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—There is a strong demand at present for the Christmas trade. Prices are still quoted as follows:

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

Nuts—New filberts are now in stock and are quoted as last year at 10c. per pound. Walnuts are quoted higher than was expected owing to a big shrinkage which was not expected. We quote as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

OYSTERS

OYSTERS

OYSTERS

Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in

WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.
CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.

Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

NO OTHER TEA

is sold on the same "generous" plan—**Entire** satisfaction or money refunded—but then, no other tea is so "generously"-rich in fragrance and aroma as

GOLD STANDARD TEA
"GUARANTEED THE BEST"

We ship in **any** quantity, **everywhere**

Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta

POULTRY, FISH

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791
WINNIPEG,

Rice, Tapioca and Sago — Tapioca is still advancing, and it is now quoted at $5.50 per cwt. Other prices are unchanged. We quote:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04¼
Tapioca, per cwt		5 25
Sago, per lb		0 03¼

Pot and Pearl Barley— Prices are quoted as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Spices—The spice market is steady and prices are unchanged since last week. We quote as follows:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 0 12½	0 15
Ginger, in 10 lb. " "	0 13
Mixed spice, in 5 lb. boxes, per lb	0 20
Mace, in 5 lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 18
White " "	0 25
Cinnamon (ordinary), per lb	0 18
" (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves (according to quality) 0 14½	0 25
Ginger, per lb	0 10
Allspice, per lb 0 8½	0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Glass Fruit Jars— Prices for next season's delivery are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half-gallons	11 75

Evaporated Apples—The new stock is now selling at 10c. per lb. in 50-lb. cases and at 10 1-2c. per lb in 25-lb. cases. New dried apples are worth from 8 1-4c. to 8 1-2c. per lb.

Beans—New white beans are quoted at $2.05 per bushel.

Fish and Oysters—Prices are quoted as follows:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb	0 06½
Pickerel	0 05½
Jackfish	0 04
Finnan Haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gallon	2 25

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "		0 63
" " 3 " "	1 00	1 05
Pails, 2 hoops, per doz		1 95
" fibre "		3 25
Wash tubs, common and wire hoop, per nest of 3		2 00
" " " No. 0, per do		11 00
" " " No. 1,		8 75
" " " No. 2,		7 50
" " No. 3		6 40
" " nests of No. 1, No. 2 and No. 3		1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.		0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.		0 29
Butter tubs, fibre and cover, per doz		4 00
Butter moulds, for 1-lb. bricks, per doz		1 85

Honey—Prices are quoted as follows.

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

SITUATIONS VACANT.

CLERK for grocery and fruit business; city experience; good salesman; references. 302 Yonge Street, Toronto. (f)

SECOND Miller for cornmeal and feed mill. Apply, by letter, to P.O. Box 872, Montreal. (f)

MANAGER wanted for Grocers' Sundries Manufacturing Co.; must be good tea blender; applications, stating experience and salary, will be considered confidential. Box 26A, CANADIAN GROCER, Toronto. (f)

TRAVELING man wanted; with some money to invest in good paying business. Box 27A, CANADIAN GROCER, Toronto. (f)

WANTED—By a departmental store in the east; a first-class man, having the proper knowledge and experience to take charge of the "advertising department"; best references required. Address Box 28A, CANADIAN GROCER, Toronto. (f)

WANTED—A bright active salesman, familiar with the grocery trade, with a knowledge of French preferred, but not imperative, to canvass wholesalers and retailers for a well known sepcialty from coast to coast; a permanent position with splendid opportunity for advancement; salary to start $75.00 a month and expenses; a successful salesman will find a most desirable position and which can shortly be made much more remunerative. Apply Box M, THE CANADIAN GROCER. (f)

FOR SALE.

GROCERY and Confectionery business for sale; doing business of $11,000 yearly; stock and fixtures about $2,000; place in first-class repair, with every convenience; will sell or rent property cheap; reason for selling, poor health. Apply 418 Piccadilly St., London, Ont. (f)

GENERAL store business; country village; best farming section in province; post office, telegraph and telephone; also store premises and dwelling for sale or rent. Apply Box 25A, CANADIAN GROCER, Toronto. (f)

CHEESE factory for sale; in good running order; building 35 x 45, two stories; newly painted; situated in village of Wheatley, Ont. Apply to Thomas Kidd, of Wheatley, or D. Omstead, of Comber, Ont.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

ETURNED
1906
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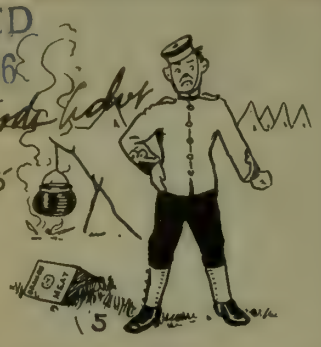


TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
One day was very cranky,
He felt like fighting anything
Be he Russian, Jap or Yankee;
What caused this state of feeling,
This temper far from sweet?
He didn't have for breakfast,
His dish of ORANGE MEAT.

"Tommy" was cranky because he didn't have **Orange Meat** to eat, but if a grocer is cranky because he hasn't got **Orange Meat** to sell, when other "Tommy Atkinses" ask for it, he has nobody but himself to blame.

Every grocer in the country ought to keep **Orange Meat** regularly because it is being widely advertised and continually asked for. Grocers who sell **Orange Meat** style it: **Best Goods—Full Weight, Fair Price.** They know that the "High-Quality" standard has never been lowered.

The **Jumbo** package, selling at 25c., contains 2½ times as much as a package of other foods selling at 2 for 25c., which means that in price the **Jumbo** package is on a par with the 10c. goods, but that in quality it is vastly superior.

The 15c. package of **Orange Meat** contains coupons returnable for valuable premiums. The coupons draw trade.

So you see, **Orange Meat** is a profitable food to handle.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

WHILST the general conditions of trade are considered good, at the moment of going to press there is a decided lull in activity. This may be in great measure owing to the near approach of the Christmas trade, most buyers having laid in stocks in anticipation.

Millers report fairly good activity, but more by way of execution of orders which have been on hand for some time than on new orders. The demand noted previously from the Maritime Provinces has now slowed off, the reason given being that any goods shipped at the present time would reach their termination just as the busy holiday season was in full swing, hence the marked decrease in orders from these districts. The export market has been particularly dull since our last report. Fewer inquiries have been in evidence and no large orders placed of any particular note.

In cereals arrivals have been coming in plentifully and in condition equal to previous arrivals, but have not been considered equal to last season's showing. Prices generally remain unchanged but firm.

FORT WILLIAM'S NEW MILL.

A NEW plant of the Ogilvie Flour Mills Company, which is nearing completion at Fort William, will be one of the greatest in the world.

The mill building proper will have a daily capacity of five thousand barrels of flour. At present, however, machinery is being installed for three thousand barrels, and so arranged that the additional capacity can be added as future circumstances require.

In connection with the mill is the large steel fireproof elevator, having a storage capacity of 600,000 bushels, and through which also all the wheat required for the large Montreal mills of the company is passed by loading into vessels. Many of these vessels come directly through to Montreal via the canal system, so that wheat can now be loaded into vessels from the company's own elevator at Fort William without transhipment through to Montreal, and unloaded into the company's big mills on the canals. The wheat which the company grinds in Montreal comes direct from the farmers in the interior through the company's own elevators.

The total frontage on the Kaministiquia River is six hundred and fifty feet, and has water accommodation for vessels to the depth of 22 feet.

One of the largest flour warehouses in Canada is also built in connection with this plant, having storage capacity of one hundred and twenty-five thousand barrels. There is also in course of erection a large cooper shop, having a capacity of 2,000 barrels per day, consequently the company will have practically three independent barrel factories, at Winnipeg, Fort William and Montreal.

The estimated cost of the Fort William plant is over $600,000, and provision has been made in connection with the elevator to allow of additions which can be carried on up to the extent of 2,000,000 bushels storage capacity when necessary. The construction of the plant has been devised to afford the most economical system of handling, and as Fort William is a base of supply for the raw material, the location is certainly unique.

Everything in connection with the plant will be operated by electricity. The development of the great Kakabeka Falls, which is being carried on by Messrs. H. S. Holt, C. E. Hosmer and F. W. Thompson, will supply the power. The total daily capacity of the Ogilvie mills will approximate 15,000 barrels daily. This includes the Royal mill, Montreal; the Glenora mill, Montreal; Cornmeal Products mill, Montreal; Winnipeg flour mill, Winnipeg, and the Fort William mill.

"ALBERTA" WHEAT.

The secretary of the Board of Trade of Red Deer, Alberta, has written to the Trade and Commerce Department asking that the brand of wheat commonly known as soft wheat be called Alberta wheat. The board believes Alberta is entitled to this advertisement. The soft wheat is famous in many lands, but it is doubtful if the Federal authorities can do anything to substitute a new name for it.

JAPAN RICE FAMINE.

Mr. A. McLean, the Canadian Commercial agent in Japan, reports that the rice crop is so serious a failure in Japan that the Government is taking up the question of providing for people who have been reduced to want on account of the failure. The suffering in some parts is very serious and the people are enduring great hardships.

TORONTO MARKETS.

Flour.

The demand for flour has been slow, and trade uninteresting. Dealers have already laid in stocks for holiday season, and orders coming to hand are of small volume. Millers report activity on orders on hand. We quote:

Manitoba wheat patents, per bbl. in bags			4 45	4 85
Strong bakers	"	"	4 25	4 65
Ontario wheat patents	"	"	3 75	4 00
Straight roller	"	"	3 50	3 75

Grain.

The grain situation remains on about same line as our previous report. No new feature has developed, and no change in prices is recorded. We quote:

All on track Toronto.			
Manitoba wheat, Northern No. 1		0 88½	0 89
" " hard, No. 1			
" " No. 2		0 86½	0 87
Red and white, per bushel,		0 83½	0 84
Barley "		0 48	0 53
Oats, new, "		0 37½	0 38
Peas "			0 82
Buckwheat " dull		0 57	0 58
Rye, per bushel, " dull			0 74

Breakfast Cereals.

A fair activity continues in these lines, with prices remaining firm. Arrivals of grain suitable for cereal products are somewhat difficult to obtain, which has the effect of keeping prices steady. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 55
Rolled wheat in boxes, 100 lbs	....	2 50
" " 50 lbs	....	1 40
Rolled oats, standard, carlots, per bbl., in bags	....	5 00
" " " " in wood	....	5 25
" " " " for broken lots	....	5 40
Rolled wheat, per 100-lb. bbl.	....	2 60
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

MONTREAL MARKETS.

Flour.

Local flour market is unchanged, with business on the quiet side, although a fair demand is reported from country points. There is no change to note in prices, although the report is that the smaller western millers are shading somewhat. We quote :

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household	....	4 90
Glenora	....	4 40
Manitoba spring wheat patents	....	4 90
" strong bakers	....	4 40
Buckwheat flour	....	2 10

Rolled Oats.

The rolled oats market remains firm, with a demand rather on the limited side. There is a fair quantity of stock on hand. It is not anticipated by dealers that any radical change is likely to be made by the association. We quote :

Fine oatmeal, bags	2 55	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "	....	2 60
Rolled oats, "	....	2 65
"	....	5 30
" 90-lb. bags	....	2 80
" 80-lb. bags	....	2 65

Feed.

All dealers report good business in feed of all kinds. Manitoba bran, which is quoted at $17 per ton, in bags, and shorts at $19, is having a ready sale. Ontario brand is reported rather scarce and prices nominally $17 to $17.50 per ton in bags. No change in mouillie. We quote :

Ontario shorts	20 00	2350
Manitoba shorts	19 00	19 50
" bran	17 00	17 25
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

There is no further change to report in the hay situation. The market is easy and the situation seems to be in buyers' favor, as values are low. Dealers report advices of a firmer foreign market, particularly in Liverpool and Manchester. We quote :

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

WINNIPEG.

Breakfast Cereals.

Oatmeal is steady at the recent advance. Cornmeal is weak.
We quote :

Rolled Oats, 80-lb. sacks, per cwt	....	2 05
40-lb. " "	....	2 10
20-lb. " "	....	2 15
8-lb. " "	....	2 45
Cornmeal, in sacks	....	1 85
" in ½ sacks	....	1 90

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask
DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in
1 pound packages at 10c.
2 pound packages at 15c.
(One pound makes seven pounds ready to eat.)
A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

Western Retailers!
Support Western Industries

Your Jobber can supply you with

MANITOBA PACK

Corned Beef, Roast Beef
1 and 2-lb. Tins
Canned Chicken, Canned Turkey
1-lb. Tins.
QUALITY FIRST-CLASS

Manufactured by
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man. NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Sales Agents

FOR FINEST QUALITY
—STOCK—
THE DOW CEREAL AND MILLING Co
90 LBS
ROLLED OATS
BUFFALO BRAND
PILOT MOUND, MAN.

FREE FROM BLACK SPECKS AND HULLS
Wire or Write for Delivered Prices on Car Lots.
NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

A Box of

BODE'S MENTHAL "PEPSIN" GUM

is one of the most appropriate Xmas Gifts that one could offer to another, for the following reason:
First of all you display your sincerity and friendship by presenting so valuable an aritcle as

BODE'S MENTHAL "PEPSIN" GUM

from the fact that it insures perfect health, following which comes perfect happiness for the ensuing year. Therefore

BODE'S MENTHAL "PEPSIN" GUM

brings health, wealth and happiness to everyone of its users. With each package of **BODE'S** Gum we extend our sincere wishes for a ***Merry Xmas and Prosperous New Year*** to its many users.

BODE'S GUM CO.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

TRADE MARK.

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 521.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"Gold Crown" Flour

Makes
- The Lightest Bread
- The Whitest Bread
- The Sweetest Bread
- The Best Bread

Don't take our word for it—ask for a sample. It will build up your flour business.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Paits. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

GREIC'S WHITE SWAN SPICES

are absolutely dependable goods. They are fully up to the highest standard of purity and are guaranteed in every respect.

The Government Food Inspectors are busy. It does not pay to take chances of fines by using "cheap" goods that are so often unreliable.

White Swan goods are always pure and good.

The ROBT. GREIC CO., Limited
White Swan Mills
TORONTO

Mother's Favorite

"MELAGAMA" Ceylon Tea

is a delicious beverage. If you are not selling **"MELAGAMA,"** try it. The quality and prices are unequalled. See prices on back page. Write us for samples and quotations on bulk teas as we handle nothing but teas.

MINTO BROS., Toronto F. J. WHITE, MANAGER.

Only a few more days to Christmas. Do not forget that we can supply your wants at right prices, having a full stock of

Oranges, Lemons, Grapes, Nuts, Figs, Dates, etc.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Send in Your Order To-Day

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

MYERS' ROYAL SPICE STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

GREEN FRUITS AND VEGETABLES

TORONTO.

BOTH local and outside points have shown considerable activity since our last issue. Many of the orders placed earlier for future delivery have now been drawn upon, and other orders placed for delivery before severe frost arrives.

Dealers report this year's trade as the best on record. Business has had an extremely healthy tone all through. Goods have arrived in good form and prices have been well maintained. There is a feeling, however, that the margin left for the dealer is getting much too low. Expenses of working are increasing rather than otherwise, whereas farmers are expecting advanced prices, making it increasing difficult for the smaller dealers to provide against the contingencies which are constantly arising. The key to the situation at the present moment would appear to lie in the dealer making for a large bulk trade.

California fruits are arriving plentifully, and in prime condition. Private auctions are being continued as cars of fruit arrive, and appear to be increasing in popularity.

Interest in the apple trade appears to be centred in the export situation, any fluctuation in that market being quickly reflected on the domestic. Latest reports from Europe reveal a weakening tendency. The Liverpool sales report had not reached here, but it is generally felt that prices will be on a lower basis.

The vegetable trade has shown very little interest. A few lines are reported scarce, but it is believed there are plenty on the farms, ready for delivery. A quantity of potatoes have arrived on track, awaiting bidders.

The quotations of both fruits and vegetables remain unchanged.

BRITISH COLUMBIA.

Fruit.

THE Empress of India, which arrived recently from the Orient, brought the third, and so far the largest, consignment of Jap oranges to be received this season. She had 35,000 boxes, and the market is practically cleaned up even with this big delivery. Of course the lot includes heavy shipments to Calgary, Edmonton, and interior British Columbia points. This is virtually the best lot of this favorite little orange, as the first two lots received were very green. Later on there will be perhaps two more consignments, which will close the very short season in which this fruit runs on this market. While it is here the Jap is a strong seller, and California oranges are almost shut out. As mentioned formerly, the packing of the Japs in small boxes, of size purchasable by the average householder, and the small size of the individual specimens, has a big influence, as well as the toothsomeness of the fruit. Perhaps the short season makes the movement livelier, too. This year the jobbing price is averaging 50c.

Apples have been somewhat lower in price. The Alberta market, which is practically supplied from the Okanagan, buys early, in fact gets advance orders placed. That settles the demand there to a large extent, and at this season fruit can only be shipped in that province by express or by heated car, an expensive method, so the residue of the Okanagan stock comes to the coast market, where its choice quality gives it first place. This year there has been rather more than usual, and prices have declined slightly. Varieties which sold for $1.75 two weeks ago are now going at $1.50. Local lower mainland apples are coming in still, and are bringing from 75c to $1.25 per box. These are not now being shipped in with such random selection as in former years, the Dominion fruit inspector having instilled a wholesome respect for the demands as to quality. Culled fruit is not now being handled, and not being offered. Growers do not find it pay to have refuse branded with their names, as required by the fruit inspection act. They do the culling at home, sending the better stock only.

Malaga grapes have sold well this season, two cars having been brought in. This was a direct importation by Oscar Brown & Co., Limited, from Spain. They sold to the trade at $7.75 per keg.

A car of Cape Cod cranberries arrived this week for Christmas trade.

Vegetables.

There is never a month that ripe tomatoes cannot be obtained on this market. At the present moment the stock, though limited, is from the Victoria hot-houses, and is selling at $3 per 20-lb. crate. A few crates of fresh cucumbers from California are in stock and selling at $2.50. Celery is still of local supply and is quoted at 40c per dozen. It is nearly out, and then California-grown celery will be brought in.

Some potatoes are still being shipped to Australia. On the next steamer, which sails next Friday, a car will be shipped. Really choice upper country product now commands $28 per ton. Lower mainland potatoes were badly enough demoralized, but the recent cold snap caught a good many and froze them badly. The price is all round from $14 to $20. A few potatoes from Yakima, Wash., the Ashcroft district of that state, have been received here, and are quoted at $28 to $30 per ton.

Sweet potatoes are in the market and selling at 3½c per lb.

A FRUIT PRICE LIST.

McWilliam & Everist, Church street, Toronto, have issued a very attractive and concise price list of Christmas fruits. It contains almost every line on the market at the present season. Each item is set forth in its respective grading and price, and forms a very handy reference card.

STANDARD FRUIT BASKETS.

ONE of the largest meetings of fruit growers ever held in the Niagara peninsula took place at St. Catharines on November 29, for the purpose of discussing the question of adopting a standard size of fruit baskets. The present legal basket for grapes, etc., is six and two-thirds quarts. The meeting, however, resolved to make two standard sizes, six and eleven quarts respectively. Parliament will be asked at its next session to amend the fruit law to that effect. Growers were present from many points in Ontario, and the meeting was thoroughly representative of the fruit growers of the province. It was pointed out that many different sizes of fruit baskets as at present means the consumer gets less fruit for his money, because the cost of manufacture of baskets is greater than if there be a stated rule on shape and size. Manufacturers now have to be prepared to make any kind of basket that may be called for. A committee was appointed to decide as to the shape of the new standard baskets. It was decided that these baskets may be used for any kind of fruit the grower desires.

CANADIAN FRUIT IN LONDON.

British Columbia's exhibit of apples at Caxton Hall, London, was the finest seen in England for years. The exhibit covered a space 75 feet long and 6 feet wide and the Horticultural Society awarded the province a gold medal and eight industrial exhibitors' medals of lesser value. The Nova Scotia exhibit also was much admired and the agent general was awarded a silver medal and four other exhibitors also received medals.

REDLANDS ORANGES RUN SMALL.

Advices this week from Redlands, Cal., to New York say that oranges are particularly small this Fall, the crop, in fact, running to smaller counts than has been the case in years, and in the first cars that will be shipped out of Redlands it is anticipated that there will be no 96s, and only a limited number of 126s.

ONTARIO MARKETS.

Green Fruits.

We quote :

Oranges, California, southern, 96's to 200's, per box		3 75
" " 200's to 288's "	3 25	3 50
" " northern, 126's to 252's, "		3 50
" Mexican, 96's to 250's, per box		2 35
" Florida, 96's to 216's "		3 25
" Valencia, 420's, 714's, 1 64's, per case	5 00	6 00
Lemons, Messina, 300's 360's, per box	3 25	3 50
" " fancy, 300's		3 25
" " choice, 300's, 360's, per box	2 85	3 00
Grapes, Almeria, per barrel	6 00	7 50
Cranberries, fancy Jersey's, per barrel		13 00
" " " per case		4 50
Apples, fancy spies, per box		1 50
" " greenings, per box		1 40
" Winter varieties, per barrel	3 25	3 50
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 50	1 85
" " eights	1 25	1 40
Pineapples, per case	5 00	5 50
Grape fruit, Florida, 46's to 80's, per box	4 75	5 50
Tangerines, Florida, fancy ½ trap		3 00

Vegetables.

Potatoes, kiln dried sweet	4 50	5 00
" " " bushel hamper		1 90
Potatoes, per bag	0 90	1 00
Onions, per bushel		0 75
Spanish onions, per small crate		1 10
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30

Add to your Xmas Display

SOME OF THE FOLLOWING LINES :

Pineapples, Cucumbers, Mushrooms, Holly, Sweet Potatoes, Tangerines, Grape Fruit.

CALIFORNIA CELERY

375 Bunches of JUMBO Port Limon Bananas

imported especially for Xmas, every Bunch a Jumbo.

2 cars celebrated **BRONCO BRAND NAVELS**

Arrived Saturday ; finest Redlands fruit.

WHITE & CO., LIMITED

HAMILTON TORONTO

Phone 1115 'Phone Main 4106

W. B STRINGER **SANTA CLAUS LEMONS** J. J McCABE

They cost a *little* more.
WHY SHOULDN'T THEY?
They're worth *much* more.

ST. NICHOLAS

Mr. Grocer! Order early and often; try and keep them always in stock.
It's a hard job though, they sell so fast.

W. B. STRINGER & CO., Toronto and Montreal, - Sole Agents

FANCY NAVELS *MEXICANS* *FLORIDAS*
FARD DATES *TANGERINES*
NEW NUTS *HOLLY*

and in fact everything needed for Xmas trade and all of Xmas quality.

The F. T. JAMES COMPANY, TORONTO

MALAGA GRAPES— $5.50 to 6.50 keg

BEST VALUE IN TORONTO

If you want best results for your Turkeys, Geese and other poultry consign them to us.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

WALNUTS *ALMONDS*
FILBERTS *BRAZILS* *PEANUTS*
all best grades

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Floridas, all sizes.
" *Navels,* "
" *Mexicans,* "

Colorings, Etc., in Jams and Jellies

Did you ever consider how important it is that you select the sealed fruits that are guaranteed to contain no colorings, preservatives, hayseeds, etc?

The **E.D.S. Brand** of **Jams, Jellies** and **Sealed Fruits in Glass,** are made solely from Pure Fruit and Granulated Sugar.

See that the name "E. D. SMITH" is on the label.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON

NAVELS

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS **Guelph, Ont.**

—NOW—

SYRUP OF MALT

and

EXTRACT OF MALT

are not for a drug store, but a grocery store. They are not medicines. They are better than medicines.

A Sample Will Convince You.

GEO. SLEEMAN, Guelph, Ont.

Water Cress, per doz.		0 20
Parsley, " "		0 20
Mint, per doz bunches		0 20
Green peppers, per basket		0 50
Celery, per dozen	0 35	0 60
" Californian, crates, 6 to 8 doz		4 75
Vegetable marrows, per dozen		0 75
Parsnips, per bushel	0 50	0 60
Squash, " doz	0 75	1 00
Artichokes, per bushel		1 00
Salsify, per dozen bundles		0 40
Lima beans (new crop), per lb		0 06½
White beans (primes), per bush		1 75
" (hondpicked), per bush		1 90

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

To Wish Our CANADIAN CUSTOMERS

A MERRY CHRISTMAS

AND

A HAPPY NEW YEAR

G. F. SUTTON, SONS & CO.

LONDON, England

MONTREAL MARKETS.

Green Fruits.

Trade in green fruits has been on the quiet side with jobbers. Retailers have been waiting until old stocks were closed out before stocking up with fresh goods for Christmas and holiday trade. Prospects are bright for a good holiday trade. Sweet potatoes are selling at $4.50. This difference in price on last week's quotation is due to arrival of different varieties, (Vinelands) which are now in demand. The first car of California celery arrived last Friday and was sold freely at $5.00. This is very good considering the quantity of ocal stock still held on the market. Cranberries remain firm and stocks light. Several cars of navels arrived during the week and these show up in better condition, not being so green. We quote:

Navels	3 25	3 75
Dates, per lb		0 03½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	4 50	5 00
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	4 25
Sweet potatoes, per bbl		4 50
Lemons, per box		2 75
Jamaica oranges, per bbl		4 25
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N.S.		12 00
" Cape Cod		13 00
Spanish onions, cases		2 75

Vegetables.

There is no change in the local vegetable market, with the exception that potatoes are showing up firmer and prices are advancing. Yellow onions are very scarce and red onions in good demand at $2.25 to $2.50 per barrel. The arrival of new California celery has stimulated business in these goods, although stocks of local production are still fairly good. We quote:

Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, per doz		0 40
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

MANITOBA.

Green Fruits.

The first Japanese oranges arrived in town this week. The California orange and lemon market is weaker. Strong local competition is reported in oranges and lemons and prices quoted are subject to probable concessions. We quote as follows:

Oranges and Lemons.

Fancy California navels, 126's, per case	4 00
" " " "	4 50
Japanese oranges, per case	0 70
California lemons, 300's and 360's, per case	6 00

Ontario Winter Apples.

Northern spies, XX, per bbl	4 50
" XXX, per bbl	5 00
Tolman sweets and russets, per bbl	4 00
Almeria grapes, per keg	6 50
Winter pears (B.C.) per case	3 50
Cranberries (Jersey), per bbl	12 00

Vegetables.

We quote:

Valencia onions (large cases), per case	4 00
Spanish onions, per case	1 25
Native onions, per lb	0 03

"What Think You On 't"?

Blue Ribbon Ceylon Tea is worth every bit of commendation it receives. The fact that it has never "gone back" in quality is cause enough for its "going forward" in esteem.

It is important that your tea selection include

Blue Ribbon Ceylon Tea

—so important that you should give the matter consideration **now** and order forthwith.

40c. is the price **Red Label Line** sells at. 50c. is the price it is worth. That "extra worth" at "other price" influences sales—for **you.**

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

Season 1905

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

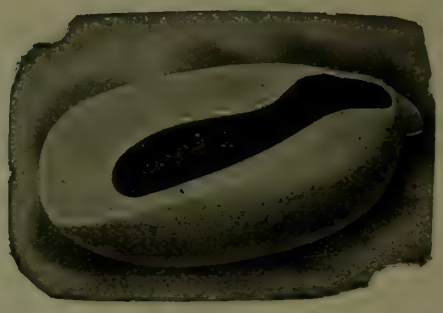
PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

Cold weather is a particularly good growing time for sales of

"Halifax," "Acadia" and "Blue-nose" Brands of Prepared Codfish—and of Halifax Fish Cake and Shredded Codfish

Because people's appetites are better and they like something snappy for breakfast. Are you sharing in the growing time?

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

FRESH AND CURED FISH

TORONTO.

HUSTLE and bustle is the way things are going on the local fish market. Everywhere are signs of activity, arrivals are well on time and in full abundance, yet it is often found difficult to keep the demand satisfied.

The arrangements made this season with regard to the oyster market has proved so far satisfactory, the continuous supply comes well to hand each day about noon, and is often disposed of before night. The quality is pronounced as excellent, far in advance of what is usually expected, and trade has been booming.

Deep sea fish appears to be gaining in favor and dealers have their eyes on the "Scotch Lassies" and much speculation is indulged in as to whether their visit will result in adding "Scotch cured haddies" to our already interesting list of fish foods.

The earlier prices are still ruling firm and steady and no change is expected this side of the holiday.

PACIFIC DEEP-SEA FISH.

PROF. E. A. PRINCE, who is in Vancouver at present, speaking of the fisheries on the coast says that he believes the deep sea branch of the industry will become in the near future one of the greatest assets of the province. The business has only been touched very lightly yet, but this neglect cannot continue much longer.

Attention is being attracted to the value of the deep sea fisheries, and information on the subject is being sought.

The halibut is about the only fish which at the present time is taken in anything like commercial quantities in the waters of the Pacific Coast. The industry is capable of extension in this branch, and there are other classes of fish which will yet become more important to the province.

Among them is the herring, which at the present time is attracting a great deal of attention. This is due in large measure to the interest shown by the Dominion Government in enlisting the services of J. J. Cowie, the Scotch expert, who has been engaged to give information on the improved methods of curing fish.

Speaking of the subject of curing herring in Scotland, Prof. Prince points out that the best selling variety of kippers put up by the Scotch fishermen is of a very mild type. This finds a ready sale in various parts of Europe, noticeably in some of the German states, where only the best trade is catered to.

Prof. Prince thinks that the cod fisheries of the coast will become very important. There are evidences that the true cod exists in some of the northern waters, although no systematic effort has been made to prove the presence of the fish in commercial quantities. There are also black cod and ling cod in the British Columbia waters which will all prove valuable.

SCOTCH KIPPERED HERRING.

Merchants were yesterday in receipt of Nanaimo kippered and bloated herring put up under the direction and supervision of Mr. Cowie and his Scotch lassies. The fish sold at two pounds for 25 cents. In appearance the cured herring look fine and it is expected there will be an excellent demand for the local product.

The stores are also displaying a large line of smoked halibut from Vancouver. It has been some two months since this article was last on the market, and now that a satisfactory settlement has been arrived at by the fisheries commission, the supply of cured halibut should be plentiful.

HERRING INDUSTRY PROSPEROUS

If one may judge from the present indications, the herring industry at Nanaimo will be given the biggest impetus in its history this year. The fish are now running steadily, and all the various salteries and curing establishments are in full swing with orders booked ahead for the next three months. One important advancement in the industry over previous years is the opening up of eastern markets hitherto enjoyed exclusively by Atlantic fishermen.

The steamer Squid of the New England Fishing Co., took in seven tons of fish this morning in half an hour. A steamer fouled a large net of the Nanaimo Co., resulting in the loss of a large quantity of herring to that concern.

TO PRESERVE THE SALMON.

The decision of the International Fisheries Commission to advocate a closed season during 1906 and 1908 will unquestionably meet with the approval of the public, says the Vancouver Province. It is recognized that the conservation of the salmon industry in these waters must be assured, and that unless steps toward that end are taken without delay, the red salmon, which is its mainstay, may become extinct. It is to be hoped that in addition to making this recommendation, the Commission will at its approaching sittings formulate such definite rules and regulations for the protection of the fisheries on both sides of the boundary line that slaughterous methods, which in some cases at least have been pursued in the past, will be completely suppressed. All efforts on the part of the Government to perpetuate the salmon by means of hatcheries must practically fail unless the fishermen of both countries have regard to the prohibition.

GROCERY BROKERS' HOCKEY CLUB.

The following officers were elected at the annual meeting of the Grocery Brokers' Hockey Club: Hon. president, J. L. Watt; hon. vice-president, Henry Wright; president, R. S. McIndoe; first vice-president, J. H. Summers; second vice-president, W. H. Millman; secretary-treasurer, A. R. Millman; manager, A. S. May; captain, R. W. Banks; patrons, W. G. A. Lambe, P. L. Mason, J. Scott, C. L. Marshall, J. S. Donaldson, A. B. Lambe, C. W. Powis, Geo. Stanway, Jos. Wilson, R. W. Hayter, C. H. Anderson, Wallace Anderson, C. E. Kyle, J. M. Lobb, W. G. Patrick, Hugh Lamb, J. H. Lehmann, A. Mossman, T. Wilson, F. Morley, F. Hudson.

SALUBRIOUS WESTERN CLIMATE.

SECRETARY W. A. COULSON, of the Retail Merchants' Association of Western Canada, kindly furnished this paper the other day with the table printed below, showing the maximum and minimum temperatures in Edmonton from October 8 to November 16. Mr. Coulson had been spending some time in Edmonton and was in love with the climate. Eastern readers who imagine the west to be a frozen wilderness should examine the following table:

		Max.	Min.
Oct.	8	43	32
	9	41	34
	10	60	22
	11	59	39
	12	51	37
	13	47	33
	14	53	36
	15	48	31
	16	43	23
	17	18	12
	18	27	7
	19	44	2
	20	45	33
	21	51	33
	22	52	33
	23	48	33
	24	48	27
	25	41	32
	26	33	24
	27	21	14
	28	31	14
	29	41	11
	30	44	25
	31	42	30
Nov.	1	52	30
	2	18	30
	3	53	33
	4	11	32
	5	41	21
	6	18	35
	7	55	10
	8	59	33
	9	59	30
	10	62	26
	11	59	32
	12	65	34
	13	53	33
	14	49	27
	15	51	43
	16	57	33

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

It Can't Be Done

Fine Chocolates can't be made of poor material. The rich, delightful flavor of

Stewart's Delicious Chocolates

is the best proof that they are made of the best Chocolate, pure sugar and fruit flavors.

At All Dealers

The STEWART COMPANY LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

More Chocolate

is used now than was thought of or hoped for by the trade.
The increase in consumption in Canada is largely due to

MOTT'S CHOCOLATE

whose "DIAMOND" and "ELITE" brands have been Canada's BEST brands. They are to-day your best trade winners.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

CHRISTMAS WINDOW ATTRACTIONS.

THERE is little question but that the coming Christmas time is a most opportune one for the grocer intending to push his lines of confectionery; by falling in line right away he will be able to get ahead of his trade and make a good showing.

A little thought and care will work wonders by way of stimulating trade. The greater number of the public are "followers," not "leaders," and it is well for the storekeeper to ever keep this in mind.

A little novelty in display, especially in the show window, will accomplish a good deal. An excellent idea at a holiday season is the moving figure for the window, of which there are many designs. The attention of the passer-by is immediately arrested, and if a fine show has been arranged a customer is almost certainly scored.

POPCORN SURPRISES THE ENGLISH MARKET.

EVER since that historical occasion when Sir Walter Raleigh's servant dashed a mug of ale into that distinguished courtier's face, English customs, English markets and even English palaces have been subject to invasion from this country. Beginning with tobacco smoking, the Englishman has gradually succumbed to the influence of innovations that had their origin in this country, until now almost anything new that makes its appearance in London is at once put down to American origin.

* * *

Latest of all "invasions" from this side is popcorn, which was first really "introduced" into London last Spring. In a little over six months the British appetite has fallen a victim to the habit which has long enthralled the small boy and his sister in this country, as well as those of more mature years, who seek the seaside resorts in the Summer time.

* * *

Not only London has succumbed to "Maizypop," as it is called over there in deference to English diction, in which "corn" means any sort of grain, but the provinces have been calling out for it, and the equipment of the original factory has just had to be quadrupled in order to meet the demand. S. W. Bonsall, who is responsible for launching this peculiarly American commodity upon the British public, anticipates having to obtain much larger quarters in the Spring.

* * *

Mr. Bonsall, who is at the head of a big trunk concern in New York, of whose wares he is the inventor, returned the other day on the Amerika, of the Hamburg-American line, after a month's visit to London, whither he was summoned by a "hurry call" from his manager over there, who, it appears, was almost appalled at the rapid growth of the popularity of "maizypop" among the Britishers.

* * *

"The idea of taking popcorn over there entered my mind during a visit to London last year," said Mr. Bonsall. "Before I went over last Spring with my manager and a Coney Island expert popcorn maker, I had arranged to control the exportation of a certain kind of popcorn, the best on the market, and of popcorn machinery for a term of years.

"By letting the people I dealt with see I was in earnest I was soon in possession of a big building in Tottenham Court Road, and waiting until Easter Monday, which is a bank holiday in England, I sent a wagon load of maizypop out to Hampstead Heath, where I knew there would be a big crowd of holiday makers. When I reached there in the afternoon I found no trace of the van, but in a side street near by a great crowd was collected.

"In the centre was the wagon, leaning against which was my Coney Island 'expert,' who was weeping bitterly. The necessary license had been forgotten, and a 'bobby' had prevented the vender from selling the stuff. I ordered the maizypop to be given away, and it was a sight to see the mob fighting for the packages as they were distributed.

* * *

"Knowing that the question of the unemployed was a serious one in London, I determined to obtain my street vendors through the guardians of the poor in the different boroughs of London. I stipulated that they should supply me with men who were in need of work and willing, preferably those with families. I bought clean white uniforms, transforming these ragged, miserable creatures into fine, clean, respectable looking men and sent them out, each with a fresh suit of clothes every morning. Each carried twelve dozen packages in a neat basket and was given what they call over there a 'pitch,' that is a certain district which he was to occupy exclusively during the day. As these men were practically guaranteed by the various bureaus which sent them, I required no deposit of any kind from them, but they were trusted with the product until it was sold.

* * *

"As a result of my obtaining salesmen through the guardians, together with our treatment of them and disposition toward them, and the facility with which they make money, earning, many of them, more than they had ever made before in a week, and knowing that if I did not employ them they would be dependent on the city for support, the police have recognized my vendors and have favored them. There seems to be a tacit understanding that they be allowed privileges such as are given to no other street sellers.

* * *

"The only reason that we have been able to keep up with the demand in London at all is that during the middle of the week there is a lull. Men are paid

"JUST OUT"

A grocer can feel sure that he will not receive any "lifeless" biscuits from the Mooney Factory.

Perfection Cream Sodas are packed piping hot, so that all the crispness and fragrance, characteristic of biscuits just out of the oven, is retained in every tin.

are just as delicious when sold in your store as when they are shipped from the factory. Of how many makes of soda biscuits can the same be said?

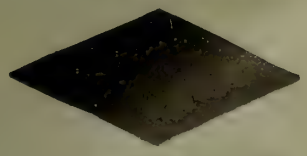
Order a case of

PERFECTION CREAM SODAS

and know what brisk biscuit business is.

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

BISCUITS

are either good, bad or indifferent. You'll always find ours good—very good. If you try some of the following lines satisfaction will be yours.

Vanilla Bar
Lemon Bar
Cocoanut Crisp
Cocoanut Taffy
Cocoanut Bar
Lemon Crisp
Fig Bar
Chocolate Fingers
Chocolate Wafers

and other lines too numerous to mention.

IMPERIAL BISCUIT CO., Limited
GUELPH, ONT.

Erin's best

is a good Best, as exemplified by

Jacob's Biscuits

You'll find them a good, tasty line, different from the ordinary —the kind that will appeal to your better-class trade.

"Windsor Wafer" is a nice, cool, crisp, tasty sandwich.

"Kiel Finger" is a delightful shortbread biscuit. Ask our agents for samples.

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones,
Box 623 Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

off on Friday night. On Saturday, Sunday and Monday business is tremendous. On Tuesday it begins to fall off, decreasing on Wednesday, and more on Thursday and Friday. This has enabled our output to catch up.

• • •

"Now one remarkable thing is that notwithstanding the fact that until I went abroad this last time we had absolutely refused to sell our goods outside of London, finding that we could dispose of our entire production in that city, I found when I advertised for agents in provincial papers that 'maizypop' was apparently known everywhere in England, as was shown from the contexts of the vast number of applications received.

• • •

"The product we have put out in London differs from the popcorn one buys at Coney Island and such places. We put it up in a kind of package that insures cleanliness, and it is being recognized as good, digestible and nutritious. We manufactured several little things—side lines—when we first started, but we had to give up the candy shop idea entirely and devote ourselves exclusively to maizypop.

• • •

"Maizypop has penetrated even the fashionable West End of London, and in some households is superseding the toast and marmalade which for centuries have been the accompaniment of the Englishman's morning tea or coffee. I was at the Lord Mayor's banquet just before I left, and after Mr. Balfour's speech about the unemployed a knot of men got around me in one of the little rooms adjoining the banquet room and asked me all sorts of questions about my system of employing men. I was introduced to a Member of Parliament, who told me that every member of his family ate maizypop.

• • •

"My experience in London has convinced me that notwithstanding the reports we hear that American firms cannot do business over there, the English capital affords one of the greatest fields in existence for American enterprise. Honest American business methods, if rightly pursued over there, will win out every time. It is a city of marvellous opportunities. London is an altogether different sort of place from the provincial cities, which are wide awake and hustling. It is dead, but it can be awakened.

"But let me suggest that any American who goes over there with the idea of 'doing' English tradesmen is making a wrong move. No 'skin game' originating over here can succeed. Any man who expects to fool the London tradesmen is sure to have his eye teeth taken from him.

• • •

"Another thing is their intolerable slowness. One has continually to storm and swear at them, to call them all the worst names in the calendar—and it is remarkable what they will stand for—but when they see one is in earnest, they move with surprising alacrity.

"I wanted some special tin boxes made for a salesman. I was told it would take three weeks to get them. 'We have tin factories in America,' I told them, 'from whom I could get what I wanted delivered in London in ten days.' Under threat of cabling to New York I actually got what I wished in three days.

• • •

"My manager was beset at first by all sorts of people who wanted to see our plant and get at our methods. His experience with them was such that he refused to let anybody see the inside of the factory. I recently adopted the policy of throwing our works open to public inspection. We are bound to have imitators, but I know that there is no Englishman who would imitate my product but who would adulterate and in the end 'queer' his own business."

GREAT BRITAIN TEA DRINKING.

In the year 1700 the importation of tea into Great Britain was about one hundred thousand pounds, at an average cost of sixteen shillings per pound, the duty on tea having been about two hundred per cent. during the eighteenth century. To-day Great Britain imports more than two hundred and fifty millions of pounds.

To Enjoy to the Full These Beautiful Days Every Grocer Should Drink

Van Houten's Cocoa

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Why Some Grocers Have Not Met With Cigar Success

Perhaps you are discouraged with cigar results in your store—think the business is all going the other way. Have you given cigars the same attention you have given groceries? Have you arranged them with the same care and precision? Have you stocked only "good-reputation" cigars?

No grocer was ever known to give up cigar-selling who, first, was "particular" in his selection, and, second, "particular" in the attention given to his selection.

If the grocer was "particular" in his selection he would seek "Ideal Smokers," "Ideal Sellers," cigars whose "taste value" could travel, whose aroma could tell tales of delight to others.

PEBBLE AND PHARAOH

would be the cigars selected. They would be arranged with an eye to catching new smokers, and, of course, business would grow. The "5c." buyers would ask for the **PEBBLE**; the "10c." buyers would ask for **PHARAOH**, and the boxes would "go down."

No failure there! It's the **difference** in cigars that makes the **difference**. Secure the right kind of cigars and the right trade comes naturally.

PEBBLE and **PHARAOH**—1,000 assorted—there you are!

"I want my cigars to be known as the cigars that are always good."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Increased Sales: The Record of T. & B.

While many tobaccos have been experiencing a "see-saw" course, ***T. & B.*** has been steadily growing in public favor.

There could be no chance business about ***T. & B.*** increased sales. They are merely the indication mark that lived-up-to claims are treated fairly and squarely.

To know how to make good tobacco is one thing; to ***make*** good tobacco, and ***make it continuously,*** is another thing. ***T. & B.*** is an "always good" tobacco, hence the steady trade.

The increased sales of ***T. & B.*** should be of interest to you—should be the means of eliciting your first order or, if you already keep a stock, be the means of strengthening the conviction that you have a good article.

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

CIGARETTES AND INSANITY.

"DOES cigarette smoking cause insanity? was the direct question asked by a committee of the Medico-Legal Society of New York of the medical superintendents of the hospitals for insane of the United States, and not a single case was reported in answer," says Dr. Willian B. Fletcher in Medical Progress. "Responses from alienists of Europe showed great surprise, as the subject had never been thought of by them. Personally, I have examined over 200 works on insanity published in English with the essence of German and French literature by translation, and by no alienist or medical writer of any repute is the word cigarette found in relation to causation, nor is smoking tobacco in any form mentioned in connection with mental disease.

"In the past twenty years I have examined over 1,200 cases of nervous disease and insanity where the cause of the malady was given by their friends as the cigarette habit. In not one case have I reason to believe that tobacco had anything to do with the causation of the disease. The patients were all young men, and some of them insane without doubt. Some of them smoked cigarettes to excess; the excess was not the cause of the insanity."

AMERICAN TOBACCO TRUST IN ENGLAND.

AMERICAN trusts of every description have just received a severe blow in England. The decision given in the court of appeal in the litigation brought against Ogdens Limited, the great tobacco firm, by retail tobacconists, will have a far-reaching influence on every American industry which attempts to establish a monopoly in England.

Retail tobacconists are jubilating over their really great victory. They will be able to compel the trust started in England by Mr. Duke to disgorge the best part of $7,500,000 and besides this the trust will have to pay an additional $3,500,000—making the colossal total of $11,000,000.

The next step in this litigation, however—when the assessing of damages goes before a British jury—will undoubtedly be the one topic of conversation among smokers all over the world.

The man who has conducted the fight on behalf of the 4,500 retail tobacconists organized to oppose the Duke combine, is Henry Jerrold Nathan, chairman of the Ogden's Bonus Association. Seen at his office, No. 10 Throgmorton avenue, Mr. Nathan said:

"Our organization— the Ogden's Bonus Association—is the only company ever formed for the express purpose of litigation. We have won, hands down.

"When Mr. Duke came to England four years ago as the representative of the trust, he bought out Ogdens by offering the English tobacco company $1,000,000 a year for four years; and the whole of the net profits; and at the same time, he obtained agreements from 500 tobacconists that they would not deal with any other concern. When he had all these agreements, he disposed of the good will of Ogdens, which, of course, carried the signatures of the tobacconists to the Imperial Tobacco Co. for $7,500,000. He then sent a check to each of the tobacconists, with a circular, telling him he was no longer in business, the check being the proportion of the $1,000,000 for the first year.

"This high-handed proceeding resulted in my forming the Ogden's Bonus Association for the purpose of claiming the undistributed bonus (as agreed by Duke) of $3,500,000 and also the four years' profit. We went to law over the matter and won. Duke carried the matter up on appeal, and every judge confirmed the lower court; in fact, the appeal was contemptuously dismissed, with costs, which are very heavy.

"The action of the American Tobacco Trust in this matter has affected the standing of every American business in England. Up to this time, English businessmen have regarded the trusts as straightforward business enterprises, seeking fields of legitimate exploitation. The deliberate attempt of the tobacco trust to stand from under its obligations has made businessmen in England distrustful of American integrity. It will take English dealers a long time to recover from this blow.

"We are sure of getting our money from the trust, as it is all in this country; and they cannot get out of paying. Naturally, our association is elated at the prospect of getting nearly $11,000,000 out of the trust.

"Our victory will not necessarily reduce the price of tobacco—at least not just at present, though something in this direction may result later on. We have broken the strength of the trust in England. The action of this American combine has hurt American business enterprises very seriously in this country."

THE COMMON CLAY PIPE.

Whilst there are many stores in the big cities that hardly ever have a call for the common clay pipe, in the smaller towns and in the agricultural sections there are vast quantities of them sold annually, and dealers in such localities might find it worth while to occasionally put them in their show windows.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

JAPAN TEA ADVANCEMENT.

MR. SHAW T. NISHIMURA. the well known Canadian representative of the Central Japan Tea Traders' Association, who has lately returned from a seven months' trip to his native country, was pleased to grant The Grocer an interview on subjects relating to Japan tea affairs.

"I noticed a great improvement in the tea factories of Japan since my previous visit. There are a great many more and all well equipped factories in the interior of the Shizuka district, where 60 per cent. of Japan tea is planted. These factories are using up-to-date machinery for refining purposes, as well as receiving, sifting and grading the teas. Five or six years ago all this work was done by hand. Some of these interior factories are shipping as much as the foreign shippers in Yokohama and Kobe. From what I saw and learned, the tendency of the Japan tea business is gradually towards the handling of the tea by the native shippers, and no doubt a good success will be made if the planters will endeavor to learn what kinds of teas are suitable for the different consuming countries. Up to within a few years ago all the native shippers were rather inexperienced in business matters and did not seem to be able to exactly catch the idea of what was wanted by importers on this side.

"Most of my time was occupied during my stay in Japan, in visiting the different tea plantations and instructing large factories to prepare samples for me, until I was satisfied myself. I am pleased to say that I now have more suitable teas for this market than have been procurable during the last four years. It is gratifying to know that my work was of great advantage to the shipper, as well as to myself, as the sale of Japan teas during my absence was larger than during previous seasons and at the same time more satisfactory to buyers here. My intention is to make these native shippers in the interior, all well acquainted with Canadian trade requirements.

"The native growers by adopting the plan of picking the leaves daily are able to retain the original flavor of the leaf, while shippers in the large cities, such as Yokohama and Kobe, are compelled to wait until such raw leaf is packed in loose bags and shipped to their factory, which always takes several days from the country points. It is decidedly an advantage to get the tea cured right on the plantation and when the native shippers have accomplished the proper way of curing the tea to perfection these interior prepared teas will have a great advantage and be better teas all round than city factory bulked teas.

"The price of Japan teas this year has been gradually advancing to the end of the season. The crop was 25 per cent. shorter than last year, owing to the late and long Winter, which made the new season open later than usual for first crop teas; and during the second crop for nearly three months there was an extraordinary fall of rain, thus spoiling the style of the leaf and good quality, with also less crop. The third crop was also a failure, the whole aggregating a short crop of from ten to twelve million pounds this year. The shipment to Canada is, therefore, much shorter than last year, which will naturally cause a much higher market than at present, and undoubtedly higher prices later on. When I left Japan in September the market was practically closed."

Asked as to the general development of trade in Japan, Mr. Nishimura said: "I cannot say that since my last trip four years ago I could point to any specific improvement, excepting the almost general use of electricity in the larger cities and consequent change from horse cars to electric cars, also an improvement in the style of building architecture, which is of a western character, but throughout the whole Empire an intellectual awakening is noted. Since the conclusion of the war with Russia all commercial and industrial enterprises have started to wake up, as times during the war were too unpropitious for any ventures. Japan was on the point of awakening to full development some five years ago, after the panic resulting from the previous war with China, when this war with Russia was undertaken, and now that the last great war is settled everything will go forward with a swing of progress. No doubt there was a feeling of dissatisfaction in the Empire that the war indemnity demanded of Japan was waived by the peace plenipotentaries, and numerous serious disturbances occurred expressing disapproval of the public in this matter, but undoubtedly in the end the nation will benefit as the people will be more frugal in their living and more energetic and shrewder in business enterprises, until they get all the national debt paid and bring Japan to a standing where it should be, that is, one of the first-class powers.

"There is a heavy burden on the people of Japan as a result of the very expensive eighteen months' war with Russia, but I feel confident that we will emerge from the troubles and burdens imposed upon the people within a few years."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

IF

U R YYY

YOU WILL BUY

HOGEN-MOGEN AND ROYAL SPORT CIGARS

(5-Center) (10-Center)

Because they are ready sellers and the inducements we offer are unexcelled. These cigars are the pick of the trade. Order a 1,000 assorted. Do it to-day.

Special Preparations for Holiday Trade.

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

CRITICISM OF A. A. McKAY'S NEWSPAPER AD.

THE specimen advertisement reproduced this week is decidedly in contrast to any of Rowat's advertisements reproduced in this department a few weeks ago. Mr. Martin Garnon, who prepared the advertisement herewith given, and sent a copy of it in for review, says it appeared in their local paper. They run some such advertisement each week.

* * *

McKay's advertisement is successful from the price standpoint, except in one or two instances. The corn item would undoubtedly have been more valuable if "3 for 25c" had been displayed prominently instead of "per can 9c." The arrangement of salt and beans, which on the basis of consistency could have a similar argument lodged against them, are satisfactory because a little salt "goes a long way"; also a few beans.

* * *

A general glance over the advertisement affords a few loopholes for what, in the hands of some critics, might be more than semi-caustic comment. The word "they" could fittingly have found a place in one of the opening sentences. A humorist could make funny deductions from the creamery butter item. Cooking eggs, as a rule, are not guaranteed. The compositor, or somebody else, evidently confused raisins with laces. The statements about sugar are not clearly worded.

* * *

The advertisement covers a lot of ground, but therein lies its chief weakness. It is a question whether many people would wade through so much detail. It strikes me it would have been far better to have run separate announcements—in the same amount of space—one on Friday and Saturday price features, the other on Christmas fruits.

* * *

This change would have minimized the solid appearance of the advertisement and have made easier the driving home of the impression, "Here are the right goods at the right prices. Come out and buy them!"

* * *

As the arrangement is at present, nothing, outside of prices, is particularly prominent. Like the chain, an advertisement is only as strong as its weakest part. Prices in "black face," try as they might, cannot give life to cramped details.

* * *

But even on the present basis the arrangement could have been improved. Christmas fruits could have been set in display type and Florida oranges, Force, sugar, etc., in smaller type. The cross rules could have been omitted and the columnar rules run through, which would have given an unbroken connection to the whole, while permitting subsidiary divisions.

* * *

It is unfortunate that the lay-out of the advertisement is not superior, for Mr. Garnon ostensibly has a clear grasp of grocery details and writes thereof with snap and vim. True, in the heading he evinces a tendency towards the sensational rather than the practical. However, he soon forsakes that tendency and gets down to live facts.

* * *

As timely information for regular buyers at McKay's store this advertisement might account favorably for itself, but, then, that is not the entire purpose of advertising. The chances are regular customers would visit the store on Fridays or Saturdays from past experience, but prospective customers!—how would this advertisement appeal to them?

* * *

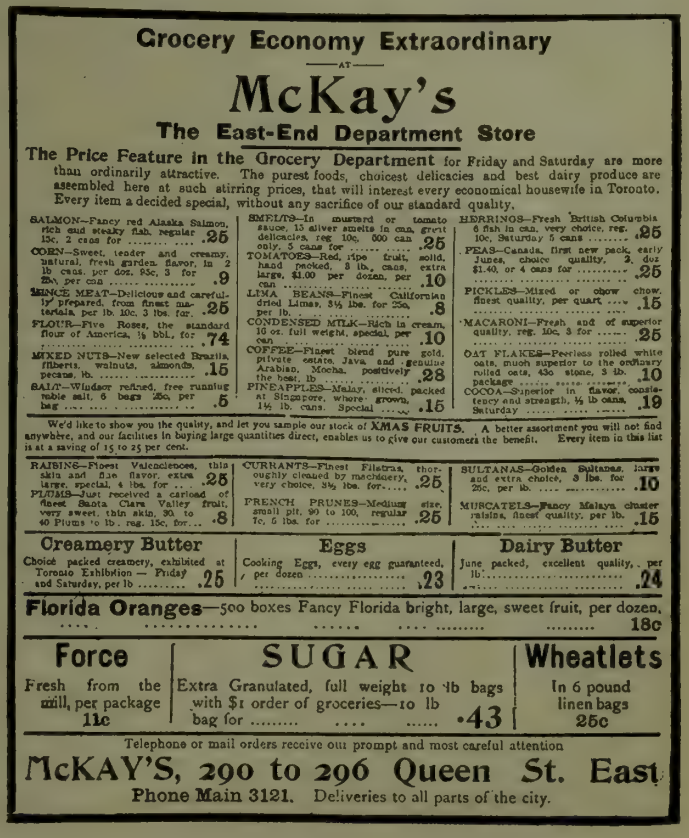
To comment on the advertisement's relationship to the prospective customer is to border on phases of publicity always worth remembering—in advertising you have not got the floor to yourself. All eyes are not on your announcement. You can only hope to get a share of attention, and it takes method as well as persistency to get even that share.

* * *

I think that at this time of the year the "Christmas idea" is worth pitching upon in full force. I would subordinate price features, special sales and other counter attractions. The stores that get the biggest returns around Christmas are the stores that give "season" the biggest attention.

* * *

There are times when a reputation for retailing at low prices is not a valuable stock in trade. As long as a certain class of people hold to him the "price" man is safe, but naturally he has to sell more goods than his rival to lop off the extra losses due to the reductions; and can he always be sure he will sell more goods? Prices are assuredly not a weighty factor at Christmas time. The quality of the groceries, the way they are displayed, the treatment extended to the public—these count more.



Grocery Economy Extraordinary

—AT—

McKay's

The East-End Department Store

The Price Feature in the Grocery Department for Friday and Saturday are more than ordinarily attractive. The purest foods, choicest delicacies and best dairy produce are assembled here at such stirring prices, that will interest every economical housewife in Toronto. Every item a decided special, without any sacrifice of our standard quality.

SALMON—Fancy red Alaska Salmon, rich and steaky fish, regular 15c, 2 cans for ..... .25

CORN—Sweet, tender and creamy, natural, fresh garden flavor, in 2 lb cans, per doz. 95c, 3 for 25c, per can 9

MINCE MEAT—Delicious and carefully prepared, from finest materials, per lb. 10c, 3 lbs. for .25

FLOUR—Five Roses, the standard flour of America, ½ bbl, for ..... .74

MIXED NUTS—New selected Brazils, filberts, walnuts, almonds, pecans, lb. ..... .15

SALT—Windsor refined, free running table salt, 6 bags 25c, per bag 5

SMELTS—In mustard or tomato sauce, 15 silver smelts in can, great delicacies, reg. 10c, 600 can only, 5 cans for ..... .25

TOMATOES—Red, ripe fruit, solid, hand packed, 3 lb., cans, extra large, $1.00 per dozen, per can ..... .10

LIMA BEANS—Finest Californian dried Limas, 3½ lbs. for 25c, per lb. 8

CONDENSED MILK—Rich in cream, 16 oz. full weight, special, per can ..... .10

COFFEE—Finest blend pure gold, private estate, Java and genuine Arabian, Mocha, positively the best, lb ..... .28

PINEAPPLES—Melay, sliced, packed at Singapore, where grown, 1½ lb. cans. Special ..... .15

HERRINGS—Fresh British Columbia fish in can, very choice, reg. 10c, Saturday 5 cans ..... .25

PEAS—Canada, first new pack, early Junes, choice quality, 2 doz $1.40, or 4 cans for ..... .25

PICKLES—Mixed or chow chow, finest quality, per quart ..... .15

MACARONI—Fresh, end of superior quality, reg. 10c, 3 for ..... .25

OAT FLAKES—Peerless rolled white oats, much superior to the ordinary rolled oats, 45c stone, 3 lb. package ..... .10

COCOA—Superior in flavor, consistency and strength, ½ lb cans, Saturday ..... .19

We'd like to show you the quality, and let you sample our stock of **XMAS FRUITS.** A better assortment you will not find anywhere, and our facilities in buying large quantities direct, enables us to give our customers the benefit. Every item in this list is at a saving of 15 to 25 per cent.

RAISINS—Finest Valencienes, thin skin and fine flavor, extra large, special, 4 lbs. for ... .25

PLUMS—Just received a carload of finest Santa Clara Valley fruit, very sweet, thin skin, 30 to 40 Plums to lb., reg. 15c, for... .8

CURRANTS—Finest Filatras, thoroughly cleaned by machinery, very choice, 3½ lbs. for ..... .25

FRENCH PRUNES—Medium size, small pit, 90 to 100, regular 7c, 5 lbs. for ..... .25

SULTANAS—Golden Sultanas, large and extra choice, 3 lbs. for 25c, per lb. ..... .10

MURCATELS—Fancy Malaya cluster raisins, finest quality, per lb. ..... .15

Creamery Butter	Eggs	Dairy Butter
Choice packed creamery, exhibited at Toronto Exhibition — Friday and Saturday, per lb ..... .25	Cooking Eggs, every egg guaranteed, per dozen ..... .23	June packed, excellent quality, per lb ..... .24

Florida Oranges—500 boxes Fancy Florida bright, large, sweet fruit, per dozen 18c

Force	SUGAR	Wheatlets
Fresh from the mill, per package 11c	Extra Granulated, full weight 10 lb bags with $1 order of groceries—10 lb bag for ..... .43	In 6 pound linen bags 25c

Telephone or mail orders receive our prompt and most careful attention

McKAY'S, 290 to 296 Queen St. East

Phone Main 3121. Deliveries to all parts of the city.

For Christmas week I think a grocer might run a few advertisements with permanent headings something like "Extra good news for Christmas," "Christmas opportunities at the Best Store," etc. The details, of course, should be changed each time.

* * *

In apportioning space I would give preference in both cases to the columnar advertisement, rather than to the "broad" advertisement. The columnar is the prevailing style in both magazines and newspapers and can be made quite effective. For instance, a 7-inch single column advertisement would be far more striking than a 2-inch three-column advertisement, while the cost would be about the same.

A. A. R.

The 88th Annual Meeting of the Bank of Montreal

THE eighty-eighth annual general meeting of the shareholders of the Bank of Montreal was held in the board room of the institution at noon yesterday.

There were present: Hon. Sir George Drummond, K.C.M.G., vice-president; Hon. Robert Mackay, Messrs, R. B. Angus, E. B. Greenshields, A. T. Paterson, R. G. Reid, Hon. J. K. Ward, Dr. W. Gardner, Messrs. G. F. C. Smith, F. S. Lyman, K.C.; Angus Hooper, George Durnford, Richard White, A. Piddington, Henry Dobell, John Turnbull, B. A. Boas, C. R. Black, Henry Morton G. A. Greene, L. Sutherland W. H. Evans, M. S. Foley, W. Stanway, M. O'Shaughnessy, W. D. Gillean, D. Morrice, A. G. Watson, G. H. Matthews, P. F. McCaffrey, J. Scott, W. B. Blackader, James Tasker, Percy R. Gault, and John Morrison.

On the motion of Mr. R. G. Reid, Sir George Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, the Right Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. A. Piddington, seconded by Mr. Henry Dobell, it was voted: "That the following gentlemen be appointed to act as scrutineers:—Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

The General Manager.

The General Manager then spoke as follows:

I purpose confining my few remarks to the balance sheet submitted to you, and to one or two matters more closely connected with banking, leaving the general condition of business in the country to be dealt with by the Vice-President.

The principal feaures in the statement are the increase, since last year, of $2,000,000 in our circulation, an indication of the universal activity in business, and of $7,750,000 in deposits not bearing interest; but of this latter a considerable proportion was a temporary deposit made at the end of our fiscal year, and since withdrawn. Our deposits bearing interest show a satisfactory increase of $16,600,000. Our immediately available assets stand at $68,000,000, a greater amount than, as a rule, we consider necessary, but in view of the rather uncertain future of Continental finance, owing to the state of affairs in Russia and the somewhat boom condition in this continent, it is well to be strong, and in any case we are in a good position to take advantage of any desirable business offering. Our loans and discounts have increased $7,000,000, accounted for partly by the increased demands of the commercial community, and partly by the absorption of the People's Bank of Halifax.

The low rate ruling for call money in England and the United States during our fiscal year affected our profits adversely, as we are obliged to carry a large portion of our reserve in those markets; but of late there has been a decided improvement, which may be maintained during the winter.

Owing to the magnificent crop and the general activity in business, an unusual strain was placed on the circulation, but at the highest point attained by all the banks, about $79,000,000, there was still a margin of $4,500,000; and with the addition of new banking capital and the increase of branches, it seems as if, for some time to come, the circulation provided will be sufficient for the needs of the country. The advantage of the Canadian system has been amply demonstrated during the late pressure for money. Notwithstanding the heavy demands to move the largest crop in our history, the inferest rate to our people has remained normal. We have only to glance at the condition of affairs across

The Directors' Report.

The report of the Directors to the Shareholders at their eighty-eighth annual general meeting was then read by Mr. E. S. Clouston, General Manager, as follows:—

The Directors have pleasure in presenting the Report, shewing the result of the Bank's Business for the year ended 31st October, 1905:

Balance of Profit and Loss Account, 31st October, 1904		$ 583,196 01
Profits for the year ended 31st October, 1905, after deducting charges of management, and making full provision for all bad and doubtful debts		1,638,659 40
		$2,221,855 41
Dividend, 5 per cent., paid 1st June, 1905	$700,000 00	
Dividend, 5 per cent., payable 1st December, 1905	720,000 00	
		1,420,000 00
Balance of Profit and Loss carried forward		$ 801,855 41

Since the last annual meeting of the Shareholders, the Bank has acquired the Assets and Business of the People's Bank of Halifax, with twenty-six branches. The Bank has also established since the last Annual Meeting, Sub-Agencies at the following points, viz.: Altona, Oakville and Logan Avenue (Winnipeg), in Manitoba; Enderby and Nicola in British Columbia, and Hochelaga (Montreal), and is about to establish Sub-Agencies at Fort Rouge (Winnipeg), and Ste. Anne de Bellevue.

The headquarters building on St. James Street is now completed and in occupation.

In response to the desire expressed by a number of our Shareholders, the Directors propose that the dividend should be paid quarterly, instead of half-yearly, viz.: on the first day of March, June, September and December.

All the Offices of the Bank, including the Head Office, have been inspected during the past year.

STRATHCONA AND MOUNT ROYAL,
President.

The General Statement.

The General Statement at 31st October, 1905, is as follows:—

LIABILITIES.

Capital Stock		$14,400,000 00
Rest	$10,000,000 00	
Balance of Profits carried forward	801,855 41	
	$10,801,855 41	
Unclaimed Dividends	701 57	
Half-yearly Dividend, payable 1st December, 1905	720,000 00	
		11,522,556 98
		$25,922,556 98
Notes of the Bank in circulation	$12,996,181 00	
Deposits not bearing interest	31,438 001 32	
Deposits bearing interest	87,725,211 07	
Balances due to other Banks in Canada	150,459 14	
		132,309,852 53
		$158,232,409 51

ASSETS.

Gold and silver coin current	$ 5,089,152 36	
Government demand notes	7,221,980 75	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	507,000 00	
Due by agencies of this bank and other banks in Great Britain	$ 3,745,653 32	
Due by agencies of this bank and other banks in foreign countries	2,293,384 18	
Call and short loans in Great Britain and United States	37,961,908 00	
	44,000,945 50	
Dominion and Provincial Government securities	432,244 56	
Railway and other bonds, debentures and stocks	7,849,207 04	
Notes and cheques of other banks	3,532,500 32	
		$ 68,633,030 53
Bank premises at Montreal and branches		600,000 00
Current loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	$88,591,793 90	
Debts secured by mortgage or otherwise	289,340 03	
Overdue debts not specially secured (loss provided for)	118,245 05	
		$ 88,999,378 98
		$158 232,409 51

Bank of Montreal,
Montreal, 31st October, 1905.

E. S. CLOUSTON,
General Manager.

the line to see what fluctuations in rates for money the public are subjected to under the system there in vogue.

In March last, the Bank of Yarmouth failed under circumstances reflecting much discredit upon those responsible for its condition, and, for the first time since the incorporation of the Canadian Bankers' Association, that body had to exercise the power conferred upon it by Parliament in 1900, of assuming supervision of the affairs of a suspended bank.

A liquidator chosen by the Canadian Bankers' Association was subsequently appointed by the court sole liquidator. The results have been highly satisfactory, particularly when viewed in the light of what has followed former failures of Canadian banks. The winding up of the defunct bank has been conducted with remarkable expedition and economy, and the rights and interests of the creditors so well looked after that the liquidator has been able, in nine months, to pay all of their claims, with interest added thereto. That no loss to the depositors and other creditors of the Bank of Yarmouth has resulted from this failure is, it must be admitted, largely due to the prompt and creditable recognition by its unfortunate shareholders of their liability for the utter insufficiency of assets to pay the debts of the bank in question.

An interesting event in financial circles was the offering here of a portion of the Japanese loan, the first time in the history of Canada of any foreign loan being issued locally, and, considering the short time at our disposal, the success was surprising.

In conclusion, I may say that the one word written large in the records of Canada this year is "Prosperity." Railways, manufacturing industries, merchants, farmers, all are prosperous. Immigration grows steadily; labor has full employment, and is well remunerated. Probably never before have we had a twelvemonth of such universal prosperity, and it is during a year like this that everyone should set his house in order. Collections should be pressed, and manufacturers should husband their resources and strengthen themselves in every way; for they are to a great extent prosperous by the grace of their neighbors, and when adversity comes to other countries, the American bargain counter will be opened in Canada, and our manufacturers and their employees will surely suffer.

Vice-President's Remarks.

The Vice-President, in moving the adoption of the Directors' report, said:

The position of the Bank is fully exhibited in the statements laid before you and the remarks of the General Manager. Following, however, the practice of many years' standing, I venture to offer a few observations.

The remark has been made before, and is now repeated, that the profits of banking, and consequently the cost to the public of the use of money, are steadily decreasing. This is due mainly, I think, to the accumulation of wealth in the country, the consequent increase of the number of banking companies and of their capital, and the resulting keenness of competition. Proof of this is to be found in the following figures:

1st. As to the accumulation of wealth. The deposits in all the chartered banks in the Dominion, in 1870, were 49 millions of dollars, in round figures, omitting fractions of a million; in 1880, were 85 millions; in 1890, were 136 millions; in 1900, were 305 millions; in 1904, were 470 millions.

The Dominion Government Savings Bank held in the same year (1904), nearly 62 millions, making bank and Government deposits 532 millions.

2nd. As regards banking facilities. Five new banks have gone into operation since 1900, with an authorized capital of $9,000,000. Five have been absorbed into other banks, but their capital presumably remains under other control, and one bank, referred to by the General Manager, with a capital of $300,000, has failed. It may also be mentioned that charters have been obtained from Parliament during the last three years of eleven new banks, with a capital of $19,000,000.

As regards our own Bank, it has been the care of the Directors to advance with the times, and I give you a few figures to show the progress which it has made.

In 1863 the capital was $6,000,000; assets, $15,252,000.

In 1873 the capital was $11,296,831; assets, $34,252,000.

In 1879 the capital was $11,999,000; assets, $36,221,000.

In 1887 the capital was $12,000,000; assets, $42,000,000.

In 1890 the capital was $12,000,000; assets, $46,166,000.

In 1905 the capital was $14,400,000; assets, $158,470,000.

Our branches, which in 1863 numbered 29, are now 100.

General Trade of the Country.

A review in detail of the various trade and manufacturing industries may be summed up in the general report of almost unbroken prosperity. Probably never in Canada and the United States have crops of all kinds been better in quantity and quality.

In regard to one of our staple industries, the lumber trade, I am tempted to express the conviction that we are using up our resources in a most reckless fashion, certain to end disastrously unless we take prompt steps to treat it as other crops, and replant on an adequate scale.

The increase of manufactories, thereby creating a home market for produce of every kind, is most marked. In this city and neighborhood a great number of large factories are springing up, and whatever may be said of our tariff, it unquestionably has had the effect of inducing the manufacture in this country of goods previously imported, with all the advantages of increased employment and circulation of money in this country. A number of these manufactories are branches, or offshoots, of industrial organizations in the United States.

The value of the home market is not sufficiently appreciated, if the statistics published by a recent writer be true, that "Western Canada produced two and a half times as much wheat, twenty-five times as much oats, and thirty-four times as much barley as Canada exported."

The failures in Canada are considerably smaller this year than last, being. 1904, $11,189,223; 1905, $9,511,472.

The feature of the year, however, is the splendid crop which has just been harvested in the Northwest Provinces and in Ontario. As regards the former, the most sanguine anticipations have been realized, and it seems beyond doubt that the following estimates of this season's crop in Manitoba and the Northwestern Provinces are conservative:

Wheat, 90 million bushels, worth on the spot, say, 65c.; oats, 65 million bushels, worth on the spot, say, 25c.; barley, 13 million bushels, worth on the spot, say, 30c.; flax, 1-2 million bushels, worth on the spot, say, 80c.; rye, 1-3 million bushels, worth on the spot, say, 35c. In all, 169 million bushels of grain.

Of course, a proportion of these crops will be consumed by the farmer, as no doubt will all the root crops—of which potatoes alone are estimated at 8,000,000 bushels—as well as hay, but of these I take no account.

At the prices set down, it is not difficult to reach an approximate sum of 75 millions of dollars, or 15 million pounds sterling, to be distributed among a comparatively small population, and won from a soil which was considered barren, and surrendered to the wilderness only a few years ago.

In addition to the foregoing, and not included in the above estimate, 70,000 cattle were disposed of during the year in the Northwest.

Incidentally, I may mention that I am informed by expert millers, that this year's wheat is so good in quality that 7 per cent. less of it is required to produce a given quantity of flour than an average.

It is asserted that the area so far brought under cultivation does not, from the most accurate information obtainable, much exceed 5 per cent., and certainly it is well under 10 per cent. of the area available, and waiting for occupants.

In this connection I may quote here a sentence from an able and well qualified Government officer, who has just completed a wide survey of the Territories. He says:

"The immense wealth so long stored in the virgin soil of the great western country will be gradually developed, and the fact that Canada is destined to rapidly become one of the greatest food producing nations in the world will soon become apparent to all, in the volume of her exports."

The great extensions of the railway systems operating in this country must not be passed over. The Canadian Pacific company is spending vast sums in improvements and extensions. The Canadian Northern is pushing westward, while the Grand Trunk Pacific is preparing for an extension to the Pacific,

and the Government of Canada has the necessary powers to duplicate the railway connection between Quebec and Winnipeg, and is now surveying the line.

With general political events we have nothing to do, except as regards their effect on our financial institutions. A note of thankfulness was heard when an end was put to the mighty war in the Farther East.

It was specially grateful to this community when a friendly understanding was reached between England and France, and we trust that the portentious cloud overhanging Russia may be dissipated by wise and liberal measures. Meanwhile, it remains an ominous factor, exciting the liveliest apprehensions among Russia's creditors, and the deepest interest in the whole civilized world.

I can only, in conclusion, echo the General Manager's advice, that the abounding prosperity of our country should be prudently accepted and used.

I move: "That the report of the Directors, now read, be adopted and printed for distribution among the Shareholders."

The motion was seconded by Mr. A. T. Paterson, and after some appreciative remarks by Mr. John Morrison, it was unanimously adopted.

Amendments to By-laws.

The Vice-President then remarked: I have now to ask you to consider amendments to the by-laws, which the Directors deem advisable. The first is an amendment to by-law No. 3, the alteration being to make the number of directors ten instead of nine, as at present. Perhaps you are aware that up to the last session of Parliament, the General Banking Act only permitted the election of nine directors to any bank. They were not to be fewer than a certain number, and not more than nine. That has now been changed, and practically the number of directors is unlimited, if the shareholders so desire. The proposal of the Directors now going out, is that the number be made ten, instead of nine: and the reason will appear a little later in the proceedings. I would, therefore, move:

"That, whereas it is advisable to increase the present board of nine directors to ten, by-law No. 3 is hereby amended by striking out the word 'nine,' as appearing in said by-law, and inserting in its place the word 'ten.'"

This was seconded by Mr. A. T. Paterson, and was unanimously agreed to.

The Vice-President—The next alteration is:

"Whereas it is advisable that power be given to the Shareholders to elect an honorary president, by-law No. 6 is hereby amended by adding to it the following words:

"'The Directors may also, at their said first meeting, elect by ballot one of their number to be honorary president.'"

It is due to you to say that this has special reference to Lord Strathcona. He has occupied the post of President for eighteen years, and last year he expressed a desire to be relieved of it. The Directors were unwilling to have his name severed from the Bank which he had so long and usefully served. The creation of an honorary president was authorized in the amendment of the Banking Act, and under that authority this can now be done. I will, therefore, move that the resolution which I have just read be adopted.

This was seconded by Mr. A. T. Paterson, and was concurred in unanimously.

The Vice-President—It seems proper at this stage that the long and valued services of Lord Strathcona, in connection with this Bank, should be acknowledged by the Shareholders, and I have the honor and pleasure of moving, seconded by Mr. E. B. Greenshields, that a cordial recognition, in suitable terms, be sent to Lord Strathcona expressing the appreciation in which the Shareholders—and they include the Directors—hold him and his services to the Bank.

Mr. E. B. Greenshields—I have very much pleasure in seconding the resolution just proposed. We all feel that the Bank has been honored in the past by having Lord Strathcona as its president. When he first went to London as Canadian Commissioner, he hoped to be frequently on this side of the Atlantic and at our meetings; and it was with much regret that he found himself unable to be here as often as he had expected. Not only should his great services to the Bank be noted; but we also wish to put on record as shareholders of the Bank and as citizens of Montreal and the Dominion of Canada, our very high opinion of him as a man. We feel proud of having had him as president of this Bank, and it is with very great regret that we hear that the connection is to be to a certain extent severed. But we are all pleased that he is to remain with us as the Honorary President of the Bank, and that his name will still be associated with this institution. I know I express the feelings of every shareholder when I say that we all have the greatest admiration for him in his public capacity as High Commissioner for Canada, and appreciate all he has done for this country, but besides this we would like to assure him that we have a very warm feeling of personal regard for himself.

Mr. John Morrison—I give my cordial assent to the motion, for a more deserving gentleman it would be hard to find

The motion was unanimously and cordially adopted.

Thanks Are Tendered.

Mr. B. A. Boas then moved:

"That the thanks of the meeting be presented to the President, Vice-President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. W. Stanway, and was carried unanimously.

Mr. E. B. Greenshields moved:

"That the thanks of this meeting be given to the General Manager, the Assistant General Manager, the Inspector, the Managers and other Officers of the Bank, for their services during the past year."

In making the motion Mr. Greenshields remarked:

I wish to say that the opinion of the Directors is unanimous that in the General Manager, the Assistant General Manager, the Inspectors, the Managers and the other officers of the Bank we have a thoroughly efficient and reliable staff to carry on the work. I had the pleasure last year of meeting a number of the Managers, from Winnipeg to Victoria, and I also know many of those nearer Montreal. I am very much pleased always to see among them a fine "esprit de corps," that inspires the feeling that the Bank of Montreal is the institution to work for, and that ability and conscientious work will always be recognized and rewarded.

Hon. Robert Mackay seconded the motion, which was unanimously adopted.

Mr. C. R. Black suggested that it would be in the interests of the Shareholders generally if the management would consider the mailing of cheques for dividends, as other banks did, now that the dividend was to be quarterly, instead of the Shareholders having to go to the Bank.

The General Manager—I will take that into consideration, and see if it cannot be carried out. I also beg to thank the Shareholders on behalf of the staff for the very kind way they have spoken of us.

The Vice-President—The suggestion of Mr. Black will be referred to the Board.

Mr. John Turnbull moved, seconded by Mr. George Durnford:

"That the ballot now open for the election of Directors, be kept open until 2 o'clock, unless 15 minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was unanimously concurred in, and a very cordial vote of thanks was accorded the Chairman, who acknowledged the same.

The Directors.

The ballot resulted in the election of the following Directors:

R. B. ANGUS.
E. S. CLOUSTON.
HON. SIR GEORGE DRUMMOND, K.C.M.G.
EDWARD B. GREENSHIELDS.
SIR WILLIAM MACDONALD.
HON. ROBERT MACKAY.
ALEXANDER T. PATERSON.
ROBERT G. REID.
JAMES ROSS.
RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

At a meeting of the Board of Directors held the following day, Sir George A. Drummond was elected President, succeeding Lord Strathcona, and Mr. E. S. Clouston was elected Vice-President and General Manager.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 14, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
-doz.	2½-lb.	10 50
-doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	1-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 83
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cerves," in squares, per lb.	0 14
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, per gross $10.20

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$6 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	$ 2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins .....per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	1 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	3 25
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 25
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

IF YOU WANT A **JAM**

THAT WILL BUILD UP TRADE

AND ON WHICH YOU CAN

MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER

A TRIAL CASE OF 4 DOZ.

OF **BATGER'S**

NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz. to case	per doz.,	$ .90
¼ " "	4 " "	"	2.40
½ " "	2 " "	"	4.75
1 " "	1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30½
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30½
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITE .

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. .44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	11 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8 40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz. $1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

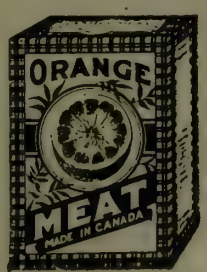
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
" 1-lb. jar. "	0 25
F.D., ½-lb. tins per doz.	0 85
" ¼-lb. tins. "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz., cases, 60 pkgs.	

We cannot tell you too often of the wonderful selling qualities of

BORDEN'S

Brands

"Eagle" brand Condensed Milk and

"Peerless" brand Evaporated Cream

Don't wait till your neighbor gets this class of trade. Buy it NOW yourself. Shows good profit.

WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S. JOS. IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B. Shallcross, Macaulay & Co. Victoria and Vancouver, B.C.

Soap and Washing Powders.

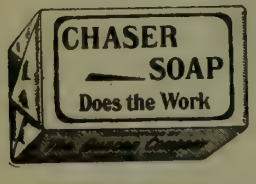
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

Bee " brand starch—	
" 1 dry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem " " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

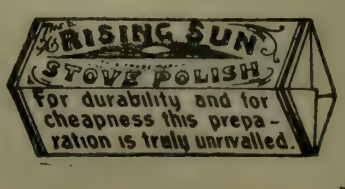
Chinese starch, per case of ¼ doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

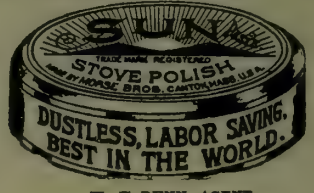
Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1¼lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 3 oz., 4 bxs., ea. 3 dz.	38
Enameline No. 0 6 oz., 6 bxs., ea. 3 dz.	65
Enameline liquid, bxs, ea. 0 3 oz.	80
Blackene, 5-lb. cans, per lb..	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

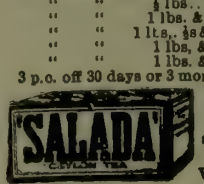
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lts., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

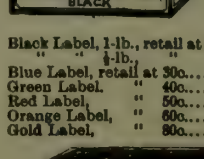
3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ¼-lb.		0 35

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$0 42½
"	II 40-lb. boxes	0 37½
"	III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb "at		0 30
" AA " 40 "		0 27½
Blue Jay, basket fired Japan, 70 lbs.		0 25
"Condor"	IV 80-lb. "	0 27½
"	V 80-lb. "	0 25
"	XXXX 80-lb. boxes	0 21½
"	XXXX 30-lb. "	0 22½
"	XXX 80-lb. "	0 19
"	XXX 30-lb. "	0 20
"	XX 80-lb. "	0 18
"	XX 30-lb. "	0 18½
"	LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases	retail	at 0 60

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 25
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 30
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s		$0 48
" Amber, 8s. and 3s.		0 60
" Ivy, 7s.		0 50
" Rosebud, 7s.		0 51
Chewing—Currency, 12s. and 6½s		0 48
" Old Fox, 12s.		0 48
" Snowshoe, 6½s.		0 51
" Pay Roll, 7½s.		0 56
" Stag, 10 oz.		0 45
" Bobs, 6s. and 12s.		0 45
" " 10 oz. bars, 6½s.		0 45
" Fair Play, 8s. and 13s		0 53
" Club, 6s. and 12s.		0 46
" Universal, 13s.		0 47
" Dixie, 7s.		0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

WARNING!

BM&Co. TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

The Triumph!

The success of . . .

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

is the best testimony that an article of sterling worth is appreciated.

It is something new to have a vinegar without adulteration of any kind—without noxious acids, flavorings, colorings, etc.

It is something new to have a vinegar made solely from the juice of the choicest apples.

It is something new to have a vinegar manufactured in a scrupulously clean factory and by exact methods.

Such is the story of **Golden Russet Vinegar.**

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
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1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Need Something for Christmas?

Just send a card to-day for rush shipment of any of these assortments. You needn't be afraid to stay with the crowd.

TRIANGLE ASST. costs you $25.00. One gross, showy decorated, hand painted articles, good assortment, Collar, Glove, Handkerchief and Cuff Boxes, Salads, Trays, etc., to retail for 25c. each.

CANADIAN GROCER ASST. costs you $9.00. One gross of the best ten cent articles ever put on the market. Just look up the last special number of the GROCER for particulars.

CRYSTAL ETCHED ASST. costs you $8.95. A six-dozen lot made up of 3 dozen asstd. 10c. articles, 2 dozen twenty-five centers and 1 dozen to retail for 35c. each.

Will send you lists first if you like.

GOWANS, KENT & CO. LIMITED

TORONTO

THE XMAS SEASON IS HERE

What is more seasonable than

Wethey's Condensed Mince Meat

It is a ready seller.
It gives perfect satisfaction.

It brings repeat orders,
which mean profits to you.

ORDER NOW

Every jobber has it. 3 Doz. in a case.

WRITE US DIRECT REGARDING BULK MINCE MEAT.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 22, 1905. NO. 51.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

TABLE SYRUP

You can buy it like this :

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

In the line of healthful foods there is nothing a grocer can handle that will secure the confidence of the consumer, and at the same time show him a good profit, as

"Crown" Brand
Table Syrup

The most perfect product of the finest selected corn.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. Works, CARDINAL, Ont. 104 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

THE LEADING HOSPITALS USE

Burton's All-Healing Tar Soap. A fine, cleansing, healing and antiseptic soap, chosen by the leading hospitals, because of its superior purity and usefulness. You can supply this demand with little trouble and much profit.

If you have not any in stock, get our prices and samples.

ALBERT SOAPS, LIMITED

Manufacturers

MONTREAL

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors

SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

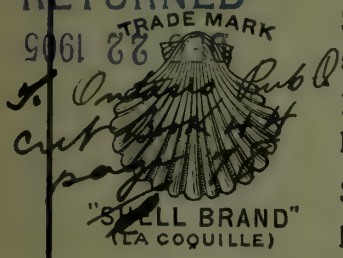
GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Winners of Trade

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

RETURNED
DEC 22 1905



Sixty-seven per cent. pure oil.

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

"Shell" Brand Castile Soap

In 1-lb. bars and upwards —also in pressed cakes.

"Shell" Brand

Sold by Leading Wholesalers

The "Thistle Brand of Maple Syrup assures your customer a delicious quality of the highest grade.

A Maple Syrup—rich, yet delicate.

"Thistle" Brand Maple Syrup

But be sure you get the "Thistle" Brand—look for the trade mark.

It wins trade wherever it goes—

Permanent Trade!

Sold by Leading Wholesalers

The leading orchards and vineyards of California furnish the "Griffin" brands of Dried Fruits—Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Griffin & Skelley's Dried Fruits

"The pick of the Pack" always.

Clean, selected fruit of highest quality.

"Winners of Trade"

Sold by Leading Wholesalers

ARTHUR P. TIPPET & CO,

TORONTO. MONTREAL.

Manufacturers' Agents and Brokers' Directory

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.
Have you got something you wish to ship in these cars?
We will reship, sell or store for you. Write us.
Wilson Commission Co., Limited
Brandon, Man.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

POTATOES
Let me quote a price on a car of my celebrated Selected Delaware Potatoes
Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
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A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

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Grocery Brokers and Agents.
Established 1885.

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In a new brick block centrally located
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Open for good Canned Goods Agency — Correspondence Solicited.

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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Wholesale Brokerage.
Beans, Boiling Peas, Flour, Oats

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited Established over 12 years
George Adam & Co.
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SHAMROCK SALMON
is the finest
Fraser River Sockeye Salmon
Packed on the Coast
We are sole Agents for Ontario
W. H. MILLMAN & SONS
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159 Portage Avenue East, - WINNIPEG, MAN.
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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
begs to thank his many Canadian friends for their increased consignments this year, and to wish them all a very happy Christmas season.

A. C. DOUGHTY & CO.
Head Office, 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
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Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

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A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfiel

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
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This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
38 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
References, London City and Midland Bank, West Smithfield We buy

Have you ordered your season's supply of

CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit,** packed by

THE

CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynn Valley" (Simcoe)
"Auto" (Canadian Canners)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)
"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

SELECT GOODS FOR GROCERS

HERE ARE SOME OF THE LINES OF

QUEEN BRAND CANNED GOODS

Corn, Sweet Wrinkle Peas, Sifted June Peas
(High grade ; no better anywhere)

Pork and Beans
(3-lb., plain and in Tomato Sauce)

Tomato Catsup
(Packed in 12-oz. bottles, each case containing 1 doz.)

Gallon Raspberry Pulp
(6 tins to the case ; also barrels)

Heavy Tomato Pulp
(Packed in good sound barrels)

Tomatoes, Refugee and Golden Wax Beans, Pumpkin
(The best on the market)

Specify the above in your next order.

Belleville Canning Co., Belleville, Ont.

AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited
Box 559 WINNIPEG, MANITOBA
Capital $250,000.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal
P.O. Box 292. 1974 Notre Dame St.

"The Brand of Quality"

We can now offer the trade the following :

APPLE JELLY IN CUPS AND JARS
APPLE BUTTER IN JARS AND PAILS
A Limited Quantity of "Gallon Apples."
Prepared Pumpkin, "Threes," the Pure Thing
and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO, CANADA

Autumn Leaf Brand Canned Goods

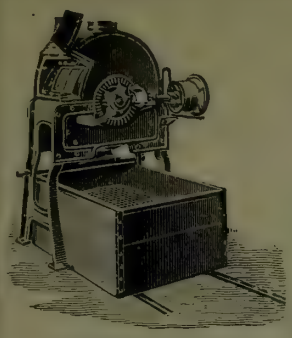
WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO., LIMITED

Independent Packers

FRANKFORD, ONT.

A. H. ALLEN, Manager



Quick Gas Heated Coffee Roaster, with internal flame and Automatic Sampler.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)

LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with al sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further nformation write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

THE PEOPLE OF

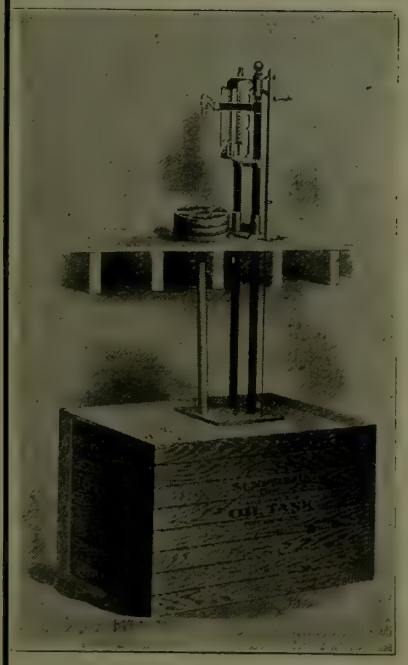
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day,

IT'S FREE

S. F. BOWSER & CO., 530 Front St. W., TORONTO.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

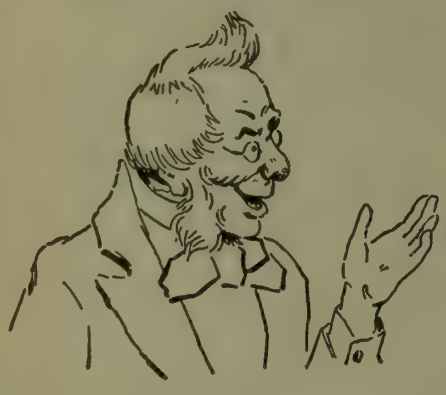
"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Keeping it before your customers will always produce a sale of



Japan Tea

Your customers have but to be told of the delicious flavor and healthful qualities of these perfect teas to become steady and regular users of them.

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME,
Agents, Montreal.

Large Profit To You.

ONE GLANCE

AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER

ROSE & LAFLAMME,
MONTREAL.

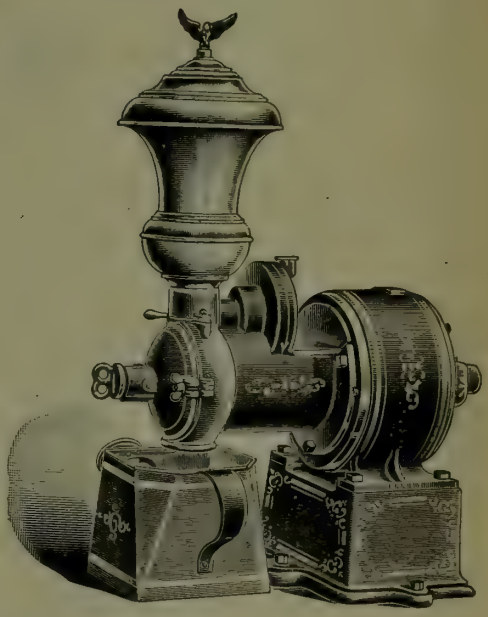
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It s 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

He who would be great must make sure his foundation.

CEYLON Tea Talks

No. 4

The dietetic value of Ceylon Tea as a beverage is attributable to the well-balanced proportions of its constituent parts.

The alkaloid "Theine" is a most beneficent agent, its presence therefore in proper proportion in Ceylon Tea is an additional important feature.

"Theine" acts directly upon the nervous system, producing an agreeable stimulating action, removing fatigue and drowsiness.

It makes the mind active, clear-sighted, and resistant of depression.

Ceylon Tea (Green and Black) contains a large percentage of that most important constituent, "Theine." As a stimulant, therefore, Ceylon Tea stands Head and Shoulders above all others.

(To be continued)

CEYLON GREEN TEA Head and Shoulders above all others

ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only $2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

Our Thanks

are due the grocers of Canada for the large volume of business they have directed to this factory during the year now drawing to a close.

"Sterling" Brand Pickles and Relishes never enjoyed so great a sale as in 1905.

We thank you for this mark of confidence in these goods. It will be ours always to merit this confidence.

To the trade, individually and as a whole, we extend the best wishes of this Christmas and New Year's season.

The T. A. LYTLE CO., Limited

TORONTO, Can.

HAVE MADE GOOD

We started out this year to put up a line of canned goods that would be first-class in every particular. We called them

CANADA'S PRIDE

They included

TOMATOES
CORN
APPLES
PEAS

We knew they would be O.K. Now the trade and the consumers who have used Canada's Pride know it. Canada's Pride Brand need only to be bought to be bought again.

For 1906 we will have a full line of canned goods, including **Berries, Peas, Beans,** etc. We are now arranging for the additional machinery. Make a note of this for your next year's orders. Write for a sample lot now.

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

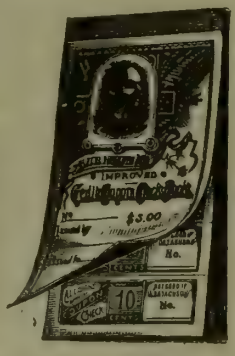
W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

20th Century Account Keeping.



Don't think because your grandfather made money 50 years ago with old-style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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100 CANDLE POWER

½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

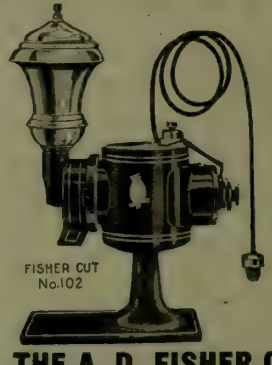
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

A MARVEL

THE LATEST DEVELOPMENT IN SCALEDOM.

No. 88 Boston Junior

Seven pounds capacity, and the value of each half ounce is shown in plain figures. Wherever demonstrated it is simply ***Captivating the Grocers.*** For butter, tea and groceries in general it is unexcelled, and is creating a great demand for itself. ***Ask to see it.***

Prices range 5c. to 80c. per pound. Its simplicity of operation is a marvel to those who have seen it, and as it is

ABSOLUTELY AUTOMATIC

in its operation, it saves much time and requires no weights or poises to weigh or compute to its full capacity.

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and we shall be glad to explain any feature of this scale on which you may wish information.

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Single and Double Grinders

Pulverizing and Granulating

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Capacity of Iron Hoppers, 5 lbs. of Coffee.

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Above wording is permissible under new trading stamp law.

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Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.

National Cash Register Company

129 King St., West

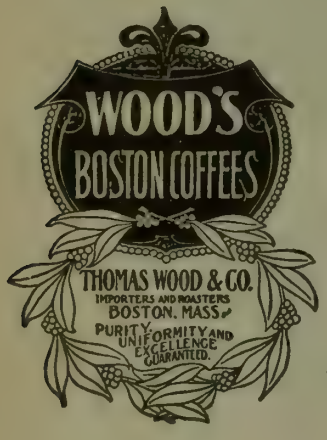
Toronto Ontario

We cordially wish our friends in business

A Very Merry Christmas

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



Continual Support of the Dealer

With Special Features Helpful to the Development of the Business. That is the system of

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Every up-to-date Grocer should know what that means, without detailed explanation.

CANADIAN FACTORY AND SALESROOM
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SNAPS

Between Christmas and New Year we will make special prices on all lines of

Malaga Raisins

Nuts and Dates

Table Figs

Send us your sorting up orders, by mail, telephone or telegraph, at our expense.

Warren Bros. & Co.

Wholesale Grocers
Toronto

WANTED: A CHRISTMAS GROCER

A plea for the good old days, before the era of competition, when the jolly grocer was a practical philanthropist, and could afford it.
By Katharine Burrill, in Chambers's Journal.

I AM looking for a Christmas grocer—seeking him sadly and well-nigh hopelessly, for I greatly fear the genuine old-fashioned Christmas grocer has ceased to exist. Of course there are still grocers, but they are shorn of their glory. Most of them have turned themselves into brand-new stores; others—more unfortunate—have been ruined by the plate-glass-windowed palaces whose marble halls and popular prices attract the attention and custom of a fickle populace. Stores, be they ever so marble and gorgeous, can never be a Christmas grocer. To begin with, the popular prices are cut far too fine to allow of any conspicuous generosity at Christmas time or any other time; also, the assistants and shopwalkers are merely owned by the management—they do not own the store.

The Opulent Grocer.

Now, the real old-fashioned grocer owned everything; his shop, his tea chests (so fascinatingly Chinese), his biscuit tins, his wife (who kept the books), and his sons who assisted him in the business. Did he choose to present you with a crimson-plush castle filled with French plums, who dared say him nay? Did he give the small person a heaped-up packet of acid drops, and royally return the proffered penny, whose loss was it but his own? When he pressed a box of gaily colored Christmas candles into the expectant hand of the customer's offspring, were they not his own candles to sell or burn or give away as he felt disposed? Generous all the year round with biscuits, with sweets, with crystallized ginger, at Christmas the old-fashioned grocer became positively prodigal, showering his gifts upon his customers with a lavish hand.

How Did He Live?

Looking back, we wonder how he ever made a living at all! The absolute magnificence of his Christmas presents; the sapphire velvet boxes embossed and gilded, lined with white satin and the very best prunes; the flowered-brocade pagodas tightly packed with fancy biscuits, hard but sugary; the delicious French plums, so round and beautiful, with paper flowers pinned in their button-holes! Surely our grocer was no mere ordinary merchant, but must have been a disguised millionaire indulging his childhood's dream of "keeping shop"!

Should Be Falstaffian.

I cannot imagine a thin and generous grocer. All my princely givers were stout. A Cassius-like grocer would be as incongruous as a portly and cheerful chemist! Stage tradition clings round a melancholy and starving apothecary—we know Smike played the part to perfection—and in our hearts we consider a lean and hatchet-faced individual the proper person to dispense drugs and potions. Of course you could have a plump and rosy-faced apothecary concocting beverages for Romeo and Juliet, but it would be an uncalled-for innovation. Equally, of course, you might have Eugene Aram slicing bacon and wielding a cheese-scoop; but he would not be satisfactory. Most certainly he would not give us Christmas boxes. No, I prefer a Falstaffian grocer—"he who drives fat oxen should himself be fat"—and I like to remember my favorite grocer as one of the plumpest, jolliest, butteriest looking men I ever saw. His very voice suggested "the best butter" (with no suspicion of intruding crumbs), so soft was it, so insinuating, so amiable.

Pink Biscuit Wonders.

He kept a particular fat whisper for small people that was positively alluring. The way in which he gently murmured, "And what will little Missie have to-day?" can never be forgotten. Needless to remark, "little Missie" (who had been anxiously awaiting this auspicious moment) became totally incapable of making any choice. Who could choose amidst such an array of bewildering attractions? Then that emperor among grocers would put an end to the agonies of indecision by producing a wonderful composite package containing a pink biscuit, sugar candy, peppermints, a stick of cinnamon, and, to crown all, a French plum of extreme magnitude. Ah me! there are no such grocers nowadays; and even if there were, we, alas! are no longer "little Missies." I doubt our successfully negotiating a pink biscuit; and can any one over the age of ten eat a stick of cinnamon high and dry? Liquorice—another joy of early youth—seems to be a singularly offensive compound, and cocoa-nut tablet has lost its savour.

Marvellous Windows.

The windows were a marvel; banks of raisins and currants, arches of orange and lemon peel, graceful festoons of green and red candles—wonderful candles that were all sizes from very large, unwieldy grandpapas down to tiny babies only fit for a baby's Christmas tree! Then there were packets of crackers in gaudy gelatine papers all the colors of the rainbow, and a great many colors that rainbows have to go without. They were not very good crackers, and, considering their inferior quality, most unconscionably dear; but we knew no others, and were therefore quite delighted with them. The gelatine covers had peculiar attractions that lasted for many weeks, long after the mottoes had been spelt out—and lost—and the pink and white sugared almonds eaten. Could we not turn the whole world into the lugubrious key of blue or incarnadine creation in a wave of crimson by the simple expedient of gazing through pieces of crackling paper?

A Sad Mistake.

It is not mere greed that makes me long so ardently for the return of the Christmas grocer. The joys of French plums have waned and faded, and I do not pine for peppermint balls; but there was something very heartening and cheering about a shopkeeper who gave you presents. Once, be it told—about ten years ago—I thought I had discovered a real Christmas groceryman; but it was a sad mistake. It was the day before Christmas, and with a large consignment of dull groceries arrived a superb box of sweets and chocolates. Visions of my childhood returned; once more I saw brocade pagodas. Full of grateful pleasantness, we cheerfully ate the delicious cates. Alas! the day after Christmas Day there came an anxious and apologetic note regretting that a box of sweetmeats had been sent by mistake; 'twas some one else's order, and "owing to the pressure at this season," etc., etc., etc. It was indeed a blow, especially as the very excellent sweets were no more, and, being eaten, had to be paid for.

Fatal Competition.

I suppose, with the increased competition, it is quite impossible for the grocer of to-day to turn himself into an old-fashioned Christmas, one surrounded by a halo of holly and mistletoe and an atmosphere of Charles Dickens. What a pity there is so much competition; it's so depressing. Competitive examinations are bad enough—so misleading; but competitive grocers! The mean man will, of course, tell you that in the good old days you paid for your palace of prunes—and handsomely, too—in your weekly bills; but I prefer to think the old-fashioned grocer was really kind and generous—as Mrs. Gamp would say, "friendly dispoged"—and in the exuberance of his friendly disposition wished us the compliments of the season in plush and plums.

Little Things Liked It.

Lovers of Cranford—and who cares to stand outside the circle of those who love Captain Brown and all the other dear Cranfordians?—will remember that Miss Matty's system of shopkeeping was somewhat too generous. Did she not add one large almond-comfit to every four purchased by the small child, totally forgetting that each almond weighed a quarter of an ounce? Dear Miss Matty! her answer when remonstrated with was: "The little things like it so much." Even when she was persuaded to stop giving the extra comfit because almond-comfits were not strictly wholesome, she still lost on their sale; for she felt bound to present each small person with a few ginger lozenges or peppermints to act as a corrective to the indigestibility of the almonds! I should not like to think that those kind grocers—of shall we say twenty-five years ago—lost heavily when they presented us with sweets and decorated biscuits. I really hope the teas and the rices and the butters and the cheeses made up for the lavish giving; but I do not believe they deliberately calculated the price of the gifts and lumped it on to the bills.

SPLENDID EXHIBITS AT WINTER FAIR

LIKE the fat boy Joe in Pickwick Papers, there are few of us of whom it may not be said, "He likes to eat." Whether or not this fact is sufficient explanation of the increasing interest in the Winter Fair and Fat Stock Show at Guelph may be left to the philosophically inclined to wrangle over; in any event the visitor to the Royal City in mid-December will see such an array of choice Christmas beef, bacon, mutton, poultry on the hoof, or on the hooks, as will not be met with, we dare aver, elsewhere on the American continent.

The fair is more than a fair. It is a farmers' university. Hither flock year after year the intelligent, the ambitious, the enthusiastic stockmen of Ontario to learn and instruct; to compete with their rivals from the other end of the province, mayhap, in the production of the finest specimen of beef cattle, mutton sheep or bacon hog. Its educative value can not be over-estimated.

The Great Canadian Turkey at His Best.—Fat Stock Show at Guelph.

Improvement Astounding.

The improvement in the live stock of Ontario in the last twenty years, as Premier Whitney remarked, has been astounding, and in this improvement the Guelph fair has been a potent factor.

The fair has outgrown its commodious stone quarters, its lecture rooms, its stock space, its ticket offices, and its hotel accommodation.

Over 25,000 people visited the fair this year. They were earnest, prosperous, intelligent people. They were the cream of Ontario's yeomanry. They had solved the problem of farm drudgery by making farming a science. They were people whose sons and whose daughters are students at the agricultural college a few furlongs out of the city of Guelph. They were people who read and understood the reports of the Agricultural Department and who profited thereby. They were combining pleasure with business, delighting in criticizing the handsome specimens in the various classes as an artist delights in a stroll through the salon or gallery.

Intelligent Farming Pays.

Does farming pay? The answer returned by the Guelph fair is unmistakable. Intelligent farming does pay. There were few lines of care on the ruddy and bronzed faces of the men. The black astrachan fur coats and healthy plumpness of their wives were not indicative of want; nor did the open countenances and healthy, sturdy appearance of the younger generation, who were there in goodly numbers, leave any other impression.

Among the Cattle.

The stock exhibited this year was everything that could be desired. In the Christmas beef class Jas. Rennie & Son won out with a magnificent pair, a milk white steer and a wine red heifer. They were in the "pink" of condition, to pursue this color scheme, and were enough to make our American competitors turn green with envy.

Premier Whitney Admires.

The Hon. the Premier, Mr. J. P. Whitney, along with Mr. Speaker St. John and party, paid Mr. Rennie the honor of inspecting his prize winners. The premier wore a natty brown derby, tan dog-skin gloves, and as he stood with his legs wide apart and hands clasped behind his back critically admiring the handsome cattle, as becomes the premier of the first agricultural province of the Dominion he reminded one not a little of that famous picture entitled "Napoleon at Ratisbon." It was an impressive sight, and when Mr. Whitney gently put forward a pair of dog-skin gloved fingers and gingerly tapped the white steer on the rump the suppressed enthusiasm which pervaded the crowded amphitheatre was intense. In all the premier performed his duties, as the French say, "comme il faut."

The Speaker Silent.

Mr. Speaker St. John was strangely silent. Being a Toronto lawyer he was not expected to be proficient in agricultural science. Indeed, if Mr. St. John has a specialty it is pigs, and one can not maintain the dignity becoming the Speaker of an august legislative assembly while poking a dog-skin gloved finger in the fat rump of a lively Tamworth bacon hog. It may have been, moreover, that ruminating on the disturbance caused in days that are past by one solitary porker down by the Humber, may have discouraged Mr. St. John from poking up anything so formidable as Mr. Rennie's prize white steer. Be that as it may, Mr. St. John did not poke the white steer nor yet the red heifer, while Mr. Whitney did and thereby demonstrated to the great farming community that he was one of them.

The Bacon Problem.

The entries in the bacon hog class were of particular interest in view of the controversy pending over the admission of American hogs in bond for packing and exporting purposes. Mr. J. E. Brethour's Yorkshires, long "bacony" fellows, as usual took the first prize, the Yorkshires, closely followed by the Tamworths, proving the best breed for the export trade. Keen interest was taken in the bacon contest, particularly in the block test. The prize winners are pictured herewith as they appeared after being judged.

In the lecture rooms great interest was taken in the discussion of the bacon question. The farmers complained that the packers by establishing a flat rate for hogs were discouraging the production of the best class of hogs. The man who raised a fat cheap Berkshire got as much as the man who raised the better but more costly Yorkshire or Tamworth. The packers reply that during the last five years under the flat rate the quality of the bacon hog has been higher than before; that the improvement was the result of education. A uniform price throughout the year was asked for by the farmers, but the packers objected on the ground of the variation in the English market. From the unanimity of the farmers it would seem desirable if possible to make a decided difference in the price paid for first class and second class hogs.

The Bonding Privileges.

The bonding privilege was another point on which the farmers and packers joined issue. The packers expressed their desire to use Canadian hogs altogether if they could get them, but it was necessary to keep their factories

going full blast in order to keep down the cost of production. The farmers feared if packers could get American hogs they would not pay the price for Canadian. In this case it would appear that under proper restrictions the packers should be allowed to get sufficient supplies even if they have to import American hogs.

Good Fat Mutton.

The sheep pens, which occupied the upper floor of one wing, were a fine sight. The exhibits in all the mutton breeds were well represented and were examples of the highest type of their respective breeds. The competition was keen in almost every case and the whole eloquent of the high standard to which the flocks of Ontario have been brought. To the gourmet who dearly loves his leg o' lamb or roast mutton, a stroll through this section was an inspiring one.

Champion Poultry.

If the classes in the cattle, hog and sheep departments were well filled, what shall be said of the poultry department? One had no sooner entered the building than he was challenged by the clarion throats of some hundreds of lusty roosters from the spick and span little toy bantam to the lordly Plymouth Rock nearly as large as a turkey. A surprising department was that devoted to pigeons. There were hundreds of them in all their varieties and a strong campaign was being waged toward persuading the farmers to go in for raising squabs, a most profitable occupation, it was claimed.

Of equal interest was the dressed poultry department. On your right on entering were banked the prize turkeys of the immense proportions indicated by the accompanying cut. Geese, ducks, chickens of equal plumpness, occupied the tables that lined the room. These fine birds, dressed in the most approved style, served the double purpose of allowing comparison as to the best breeds for market purposes and of showing the unskilled how fowl should be marketed to bring the best price.

A Show to be Proud of.

The show, it can not be stated too emphatically, is a handsome commentary on the agricultural interests of Canada and can be visited by no intelligent Canadian without sending him away filled with a militant pride in the broad acres of Canada and the fine, sturdy men who work them.

BUSINESS NOTES AND PERSONALS

The Merchants Bank of Canada have opened a branch in Alix, Alta.

Bank of British North America have opened a branch in Duncans, B.C.

Foulston Bros., general merchants, Birnie, Man., have been burnt out.

T. Julius, confectioner, Winnipeg, Man., has been burnt out; insured.

The Merchants Bank of Canada have opened a branch in Gainsboro, Assa.

A report is current that the Fraser Canning Co. will shortly be installed at Wallaceburg.

A. Robitaille & Co., wholesale grocers, Montreal, Que., stock damaged by smoke and water; insured.

P. C. Larkin & Co., wholesale teas, Montreal, Que., had stock damaged by smoke and water; insured.

Nash, Carson & Naylor, Limited, department store, Winnipeg, Man., sustained small loss by fire; fully insured.

Mr. D. J. Rattray, of D. Rattray & Sons, Montreal, was in Quebec the early part of this week on a business trip.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, selling agents for Halifax and Acadia cod fish, was in Toronto this week calling on the trade, and was a visitor to the Toronto office of The Canadian Grocer.

Mr. Wm. McCann and Mr. James Knox, of the Wm. McCann Milling Co., Limited, Toronto, were visitors to Montreal the latter part of last week. Mr. McCann was introduced to the trade by Mr. Cecil Gordon, of J. Alex. Gordon & Co., local representatives.

The Standard of Excellence in Bacon—Prize Yorkshires at Guelph Show.

Messrs. Fellowes & Fellowes, 6 St. Sacrament street, Montreal, have been appointed agents for the Beta Pie Filler, and they are pushing ahead with the sale of this article. Demonstrations are being held in several sections of the city, the latest being that in Arsene Lamy's St. Denis & Duluth and Marcotte's Market, St. Catherine street east.

Mr. J. Bruce Payne, of J. Bruce Payne, Limited, Granby, Quebec, left on November 25th for his annual trip to Cuba, for the purpose of buying tobacco. Mr. Payne makes his own personal selection of the finest tobaccos he can produce on the island.

Quite a number of canning men were seen in Toronto last week. Among those noted by The Grocer were Mr. Davie, of the Meaford Canning Co.; Mr. C. M. Smith, of the Oshawa Canning Co.; Mr. R. Morden, of the Belleville Canning Co.; Mr. A. H. Beaker, of the Old Homestead Canning Co.; Mr. W. Flinn, of the Garden City Canning Co., St. Catharines, and the representatives of the Wethey M. M. Co., St. Catharines.

Mr. J. B. Campbell, of the Acme Can Works, Montreal, was a caller at the Toronto office of The Grocer on Saturday. Mr. Campbell expressed great satisfaction in the season's trade, and stated that the trade prospects for his company were never brighter. The new factory which was commenced some time ago is now well under way, and arrangements have been made for the installment of the machinery in February next.

NEW COMPANY INCORPORATED.

Provincial charter has been granted to Majestic Polishes, Limited, to manufacture, buy, sell and otherwise deal in all kinds of oils, varnishes, dressings and other preparations and compounds of similar character, with incidental and subsidiary powers; the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto and the provisional directors of the company to be Clarence Gates Armstrong, James Hawken, Sr., Donald Reuben Roy, Thomas Hubert Wilson and Gordon Richard Brady.

A CORRECTION.

In the report of the Pure Food Exhibition at Scroggie's in Montreal, it was stated inadvertently that the Neilson-Robinson Chemical Co., Limited, headquarters were at Peterboro. This should have read Napanee.

Do your duty each day and you will not have to seek happiness; she will come to you.

PORK PACKERS AND THEIR DIFFICULTIES

MR. JAMES LAING, of the Laing Packing Co., Limited, Montreal, being shown the article in last week's Grocer, "Shall the Packers Shut Down ?" said :

"The Grocer has placed the situation fairly well and I don't know that I can add anything materially valuable to same. The situation for the packing houses is certainly one that would warrant something being done to place the packing industry, particularly as applied to hog products, on a better basis.

"There are not enough desirable hogs produced in Canada to keep establishments of the capacity of ours and other large packing houses fully and properly going, and to my mind it would seem a wrong move on the part of the Government to withdraw the bonding privilege in respect to American hogs at present prevailing. Take an establishment like ours ; we employ in the neighborhood of 250 hands and our pay roll runs well up towards $150,000 a year. We cannot afford to lay off during the short supply season, and with our capacity of 5,000 hogs you can readily see how the scarcity of Canadian hogs would affect a plant of this capacity ; the plant must be kept going and it is only natural that failing Canadian hogs we should have preserved to us the privilege of using the American supplies."

"What remedy would you suggest to overcome this shortage of home product ?" was asked by The Grocer.

"It is difficult to lay down any specific and quick-acting remedy," replied Mr. Laing, "but the matter was lately laid before the Government by the Canadian Packers' Association, as you will have noticed by the papers. I think one excellent move to improve the conditions would be for the Federal Government, either directly or acting through the provincial legislatures, to place the question of the proper breeding feeding and raising of hogs before the farmers as was done in the cheese and butter industries, and look where the intelligent endeavors of the authorities have brought these two branches of farming to.

"The Province of Quebec unfortunately is very much behind Ontario. The farmers here do not seem to realize the value of this branch of their business. The average French-Canadian farmer raises just enough hogs to dispose of the natural fodder and waste that generally accumulates, and I am of the opinion that if it can be shown that the raising of the best grades of hogs will pay him he might be induced to develop this branch.

"To my mind, until we are able to secure a supply of hogs to keep Canadian packing houses fully running, it would be unwise to rescind the bonding privileges. No doubt you will find opinions varying on this point. We certainly prefer to use Canadian products whenever we can get them, and it is to our natural interest to encourage our own country's products and enhance their reputation."

Montreal Packing Co.

Mr. C. W. Bowman, manager of the Montreal Packing Co., Limited, interviewed, expressed himself of the opinion that the question had two sides upon which good arguments could be brought to bear.

"There are features in the packing industry which would seem to warrant the retention of the bonding privilege in order to maintain the running of the packing houses. Then on the other hand the use of American hogs by Canadian packers and the branding of the goods for the foreign market would tend to depreciate the value of Canadian bacon on the British market particularly. The remedy would seem to be to encourage the raising of sufficient hogs in Canada to supply the Canadian packing houses."

One matter touched upon by Mr. Bowman was the matter of irregularity of supplies of hogs by the farmers, and the consequent uncertainty of obtaining a fair average price right along. As it is, farmers find it cheaper to feed hogs during the Summer months, instead of going into the hog-raising business on rational lines and providing supplies for the packing houses. The large Summer supply comes on the market in the Fall with a rush all around, with a naturally bad effect on prices.

"The question of a remedy," said Mr. Bowman, "is one for the Government. It is their duty as well as to the interest of the farming community to place the hog industry on the same basis as the dairy and cheese branches. Only by actual demonstration to the farmers, particularly in this province, where the farmers do not seem to have properly grasped the possibilities of the business, is it possible to get the right results.

"If necessary supplies of proper breed of hogs should be supplied to farmers at such figures as will show them the profits and possibilities, and with proper instructions as to feeding, housing and attention, in a few years or a decade the industry will reach such dimensions as will still further enhance the value of Canadian packing house products abroad.

"Something, no doubt, will be done by the Government, as the complete facts and figures were laid before Hon. Sidney Fisher, Minister of Agriculture, by the Canadian Packers' Association, and as the industry is one of the most valuable in Canada for the farmers and producers it is to be hoped that prompt and effective measures be instituted."

Views of the Winnipeg Packers.

Western packers were not much concerned by the rescinding of the bonding privilege on American hogs. Although they have long been handicapped by lack of live hogs, their necessary raw material, very few American porkers have ever been imported. The Winnipeg packers when seen by a representative of The Canadian Grocer last Friday stated that they were not at present affected by the withdrawal of the bonding privilege.

Gordon, Ironside & Fares.—"What effect will the rescinding of the bonding privilege on American hogs have on your business ?" the Hon. J. T. Gordon, of Gordon, Ironside & Fares, was asked by The Grocer.

"None at all," was the response. "Of course we are interested, but not directly."

"How so, Mr. Gordon ?"

"For the simple reason that we are not importing American hogs."

J. Y. Griffin & Co.—When seen by The Grocer, J. Y. Griffin gave a similar reply. No American hogs are brought to Winnipeg and consequently the Winnipeg packers are not directly interested.

Gallagher, Holman & La France expressed themselves in similar terms.

The Canadian Packing Co.

The Canadian Packing Co., London, Ont., in a communication to The Canadian Grocer, give expression to their views on the packing situation in the following manner :

"It seems to us that when the Canadian packers cannot get sufficient quantity of Canadian hogs, we certainly ought to be permitted to import our raw material, and export the bacon of same in bond, in order to keep our establishments going. We are quite sure that no Canadian packing house wishes to kill American hogs if he could get a sufficient supply of Canadian hogs.

"It is a great mistake the farmers are making, in thinking that the importation of American hogs is hurting the price of Canadian hogs. The prices the Canadian hogs are commanding to-day are higher in fact than ever before at this time of the year, and it is also a mistake in thinking, as many do, that the American sides cured in Canada are detrimental in any way to the Canadian sides. In the first place these American sides can easily be distinguished from the Canadian sides, as they are extremely fat, and are only required for a certain trade in England. They also sell for a considerably lower price than the Canadian sides, and have not to our knowledge been sold as anything else but American sides, cured in Canada.

"These American sides have now been made by the Canadian packers for the last six months, and so far our people in the Old Country report that they have seen no danger to the Canadian trade from same ; in fact, Canadian bacon today commands better prices than ever before, having been for several weeks very close to the price for Danish bacon. If the Minister of Agriculture rescinds the bonding privileges it will simply mean that the Canadian packers will in some cases have to shut their doors, and in other cases discharge one-half of their staff of men until they get sufficient Canadian hogs to keep them going.

"Trusting this information will be of interest to you, we remain,

"Yours truly,

"THE CANADIAN PACKING CO."

The Park, Blackwell Co.

The Grocer had the opportunity of a chat with Mr. Blackwell, president of the Park, Blackwell Company, of Toronto, on the subject now occupying the attention of the packing industries, and from him obtained some interesting features of the situation. Mr. Blackwell expressed strongly his conviction of the absolute necessity of the continuance of the bond privileges; in no other way could the foreign trade be held and maintained.

The consumptive demand for home and export of the Canadian packing industry was between 70,000 and 80,000 hogs, whilst the Canadian supply amounted to only 37,000. It can, therefore, be clearly seen that more than half the number required has to be drawn from abroad. If, therefore, the privilege to bring in under bond is removed, it means seriously curtailing the output of the packers, the consequent dismissing of a great number of men and virtually the losing of the half of the export trade.

Touching the question raised at Guelph regarding the danger of introducing disease, Mr. Blackwell very aptly explained that that side of the question could not possibly count in this issue. When once the hogs had reached the factory all such danger was past, as they were slaughtered almost immediately, certainly within 24 hours. The danger, therefore, fell back to the time of their transport from the border line to the factory, and it was evident that phase of objection could not hold water, seeing that hogs had been and were transported continually from Detroit to Buffalo right through Western Ontario without any case of infection ever being heard of or any voice raised against it.

He contended that the whole difficulty of obtaining sufficient stock in Canada sprang from the ignorance of the farmer as to the immense remunerative possibilities of raising hogs. Few farmers knew or even cared to find out the margin of price at which it paid him best to sell the grain he produced, or feed it to his hogs. Instead of this there was a kind of rule with the farmer that the moment grain reached a reasonable figure on the market he sold his grain and reduced his pens, only thinking it worth while to consider hog raising when prices for grain were at bottom. He knew of an instance in which a farmer kept an accurate record of the keep of his hogs which proved that it paid him 50 per cent. better to feed grain to his hogs than sell it. Yet the inducement to sell was so strong on him that he continued to sell his grain, rather than increase his hog raising. What was wanted was that the Agricultural Department take the matter up and demonstrate to the farmers the best manner to conduct hog raising.

With regard to the system of purchasing hogs by an average price instead of grading, Mr. Blackwell was equally emphatic. Farmers had brought this on themselves, he asserted. They gave scant attention to the condition of their hogs, but left them in a great measure to take care of themselves. The result was that some did well and others did not. The scarcity of hogs made it that the packers had to get all they could and the farmers insisted that they take the bad with the good. Hence there was nothing left but to strike an average. Every packer in the trade would welcome the day when he could grade his price so as to discriminate between well grown packing hogs and leggy, indifferent animals.

Packers were not advocating the removal of the duty but only the continuance of the bonding privilege. To remove the duty simply meant ruin to all concerned. It would flood the market with hogs at a price that would make it impossible for the farmer to compete, and would reduce the Canadian products to the lower level of American goods, and be their death knell. All that was wanted was an open door to hold the trade together, which would naturally assist the farmer in building up an industry of perhaps first importance. If the farmer would only look upon his interests and those of the packer as identical, a better state of things would result. The prosperity of the packers meant better prices for the farmers.

Ingersoll Packing Co.

"In regard to bonding privileges, that the packers have had for many years, we may say this, that the contention claimed by the Swine Breeders' Association as to danger of contagious diseases is, we think, going too far. We do not see where there is any danger of hogs being taken to the packing houses, as none of them are allowed to leave there alive after once entering the premises. We have made it a rule, whenever killing hogs in bond, not to even sell a Canadian hog, nor ever have done so, from our stock yards after we commenced killing hogs in bond. If the matter is so dangerous as the Swine Breeders' Association would like to make out, we think it is high time the railroads were stopped taking trainloads of American hogs from one point to another. We would be very sorry to see the Government stop business of this kind, but if there is any danger in the one case, there is far more in the other.

"We do not suppose any of the Canadian packers want to kill American hogs, if they can get enough Canadian hogs, but of course the price one pays for hogs is limited by the English market, and there is no question of a doubt that hogs are scarce in Canada at present, none of the packers having killed their usual quantity since the 1st January last, so therefore it has helped the packers out, being able to get a few American hogs occasionally. We certainly trust the Government will not change our bonding privileges.

"Yours truly,

"INGERSOLL PACKING CO."

The Geo. Matthews Co.

"Operating a packing house is quite different from operating any other kind of factory, as from the nature of our business we cannot lay in a stock of raw material to regulate our working time. Having to buy hogs from hand to mouth, in order to do our manufacturing on economical lines it is necessary that we be able to secure our supplies regularly, and we might mention that with the capacity of this house of 3,000 hogs, if we drop down to a killing of 1,500 hogs it means an increased cost of operating amounting to 20c per hog, so that in competing in the Old Country markets with the packing houses of other countries, it is very necessary that we have our manufacturing cost reduced to a minimum.

"The farmers of Ontario have had two or three years when coarse grain has been scarce and high in price. As a consequence they have not produced as many hogs as they were producing three years ago, and in the meantime the packing houses have increased in number and in capacity, so that to-day the packer is up against the proposition that he cannot secure enough Canadian hogs to work his house on economical lines.

"We believe that in time—say a year or two years—the increase in hogs will be sufficient for requirements. In the meantime, that the packers can operate and keep together their men, we are in favor of importation of American hogs in bond, under Government supervision, and we do not see any more fear of shipping hogs from an American port to a packing house in Ontario, than there is in allowing trainloads of American hogs to go from Detroit through to Buffalo, as has been going on for many years.

"The packers are as deeply interested in the reputation of Canadian bacon and their brands in England as anybody is, and we feel confident that the packers will see that sides, cured in Canada from American hogs, will not be sold as Canadian bacon, if it can be prevented.

"Yours truly,

"THE GEO. MATTHEWS CO.,
"Limited."

The Wm. Davies Co.

"Replying to your enquiry re American hogs: The William Davies Company is in favor of the continuance of the privilege of slaughtering American hogs in bond in Canada for export purposes, with this reservation, that all meats so exported should be plainly skin-branded to show that the product is from American hogs. The decrease in the marketings of Canadian hogs, showing a decrease of about 200,000 hogs in the last six months, has resulted in much hardship to the employes of Canadian packing houses, and in a serious reduction in business to the packer. To relieve both situations, Canadian packers have taken advantage of the bonding privilege, unused since the early '90's, to create work for their employes and incidentally to decrease a ruinous labor charge brought about through short supply.

"It is argued that such importation of hogs is a menace to the Canadian bacon trade for these reasons:

"1. Danger of infection to Canadian hogs.

"2. The use of cheap American hogs by the Canadian packer to unfairly depress the price of Canadian hogs.

"3. Loss of reputation of Canadian bacon through the substitution of American for Canadian.

"The first of these arguments need not be seriously discussed. American hogs are continually passing through Canada in bond en route to Eastern United States points, and no single case of contagion has ever been traced to this traffic. Besides, the trade is surrounded by the most stringent safeguards, under the supervision of the Dominion Veterinary Department. If these regulations are inadequate—they appear most complete—they can always be improved.

"In the next place, American hogs are not more competitive with their Canadian brethren because slaughtered in Canadian rather than American packing houses. A packer can never improve the quality of raw product sup-

Lucas, Steele & Bristol

extend to their customers and friends hearty Xmas Greetings and a hope that the year just closing has been a profitable one to them.

Empire Brands

LUCAS, STEELE & BRISTOL, - Hamilton

We wish to thank our many friends for their kind patronage during the year now closing, and trust they will find it has been a profitable one, and to wish them "A Very Merry Christmas."

James Turner & Co., Hamilton

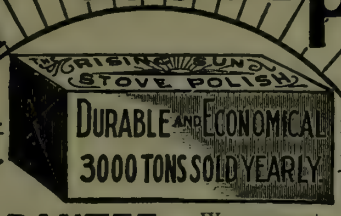
OLIVE OIL — SUAUT & CO.

cannot be too careful in the selection of your ***Oil***

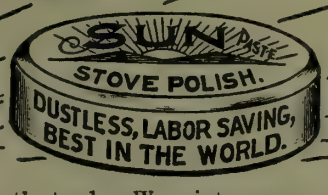
First Consider **PURITY**
Second Decide for **PURITY**
Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.
Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

RISING SUN STOVE POLISH IN CAKES AND SUN PASTE STOVE POLISH IN TINS



WELL KNOWN AND RELIABLE



GUARANTEED TO THE TRADE

GUARANTEE. We guarantee the **SUN PASTE** Stove Polish to the trade. We print our guarantee and put it in every case of **SUN PASTE**. We are very anxious that none but perfect goods shall be sold under our well known and long established trade mark. We will fully and cheerfully protect our guarantee in every way if any of these goods are found defective.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

plied him. At best he can but pass it on to the consumer as good as when he received it. Further, the product of American hogs is American bacon, no matter where it may be cured, and as such has a place on the English market not one whit different from that which it has always occupied. If, therefore, the product from American hogs must be sold as American bacon, the mere fact that the Canadian packer is able to engage in the slaughter of American hogs in bond, will affect the price of Canadian bacon no more than if he enlarged the activities of his business to take in, for instance, the export of dairy products.

"Thirdly, if skin branding of American bacon is made compulsory, the last vestige of danger to the Canadian bacon trade is removed. This will have the effect of preventing unprincipled agents and salesmen in Great Britain substituting the cheaper, inferior quality of American for Canadian bacon. The American product cured in Canadian houses comes into competition with American product cured in American houses, and will sell at about the same price. Neither product is in the same class with Canadian bacon. They go to totally different trades in the main, and sell at widely different prices. Nor will the total exports of American bacon be increased because a few thousand American hogs are cured in Canada. The export market is a sort of safety-valve to the American packer to keep home prices steady and home stocks within compass. Whether the hogs are shipped alive into Canada or shipped as bacon to England, the net result is the same—a certain amount of produce has disappeared from the immediate available supply.

"Finally, it has surely been accepted in this country as a fundamental economic principle, that if the raw product can be imported into this country, made to pass through a process of manufacture, which at once enhances its value, and affords employment to the Canadian working man, without in any way prejudicing existing industries or channels of trade, such an industry works to the advantage of the people as a whole, and is a trade which should be encouraged.

"Yours truly,
"THE WM. DAVIES CO., LIMITED."

BUSINESS CHANGES.

G. A. Emard, grocer, Montreal, Que. Assets sold.

F. W. Ward, grocer, Rossland, B.C., has given up business.

Samson & Lefebvre, grocers, Montreal, Que. Assets to be sold.

Thompson & Brouillet, grocers, Montreal, Que., have dissolved.

Gill Bros., general merchants, Grand View, Man., has sold stock.

J. A. Bouthillette & Co., grocers, Magog, Que., have assigned.

J. A. Campbell, confectioner, Banff, Alta., has given up business.

A. E. Mitchell, grocer, London, Ont., has sold out to F. W. Parker.

Good & Corneil, grocers, Winnipeg, Man., have dissolved partnership.

Newell & Smith, general merchants, West Head, N.S., have assigned.

Norman H. McConnell, general merchant, Luton, Ont., is selling out.

J. A. Maher, general merchant, St. Simon, Que., offering compromise.

George Houk, liquors, Lethbridge, Alta., has admitted son as partner.

Simard & Frere, general merchants, Normandin, Que., have compromised.

Geo. C. Anderson, tobacconist, Victoria, B.C. Meeting of creditors held.

Berry & Greenwood, general merchants, Douglas, Man., have dissolved.

Charles O'Leary, general merchant, White Rock Mills, N.S., has assigned.

E. D. Paquette, flour and grain merchant, Montreal, Que., assignment filed.

H. R. Thompson, general merchant, French Village, Que. Assets to be sold.

W. Brown & Co. tobacconists, Winnipeg, Man., have assigned to C. H. Newton.

T. Finklestein, general merchant, Gretna, Man., has sold out to Miller & Son.

Canadian Preserved Butter Co., St. Johns, Que., Wilks & Michaud, liquidators.

Bouchard & Michaud, general merchants, Chicoutimi, Que. Assets to be sold.

Mary Durham (Mrs. Wm.), grocer, London, Ont., has sold out to Elizabeth Fenn.

F. Jean, general merchant, Ste. Moise,

THE BEST STOVE POLISH

THAT CAN BE USED IS

JAMES' DOME BLACK LEAD

Has the Best Sales Gives the Best Results

W. G. A. LAMBE & CO., Canadian Agents.

We Wish You the Compliments of the Season.

A VERY MERRY CHRISTMAS

TO ALL

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

Have Some?

To those who have once tasted the goodness contained in those little opal jars labelled "MacLaren's Imperial Cheese," an invitation to *have some* is irresistible. The delightful flavor of

MAC LAREN'S

IMPERIAL

CHEESE

satisfies the most critical taste.

Weight for weight, it is six times more nutritious than meat, and, combined with bread, contains everything that the human body requires in the way of food to maintain health and strength.

To appreciate all that this statement means — Just try it.

10c. a jar and upward at all grocers.

MacLaren's Imperial Cheese Co., Ltd.,
Detroit, Michigan, and Toronto, Canada

For Sale by All Wholesale Grocers.

UPTON'S

Jams, Jellies and Orange Marmalade have the call

UPTON'S

Cranberry Sauce in 1 lb. glass jars fills a long felt want at this season of the year.

Que. Voluntary assignment to V. E. Paradis.

R. McLean, general merchant, Makaroff, Man., has been succeeded by D. Sinclair.

Victor Thibault, general merchant, Sayabec, Que., Lefaivre & Taschereau, curators.

Elliott & Mitchell, grocers, Pilot Mound, Man., have sold out to McLaren & Tullis.

T. R. Brough, general merchant, Carberry, Man., has been succeeded by R. J. Hopper.

Ralph E. White, groceries and meats, St. John, N.B., has bought out Kierstead Bros.

Maher & Co., general merchants, North Battleford, Man., have dissolved partnership.

L. N. Castonguay, general merchants, Montebello, Que., have been succeeded by O. Quesnel.

John McKinnon, general merchant, Mabou Mines, N.S., has assigned to official assignee.

Rose & Dumart, general merchants, Milverton, Ont., have sold out to Chas. A. Finkbeiner.

V. Brosseau & Co., grocers, Montreal, Que. Assets were to have been sold on the 14th inst.

P. Martin, cigars. etc., White Horse, Y.T., has been succeeded by Ben Hainer and R. Alguire.

Mrs. E. Freeze, general merchant, Penobsquis, N.B., has sold out to Walter D. Stewart.

David Forsyth, grocer, Muncey, Ont. Meeting of creditors was to have been on the 19th inst.

Raoul Julien, baker and grocer, Beauceville W., Que. Assets to be sold on the 28th inst.

McKinnon & Co., general merchants, Blyth, Ont., have sold out to Popplestone & Gardiner.

J. A. Roy, general merchant, St. Cyrille de Wendover, Que., Chartrand & Turgeon, curators.

James Sutherland has registered as president of Verret, Stewart & Co., Limited, Montreal.

J. F. Bellevance, general merchant, Rimouski, Que., Lefaivre & Taschereau appointed curators.

W. A. Ross, general merchant, St. Godfroi, Que., Lefaivre & Taschereau appointed curators.

A Merry Xmas to All

and a Prosperous New Year

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Wishing you all

A Merry Christmas

and

A Prosperous New Year

LUMSDEN BROS.

Hamilton, Ontario

When you are in a hurry 596 Call us at our expense

Result, your goods delivered next day This is our Long Distance Phone

We have everything in stock that you require

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

ANNUAL MEETiNG N. W. C. T. ASSOCIATION.

A Record Attendance.

WITH a membership of 1,843 and a surplus in the treasury of almost $100,000, the Northwest Commercial Travelers' Association is undoubtedly in a flourishing condition. The favorable showing reflects great

D. J. Dyson, President N.W.C.T. Association.

credit on the management of the association in recent years and the careful husbanding of resources by the astute and watchful treasurer who for ten years has been the custodian of the strong box. With the resources on hand the association are now planning to extend the field of their activities and as a result of the discussion at the annual meeting in Winnipeg on Saturday, December 16, it seems likely that the long discussed project of building a commercial travelers' club will be pushed to conclusion.

Officers Elected.

On Saturday, November 25, officers were nominated at a general meeting of the association held for the purpose in the board room of the Winnipeg Grain Exchange building. The president and treasurer were elected by acclamation, but as a result of the nominations there was a keen contest for the vice-presidency and for positions on the board of directors. Ballots were mailed to all the association members and a fairly heavy vote was polled. The elections resulted as follows :

President—D. J. Dyson (acclamation).
Vice-president—J. E. McRobie.
Treasurer—L. C. MacIntyre (accl.).
Directors—John Horne (retiring president), A. S. Lock, F. H. Nesbitt, Geo. Wilson, Thos. Montgomery, F. M. Morgan, W. C. McLean, G. F. Bryan, F. W. Drewry.

British Columbia officers and directors :

Vice-president for Vancouver — E. F. Gerster.
Vice-president for Victoria — W. W. Duncan (accl.).
Directors for Vancouver—C. P. Egan, F. A. Richardson.
Director for Victoria—J. C. Devlin (accl.).
Director for New Westminster — Fred Lynch (accl.).
Director for Kootenay—Geo. Nunn (accl.).

President Dyson.

In their newly elected president the active Northwest travelers have a man who is one of themselves. The duties of the office are such that it is absolutely necessary to elect as president a man who is not an active traveler. It is desirable, however, that he should be a

J. E. McRobie, Vice-President N.W.C.T. Association.

man who is closely in touch with the boys on the road.

Mr. Dyson complies with these requirements. As head of the Dyson Co. his business duties keep him in Winnipeg most of the time, but it is only some eighteen months or more since he was an active traveler, and hence he is in touch with the sentiments of the man who carries the sample grip and has not had time to forget his point of view. Mr. Dyson is justly popular among the travelers for his frank, straightforward character and his kindliness of disposition. The travelers have the utmost confidence in him and they know that the affairs of the association are in safe hands.

Mr. Dyson came west in 1891, severing his connection then with Gorman, Dyson & Co., of London—now Gorman, Eckert & Co. He founded in Winnipeg the Dyson-Gibson Co., which is now known as the Dyson Co. In building up his present extensive pickle and spice trade Mr. Dyson has traveled the territory from Winnipeg to the coast many times and many retailers will be glad to learn in these columns of the honor conferred upon him.

Vice-President McRobie.

Vice-President J. E. McRobie is an active traveler whose good qualities have made him popular in all parts of the west. He is at present secretary-treasurer of the Western Retail Hardware and Stove Dealers' Association and in that capacity spends most of his time on the road . For a number of years he represented the James Robertson Co., Limited, in the west. He was a faithful member of the board of directors last year and there is no doubt that in him the association will have a capable vice-president. His election is very popular among the boys.

Treasurer MacIntyre.

For ten years L. C. MacIntyre has been custodian of the association funds and he has been again elected by acclamation for his eleventh term. Ten years ago, as he mentioned in the course of a speech at the annual meeting, the membership was only 369 ; it is now 1,843. Mr. MacIntyre has therefore seen the association make great strides

John Horne, Retiring President N.W.C.T. Association.

during his term of office. His re-election by acclamation is sufficient testimony of the high esteem in which he is held by his fellow members.

(Continued on page 35.)

HERE'S
THAT ALL THE GOOD
THINGS OF
CHRISTMAS
MAY BE YOURS ——

THE EBY, BLAIN Co. LIMITED
WHOLESALE IMPORTING AND
MANUFACTURING GROCERS,
TEA AND COFFEE IMPORTERS AND PACKERS
TORONTO, CANADA

PACKERS OF THE FAMOUS
"KOLONA" PURE CEYLON **TEA**—
"GOLD MEDAL" COFFEE

HOCKEY AGAIN.

At a meeting of the Toronto Wholesale Grocers' Hockey League held Dec. 18th, the following schedule was adopted:

Jan. 2nd—Canada Grocers vs. H. P. Eckardt & Co.
Jan. 3rd—Grocery Brokers vs. T. Kinnear & Co.
Jan. 5th—H. P. Eckardt & Co. vs. James Lumbers.
Jan. 10th—Grocery Brokers vs. Canada Grocers.
Jan. 12th—James Lumbers vs. Grocery Brokers and Kinnear vs. Eckardt.
Jan. 16th—Canada Grocers vs. James Lumbers.
Jan. 18th—Canada Grocers vs. T. Kinnear & Co.
Jan. 19th—H. P. Eckardt & Co. vs. Grocery Brokers.
Jan. 22nd—James Lumbers vs. T. Kinnear & Co.
Jan. 24th—H. P. Eckardt & Co. vs. Canada Grocers.
Jan. 26th—T. Kinnear & Co. vs. Grocery Brokers.
Jan. 29th—James Lumbers vs. H. P. Eckardt & Co.
Jan. 30th—Canada Grocers vs. Grocery Brokers.
Feb. 2nd—Grocery Brokers vs. James Lumbers.
Feb. 2nd—H. P. Eckardt & Co. vs. T. Kinnear & Co.
Feb. 6th—T. Kinnear & Co. vs. Canada Grocers.
Feb. 9th—Grocery Brokers vs. H. P. Eckardt & Co.
Feb. 9th—T. Kinnear & Co. vs. James Lumbers.
Feb. 12th—James Lumbers vs. Canada Grocers.

All games to be played on the ice of the first-mentioned team. There promise to be some very close and exciting games this year as each one of the five teams entered are determined to win the trophy which has been donated by the Tillson Co. for annual competition, and also the trophies which Mr. John I. Davidson has donated to the winning team.

A COMMERCIAL AGENT FOR ST. JOHN'S.

In view of the importance of Canadian trade with Newfoundland, the Dominion Cabinet has decided to station a commercial agent at St. John's, and Mr. Ed. Armaud, formerly filling this capacity in Chicago, will be transferred to the Island Colony.

Last year Canada sold Newfoundland goods to the amount of $3,473,713, and bought in return to the value of $1,-054,613.

GROCERS WANT LAWS AMENDED.

It was decided at a meeting of the Grocers' Association, Montreal, to approach the Federal Government next session to have the grocers relieved of the expense of inspection of weights and measures. The Quebec Legislature will also be asked to protect the grocers against the hucksters, who are injuring their trade by selling at the doors of the customers, and a delegation will also ask for a change in the present expensive method of collection in the Circuit Court. A committee was then appointed to consider the amendments required in the law as to grocers' licenses.

NOVEL ADVERTISING LINES.

The N. K. Fairbank Co., Montreal and Chicago, have lately placed on the market for advertising purposes a dummy package of Gold Dust Washing Powder, with the now well known Gold Dust Twins leaning upon the back of the cartoon and apparently discoursing on the fine work they are doing with the contents of the package. It is an ad thoroughly in keeping with the up-to-date material sent out by this firm; and placed on a grocer's counter or show case will prove a good reminder to buy Gold Dust.

Another good line just out by this company is an enamelled door plate in yellow and black, showing a miniature package of Gold Dust and the Twins, and bearing the very seasonable suggestion to "Please close the door." This on the merchant's doors is both ornamental and suggestively useful. No doubt applications to the Montreal offices by readers of The Grocer will secure either of these good designs.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO., LIMITED
HAMILTON

Western Retailers!
Support Western Industries

Your Jobber can supply you with

MANITOBA PACK

Corned Beef, Roast Beef
1 and 2-lb. Tins

Canned Chicken, Canned Turkey
1-lb. Tins.
QUALITY FIRST-CLASS

Manufactured by
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is not much change in the situation on cheese since our last report; the market remains not only very firm, but even unusually active for this time of the year. Stocks held here for British account are being ordered forward, new orders are daily coming in and, if this condition continues, we will very soon be entirely bare of stocks.

The strength of the situation was particularly apparent a few days ago, when a lot of damaged cheese ex S.S. Bavarian were sold at auction. A large number of buyers congregated and the prices realized were a surprise to the underwriters and everybody else, which fully demonstrated the keen demand for anything a shade under the price for finest goods.

Even finest qualities have had a good demand, and prices have gradually hardened. Stocks in the different centres of the United Kingdom show a considerable decrease, which means that the consumptive demand is still on, and that the retailers are not overstocked this year. Trade conditions in Great Britain are favorable, and as long as the consumer is willing and able to buy cheese the situation may not only be considered sound, but strong, and prices will naturally advance gradually as supplies become less.

Another representative of a large English importing house made his appearance here a few days ago. Of course he was not here to buy cheese, but just to keep his hand in he took a "few" wherever he could find suitable quality. Evidently the majority of the trade in Great Britain did not believe in the actual strength of the situation, and they find out, when it is almost too late, that they were mistaken the whole season. They lost business and failed to make profits when it was the right time to buy.

There is no doubt the situation right along has been speculative and misleading to the legitimate trade, but, after all, it is astonishing that the majority of the British importers remained on the wrong side, in spite of any straight, good advice from this side of the Atlantic. They realize now that prices are up and stocks getting small; that they need some goods to keep their natural trade supplied, and one after the other is coming on the market, and, naturally, prices keep on advancing.

At the close of our navigation everybody expected a dull and quiet time, but orders coming in from all over the United Kingdom clearly demonstrated that goods were wanted. Available supplies are undoubtedly short, as the bulk of our stocks here are held for British account, and what goods are unsold here are firmly held for higher prices. The present situation is frequently compared with the year 1902, when prices went out very high, and there is every probability this year that we will see a similar wind-up.

There is one danger, which is that everybody here and across the Atlantic is "bullish," and if this is overdone it may finally end in disappointment, but at present the "bull argument" seems certainly well supported by facts.

The receipts and exports of cheese are nearly the same as last year, but the stocks in the country are very much less than a year ago. Prices have been higher right along, but the British retailer has been able to get a better profit on cheese than last year, and, considering that last year's supplies were insufficient for the consumptive demand of Great Britain, it certainly seems natural to expect that this year's stocks will all be wanted before the new season's goods can come on the market.

Great Britain is a large market for all kinds of cheese. Canadian cheese are, to a large extent, similar to the English and Scotch product—better in quality than a good proportion of English and Scotch cheese—and when these run short, as they seem to do this year, the Canadian cheese are wanted to fill the gap. New Zealand cheese come next, but it is generally believed that these will run short also, and at present there is nothing but high prices in prospect.

There is not much to be said about butter. As previously pointed out in these articles, we have no butter to spare for export, and the British markets are now ruled by supplies from Australia and European countries.

THE PROVISION SITUATION

There is no doubt that the packing industries are at the present moment face to face with a critical situation.

We give in another part of this issue upwards of two pages of correspondence which has come to hand on the subject of the bonded privilege withdrawal.

All alike are concerned as to the effect on the industry. There is a steady capacity equal to 70,000 to 80,000 hogs per week all of which can be comfortably placed. With the removal of this privilege packers will have to content themselves with a meagre supply of little more than half that amount, and with little prospect of the situation showing any material improvement for many months. It is a condition of grave and serious moment.

Markets are continuing steady and generally firm, with every indication of good export demand.

Poultry has been occupying a good deal of attention at all points. During the current week, however, there has been a good deal of unsteadiness and prices at present moment are weakening.

The cheese situation is one of continued strength. Factories are closed down and stocks are all held by dealers, who are not disposed to move except at firm figures.

The butter situation has no new feature. A steady demand continues, with supplies hardly sufficient to meet requirements.

Apart from the great question of the moment before referred to, the general conditions are featureless and uninteresting, and are expected to continue so until the opening of the new year.

OUR LONDON LETTER.

By Our Own Correspondent.

The demand for Australian butter continues to be brisk, and prices are inclined to advance. Choicest brands make 110 to 112 shillings; finest, 104 to 108 shillings. Two thousand odd cwts. of Canadian butter arrived on the 2nd inst., and are selling at 106 to 110 shillings for choicest parcels, 100 to 104 shillings for finest. It is worthy of notice that this time last year there was no Canadian butter to be had. The continent is making heavy calls upon the Danish market, but owing to large arrivals of colonial butter the effect is not felt here.

Canadian Cheese in Demand.

There has been a good demand for Canadian cheese all through the week, and brisk business has been transacted at higher prices. Quotations are now 61 to 62 shillings for white; 62 to 63 shillings. These are spot quotations; c.i.f. are higher. At this time last year ruling figures were 49 to 50 shillings for choicest and 47 to 48 shillings for finest. These quotations are full of significance, and verify the statement made elsewhere in The Grocer some short time back that the consuming public in Britain would respond to any advance in price. But the dealers cannot be making much money, since it appears that the addition of an extra penny on the retail price of cheese is robbed of its beneficial effect, as far as they are concerned, by the advanced price demanded by Canadian shippers. However, the retail trade is in no mood for worrying about such a matter just now. "Look to your poultry" is the order of the day.

Opportunity for Canadian Poultry.

It is a pity that Canadian poultry cannot be seen on this market at this time of the year. Indeed, when it is to be had, early in the Spring, it is nothing in comparison to what it might be. The demand is very great for fowls, and Canadian exporters should make an effort to get a larger slice of the business next season than before.

Some reference was made to the poultry market in Britain in a former issue of The Canadian Grocer, but it will bear repetition. When England began many years ago to import poultry, the United States was easily first in supplying fowls to meet the demand, but later on Russia entered the field, and was so

successful that it secured the first place as a source of supply. After some while, however, Russian breeders began to cultivate an egg trade with this country, and the result naturally was that the fowls which hitherto had been killed when comparatively young for eating purposes, were now kept on account of their eggs, and the export poultry trade of Russia suffered accordingly. Thus the United States once more secured the first position. Lately, possibly owing to the increased domestic demand, supplies of poultry from the States have been on a decidedly smaller scale, and it is right here that the opportunity occurs for Canadian poultry raisers to step in and get their share of the trade.

Provisions Slow.

Bacon. There is no change to be reported this week. The trade say that there is a possibility of the demand being a trifle better during the next few days, but that the Christmas holidays are sure to interfere with regular business. If it is at all possible, packers should do their best to keep prices down as the high prices now ruling are detrimental to free buying, and they stand to lose money in this way. Quotations are expected to be lower throughout the early part of the year.

UNIVERSAL STOCKS OF LARD.

December 1, 1905.

CABLE advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1905. Dec. 1.	1905. Nov. 1.	1904. Dec. 1.	1903. Dec. 1.	1902. Dec. 1.	1901. Dec. 1.
Liverpool and Manchester	7,500	15,500	17,000	10,500	950	3,500
Other British ports	5,000	9,000	13,000	1,500	250	5,000
Hamburg	20,000	25,000	25,000	12,000	500	3,000
Bremen	1,000	1,500	1,500	500	1,500	1,000
Berlin	3,000	6,000	5,000	2,000	500	500
Baltic ports	6,000	10,000	16,500	8,000	5,000	6,000
Amsterdam, Rotterdam, Mannheim	2,500	4,000	2,500	500	500	1,000
Antwerp	1,000	1,500	2,500	1,000	1,000	1,000
French ports	1,500	750	1,200	900	500	3,000
Italian and Spanish ports	1,000	1,000	500	500	500	1,000
Total in Europe	48,500	74,250	84,700	37,400	11,200	25,000
Afloat for Europe	90,000	80,000	55,000	50,000	45,000	57,000
Total in Europe and afloat	138,500	154,250	139,700	87,400	56,200	82,000
Chicago prime steam	18,136	53,404	19,409	19,920	9,547	21,438
Chicago other kinds	14,756	13,384	10,223	8,082	9,698	4,981
East St. Louis	None	1,350	875	840	None	310
Kansas City	5,927	7,770	3,794	3,682	2,289	13,445
Omaha	1,263	682	2,153	842	1,013	3,911
New York	4,473	4,356	5,643	5,537	4,510	5,551
Milwaukee	1,196	9,066	3,597	1,857	680	1,564
Cedar Rapids	....	....	....	....	....	2,644
South St. Joseph	*1,500	*2,000	4,296	1,845	1,788	3,450
Total tierces	185,751	243,262	189,690	130,005	85,725	139,294

* Estimated. (The N. K. Fairbank Co.)

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

There is no change of any importance to note in the condition of the provision market. The scarcity of live hogs is a feature the packing houses have to contend with on the moment and prices are consequently firm. Dressed hogs, abattoir killed, $9 to $9.25; country dressed, $8 to $8.25. Bacon is in good demand, although hams are not so active.

We quote:

Lard, pure tierces	0 10½
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11½
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb	0 06½
" " ½-tierces, per lb	0 07½
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

Butter continues in good demand for local consumption and the market is steady with prices unchanged. Dairy continues scarce and is held at firm prices. Choice creamery 23¼c to 23½c, and good to fine 23c to 23¼c.

We quote:

Fancy Townships	0 23½
Finest creamery	0 22½ 0 23½
Fine	0 21 0 21½
Medium	0 20 0 21½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21

Cheese.

The cheese market is strong. There has been considerable inquiry for export and this has had a tendency to make holders firm. Stocks are practically in few hands and this has a still further tendency to stiffen prices. Ontarios quoted 12⅝c to 13c and Quebec makes 12¼c to 12½c.

Eggs.

The egg situation is unchanged; the market is firm and local demand good. Selected stock selling at 24½c to 25c, No. 1 21c and limed 20½c to 21c. Strictly fresh laid 30c to 32c. These latter are very scarce and stocks readily picked up.

TORONTO.

Provisions.

Local trade has manifested considerable life during week under review. Demand has been good, and prices well maintained. Arrivals have been coming in better, but not sufficient to make any material difference to the output. For street hogs markets have shown a slight weakening on our quotations, to the extent of 25c. Poultry has been occupying a good deal of attention. Turkeys have been ruling high but during current week there has been a good deal of fluctuation. Beef, mutton and lamb have all continued in good demand and firm prices.

We quote:

Long clear bacon, per lb	0 10½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11
Small hams, per lb	0 13
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 15 0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10½
" pails "	0 11
" compounds, per lb	0 07½ 0 07½
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 00 7 50
" front quarters	4 50 5 00
" choice carcases	5 50 6 50
" common	3 50 4 50
Mutton	0 08½
Spring lamb	0 09 0 10
Veal	0 07 0 10
Hogs, street lots	8 15 8 25
" dressed, car lots	7 75 8 25

Butter.

There is no new feature to report. Arrivals have been much more satisfactory and many factories are now getting down to straight work.

We quote:

	Per lb.
Creamery prints	0 25
" solids, fresh	0 24
Dairy prints	0 22
" in tubs	0 18 0 21
" large rolls	0 21 0 22

Cheese.

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market. Whether or no this will eventuate is only conjecture.

We quote:

	Per lb.
Cheese, large	0 13
" twins	0 13½

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any guaranteed are fetching on market 40c and up.

We quote:

New laid eggs, per doz. (nominal)	0 35
Fresh " "	0 24 0 25
Pickled " "	0 21

WINNIPEG.

Creamery Butter.

As noted last week, all the country creameries have stopped manufacturing and stocks on hand are none too large to supply the Winter demand.

We quote:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter.

Supplies from the country are still small and the quality is not all that might be desired. There is a strong demand for good dairy butter and the first class article will command a high price from the local produce houses. The price paid for good dairy butter delivered in

Winnipeg is about 20c, but it is hard to quote with exactitude as everything depends on the quality.

Lard.

We quote :

Tierce basis, per lb	0 10
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese.

We quote :

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats.

We quote :

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

HOW LONG WILL WE HAVE GOOD TIMES?

By George Burn, General Manager Bank of Ottawa.

Some years ago the present Minister of Finance in his budget speech asked whether Canada had not about "reached the top of the wave" in prosperity. If one may judge by the increase in the bank clearings and in the deposits of the country, an answer in the negative may very well be given to this query.

I called attention last year to the fact that the deposits of the banks generally had grown at the average rate of a million dollars a week. I find that this year the growth is even greater, the total public deposits in the chartered banks being $69,000,000 higher than a year ago, of which about $14,000,000 is from other countries, held by Canadian banks having agencies outside of Canada. Comparing the 31st October, 1895, ten years ago, with the same date of this year, the growth is $361,102,000, or an average increase per annum of $36,000,000, no small sum, considering our population.

A careful review of the increase, as far as can be judged from the Government returns, indicates that the growth in deposits is general throughout the Dominion.

The current loans in Canada of the chartered banks have increased during the year $34,000,000, or about $20,000,000 less than the increase in Canadian deposits.

The question many people are asking is, how long is this growth in material wealth to continue? It seems to me that so long as we have good crops throughout the country, and prices maintain a fair average, we may expect good times. At the same time we realize that there must be no relaxing of vigilance. The temptations to overtrade, to lay in too heavy stocks of goods, and to speculate in lands, etc., are serious, and not every merchant can resist them. Those of us who have passed through some of what are known as "hard times" know full well that the foundation of many a loss has been laid in times of prosperity.

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and

Happy New Year

To all our Customers and Friends

Thanking you for your past favors, we wish you all a Merry Christmas and a Prosperous New Year. May our relations be as cordial as ever, and mutually profitable.

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We are indebted to a member of a Hunting Club in Pontiac County for the above picture.

For strength, flavor and aroma the ideal Coffee of Hunters, Fishermen and Campers is SEAL BRAND.

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THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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NEW ADVERTISEMENTS

Canadian Co-operative Co., Winnipeg, Man.
Canada Maple Exchange, Montreal.

THE COFFEE SITUATION.

THAT we are in line for an advance in coffees is becoming more and more apparent daily. The statistical position of coffee has never shown a more serious front than at present, and this position is so strong that even the strongest bear interests will not be able to effectually and effectively check the advance in prices in the article, and every confidence is expressed by the large dealers in New York, Havre and Hamburg in the permanency of the ruling strong tone. The United States, as the world's largest user of coffee, is naturally more interested than Canadian dealers, but as the consumption in Canada during the past five years has increased very largely, and is still bounding upward, it is well for all to study the situation closely and weigh carefully as to whether the present is not an opportune moment for laying in stocks.

Mr. G. S. Kutz, an eminent authority on coffees, in reviewing the situation, says:

"The timidity and heaviness resulting from the liquidation and gradual adjustment of a large long interest for December delivery is evidently on the verge of disappearance and about to give way to a feeling of confidence in the future course of the market—a feeling amply justified by the general situation of the article.

"Among a number of causes making for improvement particular mention should be made of the small stocks at seaports in Europe, very scant supplies in the interior and increasing deliveries in this country. The interior of the United States has been buying sparingly, from hand to mouth as it were, during recent months, but is already showing a better demand and will become a liberal purchaser the moment prices begin to show an advancing tendency."

The situation in Europe is looked upon by those conversant with the world's coffee situation as even more pessimistic, and the well-known house of F. Metz & Co., Havre, France, in a circular letter of recent date, commenting on the phenomenal decrease of stocks of Brazil coffee, report that:

"On January 1, 1904, stocks in Europe amounted to 6,420,000 bags, while on October 1, 1905, they were only 3,355,000, thus showing a decrease of 3,065,000 bags within the comparatively short space of 21 months."

The total visible supply of the world of all kinds of coffee on the 1st of November, 1905, amounts to 13,006,841 bags, as against 14,350,926 bags at the same time last year.

The continuous decrease in the production of Brazil coffees has been remarked upon by operators, and this decrease is the result of the policy of restriction in production pursued during late years by the Government of Brazil. From 1902 to 1905, there were shipped from the ports of Rio and Santos as follows:

1901-2	15,439,000 bags
1902-3	12,324,000 bags
1903-4	10,408,000 bags
1904-5	9,968,000 bags

showing a steady shortage every year. As to the crop of 1905-6, which up to last May was estimated between 10,500,000 to 12,000,000 bags, it is now thought will not exceed 10,000,000 to 10,250,000 bags.

In this connection it is well to mention the report of the United States Department of Commerce and Labor on the subject of the world's production and consumption of coffee, recently issued:

"It is believed to be the intention of the Brazilian authorities to bring the production down to 9,000,000 bags, and keep it there, in order to render the industry more remunerative to the planter by aiming at a higher range of prices."

These reports are food for thought and reflection, and especially so when it is an apparent fact to everyone that the consumption of coffee is not only commensurate with the growth of population in coffee consuming countries, but there is also a per capita increase. With the production of coffee falling off, and the consumption increasing, it is not difficult to imagine what the effect will be on prices. As the world's production outside of Brazil is not more than about 4,500,000 bags, to satisfy the growing demand it will require about 12,000,000 bags of Brazil coffees, and the most sanguine reports do not show more than a possible crop for 1905-6 of 10,500,000 bags. It is easy to calculate upon an advance.

TEA STANDARDS FOR CANADA FURTHER CONSIDERED.

"It is one thing to make a statement, but another thing to substantiate it," is a current saying. The Grocer in its latest issues, as well as as far back as June last, has made the claim on behalf of Canadian tea importers that the present system (?) of tea inspection by the Government was an injustice to the trade and a serious detriment to the proper conduct of a business of such vast extent and importance as the tea importing trade. In one of our latest issues reference was made to the loss sustained by a Montreal importer through the unsystematic procedure of the Government tea inspection bureau, and in last week's issue a direct statement of a further unjust ruling was published in the letter of Mr. E. D. Marceau, one of Montreal's most prominent tea merchants. The injustice to Mr. Marceau and the heavy loss sustained by him through inability to deliver the tea in question to his customers owing to advance sales having been made on samples through his travelers, was sufficient excuse for a stronger protest than was made by him.

The Grocer has been handed this week by another large and well known tea house of Montreal a copy of an account sales of a shipment of tea imported from London and which on rejection by the Government inspector was re-shipped to London and sold for account of the Montreal house. The original account sales was in The Grocer's possession but returned to the tea merchants. The shipment consisted of 15 hf. chs. Imperial gunpowder and was purchased at 6½d., equal to about 13½c in Montreal. The tea was pronounced perfectly sweet and good liquoring by a number of local tea experts and superior in every respect to several lots of woody,

scummy Ping Sueys that have lately passed the inspector, and in the opinion of those competent to judge, ought to have been permitted entry.

The London house, on the teas arriving there, sold them and the account sales showed 4½d., a loss of 2d., and the entire loss to the Montreal house was £10 1s. 6d. (about $50).

This case amply justifies an investigation in the methods adopted by the authorities invested with the inspection of teas and certainly strengthens the contention that a set of tea standards for use of the tea importing trade is absolutely necessary.

In order to place the above case clearly before our readers and the Government, we publish herewith the actual shipment and account sales referred to, withholding only the names of shipper and consignee :

STATEMENT OF SALE OF 15 HF. CHS. TEA SOLD FOR A/C. OF ....., MONTREAL, BY ....., LONDON.

1905.	£	s.	d.	£	s.	d.
Oct. 19—To 15 hf. chs. Imperial, 828 lbs. at 4½d...	15	10	6			
Less 92 d/d.....		3	9			
				15	6	9
Balance due to us.....				10	1	6
				25	8	3

1905.	£	s.	d.
May 6—By 15 hf. chs. Imperial as per invoice.....	23	5	9
" Public sale charges and commission.....		5	7
" Wharf charges.....	1	8	2
" Landing charges.....		7	6
" Sampling.....		1	3
	25	8	3
By balance.....	10	1	6

October 27, 1905.
E. & O. E

How long will this uncertai ty prevail ?

The only remedy is, we claim, the adoption of standards, and the appointment of a board of arbitration as is the case in the United States. There is no reason in the world why Canadian tea importers should be kept in a guessing state as to what to import, and be put to losses in the conduct of legitimate business.

OUR COMMERCIAL AGENCY IN U.S.

In a few months the Canadian Commercial Agency at Chicago will have ceased to exist, by the transfer of Mr. E. D. Arnaud to St. John's, Newfoundland, and with its closing will apparently end Canadian commercial representation in the States. This is to be greatly deplored. Chicago itself may not have been an ideal point for such a purpose, and we can well understand the agent in charge has had an onerous and difficult task.

No one acquainted with the situation would complain at the appointment of an agent for St. John's, Newfoundland, it is a necessity which should not be overlooked, but why the withdrawal of representation in the U. S.? Surely there is ample need to be in touch with every American movement. There are other places beside Chicago—Philadelphia and New York, for instance—where commerce and manufacture are exploited on a scale which has taken years to develope. Surely Canada can learn much from her American cousins' experience. The absence of our commercial agency from such important centres as those mentioned, is greatly to be regretted and it is to be hoped that the matter will meet with the consideration it deserves.

A BLOW AT THE PACKERS.

The decision of the Hon. the Minister of Agriculture to rescind bonding privileges in regard to American hogs is to be deplored, and can not be defended on the grounds set forth as the reason therefor. The health of Canadian hogs is no more likely to be injured by the transit of American porkers from the border to the factory than from the Detroit to the Niagara River, en route from Chicago to Buffalo, thousands passing through Canada by this route every year without any interference on the part of the Government.

The other reason given that bacon produced from American-fed hogs might be sold in Great Britain as Canadian is equally fallacious. Apart from the intrinsic difference in the bacon itself, it would be quite possible to secure the branding of all American-fed bacon in such a way as to make misrepresentation impossible.

The packers are unanimous in desiring to use Canadian hogs, but if the farmers refuse to raise them in sufficient quantities at the high prices that have been ruling it is unjust to the packer to prevent him from employing his full capacity in the curing of the American hog. The effect is sure to be injurious to the farmer. If the packer can only run at half time or capacity, his manufacturing costs must be necessarily higher per hundredweight, and he will be compelled to pay proportionately less to the farmer.

If the bacon produced from American hogs competed with the Canadian article to any degree the action of the Minister might be justified, but such is not the case, as the two classes of bacon serve two distinct classes of trade.

The American hogs cured in Canada and sold in Great Britain would otherwise find their way to the same market but through American packing houses. Is it not better that the labor should be employed in Canada and the profits remain here, rather than in the United States, while our farmers are not in a position to supply the requisite demand ?

The very fact that although the bonding privilege has been available some eight or ten years, the packers had not, up to the present time, availed themselves of it to any appreciable extent, should convince all reasonable persons of the sincerity of the latter in their protestations that they desire only the Canadian hog if they can get him.

It is to be hoped that Mr. Fisher may yet prove amenable to the reasonable request of the packers, and continue bonding privileges under such conditions as will prevent the possibility either of the dissemination of disease or fraudulent substitution of American for Canadian bacon.

WHEN WILL LOBSTER CANNERS AWAKE?

Much has been said from time to time on the imperfect canning of lobsters. Quite recently The Grocer drew attention to the subject, and again has it been brought to our notice, this time from, perhaps, a more practical standpoint.

The canning of shell fish is well known to require an extraordinary amount of attention, and lobster, by reason of its delicacy, requires the greatest of all care. Now, when all this has been attended to, and the process has produced a perfect article, is just where, so we understand, most lobster canners are making a mistake by using a can which, whilst being satisfactory in all other respects, and good for other descriptions of canning, will not resist the peculiarly sensitive chemical process which arises and is only associated with such as lobster canning.

The fact that a certain class of "can" has been used since the industry started is no argument. Every industry is on the advance, knowledge is being acquired at every turn, and why not this industry ? Experience has proved the present system to be imperfect, and every "can" of lobster made finds ready sale, and if the public were certain of getting a good article every time much more would be bought, or a better price be obtained. As it is, however, nothing is more annoying than to open a "can" of lobster and find it putrid, as the writer himself has found on several occasions, and nothing more effectually kills an industry. Explanations afterward do not remove the feelings of disgust.

(Continued from page 24)

Among themselves commercial men are plain speakers and their criticisms are frank. The only criticism of Mr. MacIntyre's administration has been that he is over zealous in his protection of association funds, and surely that criticism is about the highest compliment that could be paid to a treasurer. Even his failings seem to "lean to virtue's side."

Mr. MacIntyre came to Winnipeg from Victoria county, Ontario, in 1882. For 10 years he was a traveler for Turner, McKeand & Co., wholesale grocers, of Winnipeg, and for the last 13 years he has been manager of the Paulin-Cham-

President's Report.

The president's report, which was adopted unanimously, showed a very satisfactory condition of affairs.

The total membership is now 1,843, showing an increase for the year of 16 per cent., being a total of 293 new members. The membership is apportioned as follows: Winnipeg, active, 1,429; Winnipeg, honorary, 30; life members, 2; British Columbia, active, 382.

The directors have held fifteen meetings during the year, with an average attendance of eight members.

The association has to mourn the loss of ten members, namely: Messrs. C. Jacobs, J. E. Code, W. W. Hicks, J. A. Webber, W. C. Hourston, W. T. Johnstone, S. C. Burton, J. M. Laver, K. P. Wollaston, and R. J. Whitla. The total claims on the mortuary fund this year amount to $1,450, some $600 less than last year.

The British Columbia branch of the association cootinues to flourish and increase in members, the total this year being 382 as against 306 in 1904.

The association's liability under the mortuary benefit by-law now amounts to $350,420, an increase for the year of $63,795.

A branch has now been opened for the issue of certificates in Calgary, with Mr. Chas. J. Packham as assistant secretary in charge. Any members of the association making their headquarters in Alberta will apply to Calgary office for certificate for 1906.

The board have this year made two grants to hospitals, namely: $250 to furnish a ward in the new Vancouver hospital; this is at the urgent request of the British Columbia members, this ward to be always at the service of commercial travelers. At the Winnipeg General Hospital the ward which was equipped by the association some years ago was found in need of new furniture, etc., and was therefore refurnished throughout at a cost of $218.

The board have made every effort in conjunction with the other associations, boards of trade, and other representative bodies to have disallowed by the Dominion Government the obnoxious tax on travelers recently put in force both in British Columbia and Quebec, so far without avail.

At the invitation of the Eastern Canadian Passenger Association the board authorized the president and secretary to attend a meeting in Montreal of the presidents and secretaries of all the associations of commercial travelers in Canada and the Eastern Canadian Passenger Association, to discuss the present method of granting rebates by the issuing of certificates by each association. The railway companies have for some time been desirous of securing greater uniformity and no duplication of numbers, and suggested that all certificates should be supplied by the passenger association to each commercial travelers' association in consecutive numbers and absolutely uniform. This proposition did not commend itself to the delegates, as in the first place it would be likely to cause the several associations to lose their identity, and being, secondly, likely to cause some complication in connection with the association insurance. There are many other points of importance which should be considered before definite action is taken. The delegates therefore asked that action be deferred until next year, and it was so decided, and there will be another meeting of delegates called early in the new year by the secretary of the Eastern Passenger Association, of which all delegates will have thirty days' notice.

The delegates were unanimous in condemning the travelers' tax, and passed a resolution in Montreal which was forwarded to the Dominion Government, copies being sent to the premier and other ministers.

The accident and disease insurance of $1,000 on each member has again been renewed with the Ocean Accident and Guarantee Corporation, tenders having been taken and theirs being the most advantageous.

In conclusion, the association is congratulated on its splendid showing this year, and there is no doubt that it will continue to grow and prosper under the management of the new board.

(Signed) FRED. J. C. COX,
Secretary.
JOHN HORNE,
President.

In Flourishing Conditions.

Mr. MacIntyre's report showed the finances of the association to be in a flourishing condition. Owing to the sale of the Lombard street property the assets increased during the year by $35,421.51. The normal increase was more than $3,000 larger than in any previous year. The net surplus is $97,709.73.

Club Room Proposal.

At the general meeting in November a committee was appointed to inquire into the practicability of renting recreation or club rooms in Winnipeg for the members. A. L. Johnson, chairman of the committee, presented a report showing the cost of rental of two or three suites of rooms in Winnipeg. The members thought the rental excessive and after long discussion it was decided, on motion of L. C. MacIntyre and A. S. Lock, to authorize the executive to purchase a lot and proceed to build a club house.

L. C. MacIntyre, Treasurer N.W.C.T.

POOR SPANISH PRISONER.

Jas. Maylor & Son, Forest, Ont., write The Grocer that they also have been in receipt of the letter from the "Poor Spanish Prisoner" reproduced in last week's Grocer. The incarcerated Spaniard seems to have an extensive mailing list.

THE PUBLIC IS WITH US

The immense demand for

"SALADA" CEYLON TEA

Warrants this assertion

Your customers want the best.
"SALADA" alone "fills the bill."
Please your trade and hold the business.
To do this give them "SALADA."

Annual Sale
14,000,000
Packets.

Write for particulars and prices to

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CANADA'S STANDARD

FOR

REFINED SUGAR

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THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

A GOOD PROFIT

AND

A GOOD ARTICLE

CELLVLOID STARCH

Is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly: no bargain sales from tubs at the season's end of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Abbreviated Market Notes for Current Week.

MONTREAL.

Oranges, Jamaica, declined 25c.
Oranges, navel, advanced.
Pine apples, advanced 50c.
Apples, advanced 50c.
Cranberries, advanced 50c.
New Boston lettuce, arrived.
Florida tomatoes, arrived.

TORONTO.

Pomegranates, arrived.
Kumquates, arrived.
Strawberries, arrived.
Pears, California, arrived.
Boneless chicken, turkey, duck, added to list.
Soups, all new canned prices.
Pig's feet, added to list.
Beans, revised quotations.

Quebec Markets.

GROCERIES.

Montreal, Dec. 21, 1905.

Jobbers report trade very satisfactory for holiday week. Late sorting up orders for prompt shipment for holiday trade coming in plentifully by letter and wire. Many jobbers are preparing for stock-taking and look for slack business until after the turn of the year. Collections are reported satisfactory, travelers are coming in and report condition of country trade good, with prospects of good business in the coming year.

Canned Goods—The market for canned goods shows no change. We quote:

	Group No. 1.	Group No. 2.
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
2's, black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
¼-lb. Flat, 5 cases and over, "		95
¼-lb. " less than 5 cases, "		97½

Sugar—The sugar market shows no change: We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 80
" " half-barrels	4 90
" " boxes, 100 lbs	4 80
" " boxes, 50 lbs.	4 90
Extra ground, bbls.	4 65
" " 50-lb. boxes	4 85
" " 25-lb. boxes	4 95
Powdered, bbls	4 45
" 50-lb. boxes	4 65
Phoenix	4 25
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

Syrups and Molasses—The molasses market shows no change, with the exception that the feeling is slightly firmer. We quote:

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Coffee—The market for coffee continues firm. Local trade is reported in healthy condition and orders satisfactory. Messrs. Watt, Scott & Goodacre in their report of the 19th inst. say, "Nothing new, unexpected or of importance has transpired in the New York coffee market this week.

Tea—The tea situation during the past week, while generally fair, has shown a better business in Japans. Business, however, is tending to slacken, due no doubt to the holiday season.

Foreign Dried Fruits—The distribution of foreign fruits continues active. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" boxes		3 50
" Excelsior Window Clusters,"		4 50
" " ½s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—No new features in rice. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95
Tapioca, medium pearl	0 05 0 05½

Maple Products—Business is reported fairly satisfactory by maple sugar dealers. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08½	0 09

Ontario Markets.

GROCERIES.

Toronto, Dec. 22, 1905.

Reports denote a considerable quieting down of trade, during week under review. A good deal of movement has been manifest, but mainly on account of earlier placed orders.

Canned Goods—The general situation is unchanged; demand continues active, mainly of the character of making up. We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
" preserved, gal	....	3 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00
FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	[illegible]
½-lb. " less than 5 cases, "	....	97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ⅛'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40
MEATS, ETC.		
Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50

	Aylmer	Simcoe Kent	Delhi Lator
Chicken, 1's, boneless	3 20	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

VEGETABLES.

Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " " "	0 87½	0 85
3's, sliced, " " "	0 97½	0 95
3's, whole,	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 32½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's	1 92½	1 90
Gal., standard	2 55	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

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It goes twice as far as other Blues.

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67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, Mfrs. Agents

HALIFAX, Nova Scotia

Sugar—The sugar situation is one of uncertainty. Domestic trade is well maintained, present prices being considered a good basis for purchase. Supplies, however, are barely sufficient to meet all orders.

Syrups and Molasses—Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged.

Coffee—Domestic trade has shown considerable shrinkage during the week under review, probably on account of stocks having been well laid in in advance. New York market reports denote a steady tone with demand slightly improving; recent sales closing on even firmer basis. The advices received from the European markets were encouraging, both Havre and Hamburg showing fair advances, and the movement of the Brazil crop was running at very moderate figures.

Tea—The local demand for tea has been steady, but of an uninteresting character. Good quality teas continue scarce and command good prices. Reports from London market continue to show strength.

In recent Indian sales good and best qualities were in poor volume. Common tea continued quiet and unchanged on its previous low basis. The feature of the sales was the renewed demand experienced for good and fine grades with quality in cup or appearance, and prices

MAPLE SYRUP

Mr. Small, of the Canada Maple Exchange, Montreal, has something to say to those who want to handle *Pure Goods.*

Estimates must be given early in January.

for these, as a rule, tended in sellers' favor. Tippy broken Pekoes again met with good support, and for the most part about recovered the slight decline recently noted.

In Ceylon teas the sales as a rule have passed with fairly good spirit, the general tone in the room being rather better this week than last, but any alteration in values has, on the whole, been against the seller.

Foreign Dried Fruits—We quote:

Prunes, Santa Clara—

	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½

Candied and Drained Peels—

Lemon	0 09½	0 10½	Citron 0 16 0 18
Orange	0 10½	0 11½	

Figs—

Elemes, per lb	0 10	0 14
Tapnets, "		0 04
Apricots—		
Californian evaporated, in 50-lb boxes	0 14	0 15
Peaches—		
Californian evaporated, " "	0 14	0 15
Pears—		
Californian evaporated, per lb		0 13
Currants—		
Fine Filiatras	0 05½	up
Patras	0 06	0 06½
Vostizzas	0 07½	0 08½
Raisins—		
Sultana	0 05½	0 07
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 05½	0 06
Seeded, 1-lb packets	0 11	0 12½
California, loose muscatels—		
3-crown		0 07½
4-crown		0 09
Dates—		
Hallowees	0 04½	0 05
Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½
" new choice		0 09½
Domestic evaporated apples		0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

Rice and Tapioca — We quote:

Rice and Tapioca—

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 05
" double goat		0 06

Honey—Trade continues active, values good, and prices firm at previous quotations. We quote:

1842——1906

To Our Customers and Many Friends

We Wish

A Merry Christmas

and

Most Prosperous New Year

MAY OUR RELATIONS BE AS CORDIAL AS IN THE PAST

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS Montreal, Canada

Importers of Teas, Coffees, Wines and Liquors

N. B. Markets

St. John, N.B., Dec. 19.

Christmas is all but here. We have been fortunate in having snow and hope to have it over the holiday. It greatly helps business in the city. In the country it is a necessity. There, there can be little or no business without snow.

The Board of Trade has appointed a committee to thoroughly advertise the advantages of the city as a manufacturing centre, and to place definite information before those who are looking for the very best place to start manufactories. At a meeting called in the above interest a resolution was carried favoring exemption of taxes for ten years where manufactories are started, not competing with concerns now here. While considering there are many better reasons why St. John should be chosen as one of the best localities for manufacturing, as the climate, the high class labor obtainable here, our position as an open port all the year, cheap coal, etc., these are inducements which count and show that the city is in earnest in its intent to get manufacturers to locate here and is prepared to help in every way possible to make these enterprises a success.

Canned Goods.

There is little of particular interest. Vegetables, on which prices were cut very low, are more firmly held. Several firms did not enter the competition. In fruits a slightly better sale owing to the holiday season. Salmon rather quiet. While lobsters are high, there is a fair supply. In domestic sardines, a fair stock. Haddies, kippers and clams, rather small supply. There is some excitement in canned meat owing to cut prices being quoted by some American packers.

Green Fruit.

The holiday season means an improved demand. Jamaica oranges have a large sale. The quantity of Valencias imported has been smaller than usual. Californias are high. Floridas firm. Lemons are firm. Grapes have a good demand. Apples are rather quiet; best grades are high. A feature of the market is the extreme price of cranberries.

Dried Fruit.

The season is about over. Large quantities of nuts, particularly walnuts, have been received during the past week. Our wholesale grocers do not give much attention to nuts outside of this season. In dried fruits stocks are not large, particularly in prunes and seeded raisins. The high price of the latter has affected the sale. A large quantity of New York seeded have been brought here. In currants there is a steady sale at quite full prices. Those cleaned here command the best price, though large quantities of imported cleaned are sold. Figs have sold freely. Dates have also had a large sale. The sale of peels about over. Evaporated apples are higher and the supply light. Dried have a better sale than usual. Onions show little change.

Sugar.

Price is still low, sales quite large, stocks still small. It is said market is rather firmer, but there is little confidence.

B. C. News.

Vancouver, B.C., Dec. 14, 1905.

A meeting of the committee of the Board of Trade of Vancouver has been held and the reply of the board to the Canadian Pacific Railway's statement to the Railway Commissioners formulated. This will be sent on to the Railway Commissioners at Ottawa. This reply, or rebuttal, covers the ground taken by the Railway Co. point by point and comparison is instituted as to rates, off-setting the company's comparisons.

Another point the board dwells on is that no special rate is asked which would permit shippers here to bring goods from the east and then ship them back across the mountains to Alberta points. On the other hand the point is made that the shippers here object to goods being shipped east across the mountains as far as Winnipeg and back to Alberta points at as low or lower rates than shippers here can ship direct.

In the meantime the boycott is being vigorously pursued and no knowledge of any defection from the ranks of the merchants' league is heard of. The trade generally expresses the opinion that the reply of the railway company is weak and trifling, and altogether unworthy of so great a concern, and of such an important question.

* * *

A produce market for Vancouver is a question on which a plebiscite of the ratepayers is to be taken, when the municipal elections are being held in January. The by-law to raise money by way of debentures was turned down in council, and as a last resort the supporters of the market secured the passing of a motion to submit the question to a plebiscite. A favorable site, with both rail and water facilities, can be secured it is thought, though a site on False Creek, offered by the C.P.R. at $55,000 was refused by the council.

In sugar there is a flurry of interest aroused by the published statements of Ray Knight(head of the Knight Sugar Co., of Raymond, Alberta, a Mormon beet sugar concern, the statements being that there is a combine between the B. C. Sugar Refinery Co., of Vancouver, and refiners of Eastern Canada, to put the Knight Sugar Co. out of business by close prices in the field the latter seeks to sell its product in. Mr. B. T. Rogers, manager of the B. C. sugar refinery, replies in the daily press here, that there is no such combine, that in fact it would be absurd for the other refineries to attempt it, Montreal being so much farther from the field in question than Vancouver. Mr. Rogers explains the present low price of sugar by pointing out the important fact that where German beet sugar showed last year a shortage of millions of tons, there is this year just as much of a surplus. Hence, prices are lower all over the world than they have been for the past year or two.

The expected deliveries of Christmas groceries, such as almonds, Spanish raisins, etc., have been received and distributed this week, and no surplus was left in hand.

N. S. Markets.

Halifax, N.S., Dec. 19, 1905.

Jobbers report the Christmas trade a little backward so far this season. At the close of last week business was not quite up to the average. Purchasers appear to be holding back, but for what reason the trade cannot explain. There is no change in the price of sugar here so far, but the dealers are looking for an early advance out of sympathy with the other markets. Dried fruits are cheap here this year. Good raisins (loose) and currants (cleaned) are being sold here at retail four pounds for 25c. The quality is good and the stock new. One dealer here is selling Bensdorp's cocoa for 20c. a tin, and in making a specialty of it. The trade is a little puzzled as to how he can quote such a price on a standard article like that referred to.

The high price of butter and eggs this season prevents the consumer from buying these articles for home use in making pastry and cakes. In most cases the consumers say that it is cheaper to buy their pastry and cake already made than attempt to make these articles at home. The dealers are, however, looking for better business during Christmas week.

The stores in general are making a better display in their windows than heretofore. Competition is becoming keener in all lines of trade, and each is striving to do better than his neighbor. On some of the streets the storekeepers, at their own expense, have had many new electric arc lights placed in position, and the effect has been most beneficial to the trade.

Provisions.

Hogs are very scarce here and the price high, 8 and 8½c. being the price quoted. All hog products are firm in consequence of the condition of the market. Poultry is scarcer on this market this season than for years. The supply for Christmas will be short. Local dealers have been scouring all over the province and Prince Edward Island to get sufficient stock to tide them over the holidays. Those who eat turkey for their Christmas dinner will have to pay at least 25c. per pound for it, and some jobbers even predict that the toothsome bird will bring 30c. In all parts of the province the scarcity is the same, and in even the poultry raising districts in the western counties there were not sufficient turkeys raised to supply their own people. Dealers from country towns were in the city during the week buying up any available stock at advanced prices. Geese, ducks and chickens are also high.

The receipts of produce here during the week have been very heavy. Vessels arrived with 19,222 bushels of potatoes, 1,182 bushels of turnips, and 6,944 bushels oats. Some of them from the island ports landed a few hogs and some cabbage. Potatoes are selling at 20c. ex vessel; turnips at 25c., oats 44 to 50c., and cabbage at 50 and 60c. per dozen. These will probably be the last heavy receipts for the season.

Seasonable Lines

Vegetables in Glass, cases 2 doz.

Asparagus Tips		$4 90 per doz.
Mushrooms	Extra	4 25 "
String Beans	Extra Fins	4 00 "
Green Peas	Extra Fins	3 40 "
Macedoines	Extra	3 25 "

Canned Vegetables, cases 100 tins.

Asparagus Tips		$20 00 per case
Artichoke Bottoms		25 00 "
String Beans	Extra Fins	15 00 "
	Fins	13 00 "
	Moyens	12 00 "
Lima Beans	Fins	14 00 "
Brussels Sprouts		15 00 "
Macedoines	1st Choice	11 50 "
Mushrooms	Extra	19 50 "
	1st Choice	18 00 "
	Choice	15 50 "
	Hotel	13 50 "
Green Peas	Sur Extra Fins	16 00 "
	Extra Fins	14 00 "
	Fins	12 00 "
	Mi-Fins	10 00 "
Spinach		11 00 "

Terms: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

HUDON, HEBERT & CIE.

MONTREAL

—THE MOST LIBERALLY MANAGED FIRM IN CANADA—

We Wish Our Friends and the Trade Generally

A Merry Christmas

If you need **COFFEES** or **SPICES** during the Holidays, **RUSH ORDERS** will receive **PROMPT SHIPMENT.**

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL

With the Compliments of the Season

"CHINESE STARCH"

Wishes all its numerous friends and patrons from one end of Canada to the other a

PROSPEROUS NEW YEAR.

STICK TO CHINESE STARCH IN 1906 AND YOU'LL MAKE MONEY.

OCEAN MILLS, MONTREAL

STARCH SATISFACTION

Getting the starch business that pays yields you satisfaction. Getting the starch that "pays" yields your patrons' satisfaction. So the starch with the Price and the Merit yields satisfaction all around. It must be a "made-in-Canada" starch to "line up" on the price. It must be a cold-water starch to "line up" on the work.

IVORINE

COLD-WATER

STARCH

fills the bill exactly—does the work, does it **well.** The user is satisfied because she receives her money's worth and more. The dealer, because he gets the "sure" business and that 60 per cent. profit.

Ask your jobber about **IVORINE** when he calls.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, Ontario

Another Difference Is the Quantity

Users of

Southwell's Jams and Marmalades

find that **SOUTHWELL'S** "goes further" than other jams and marmalades.

This does not mean that Quantity receives more consideration than Quality.

It means that as **SOUTHWELL'S JAMS AND MARMALADES** are the very essence of the best fruits, Full Quantity is obtainable along with High Quality.

Now is a good time to order.

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

DOMINION COMMERCIAL TRAVELERS' ASSOCIATION ANNUAL MEETING.

THE annual meeting of the Dominion Commercial Travelers' Association was held on Saturday evening, December 16th, at Karn Hall, Montreal. There was a good turnout of the commercial missionaries and the hall was hazy with the fumes of the Concha Regalias. It was also haze with something else besides the fragrant perfume of Havanas, and things at one time were very lively. Of this more anon.

President Jas. S. N. Dougall occupied the chair. With him on the platform were Past Presidents Hon. J. D. Rolland, David Watson, Max Murdoch, Jas. Robinson and Messrs. W. J. Egan, Fred L. Cains, E. D. Marceau, R. C. Wilkins, Jos. Rosseau, Jos. Dubreuil, Fred Dugan, W. B. Mathews, Arthur Terroux, W. Hayes.

Successful Year's Work.

The report of the board of management showed a present membership of 5,185, an increase of 370 during the year. Since the last annual meeting forty-eight members had died. Their average age was fifty, the average week-end tickets are now granted by the railways to all stations, so that commercial travelers on presentation of their certificates can purchase tickets to any point good to start Friday p.m. and return the following Monday at one first-class fare.

The total receipts for the year were $86,329.65, which with a balance of $10,217.09 last year made a total of $96,546,74. Total disbursements were $91,769.73, leaving a balance of $4,777.01. The year's operations resulted in a surplus revenue of $12,263.17, making the present surplus or capital of the association, $254,754.32. The report was adopted.

The educational report was read and adopted. The board of trustees was re-elected.

It was moved by Mr. James Robinson, seconded by Hon. J. D. Rolland that clause 2 of article 7, of the by-laws which reads "It shall be the duty of the treasurer to see that all funds are promptly deposited with the bankers of the association" be amended by adding "who shall be appointed by the board of management." The motion was carried.

Mr. Fred. L. Cains,
President of the Dominion Commercial Travelers' Association.

Generous Aid to Hospital Fund.

The hospital committee's report was read by Mr. David Watson. Only $382,75 had been received during the year. The amount on hand is $935.32. Mr. Watson made the announcement of Mr. Robinson's offer to contribute $1,000 if the members would raise $2,000. There would then be nearly $4,000 on hand, which would allow for the endowment of a cot in both the General and Notre Dame hospitals. The offer was received with great enthusiasm.

Mr. E. D. Marceau,
Vice-President of the Dominion Commercial Travelers' Association.

Mr. Woods then brought to the notice of the meeting the rumors that had reached his ears respecting irregularities in the election for president. He said he had heard from a reputable gentleman present that voting papers had been hawked about and that there had been a good deal of vote soliciting, which was highly dishonorable to the association. He asked whether it were possible for a candidate, or his friends, to secure more than one ballot from the secretary and go around in this way.

The secretary, Mr. H. W. Wadsworth, said that 5,200 ballots had been printed, so that the extra number had been very small.

Evidence of Vote-Soliciting.

The chair then vigorously demanded of Mr. Woods that he substantiate his statement or apologize.

Mr. Woods then named Mr. Robinson as his informant, who said he did not know how it could have happened, but he had seen a man with several ballots in his hands soliciting votes.

A great deal of heated argument followed. Mr. W. J. Egan, the defeated candidate for the presidency, told how he had secured fifteen extra votes in the secretary's office in order to find out if the thing were possible, after having heard of the soliciting of votes by friends of Mr. Cains.

Mr. R. C. Wilkins,
Treasurer of the Dominion Commercial Travelers' Association.

The secretary said he did not think 125, which was all that remained over, was a large number of extras for over 5,000 men. He said that if Mr. Egan had secured fifteen at his office twelve of them were without his consent.

Mr. Wilkins did not think it a very great crime if extra ballots were distributed and votes solicited. He felt sure no member would forge another's name.

Will Investigate Election.

It was finally moved by Mr. Charles Roberts, seconded by Mr. Friedman, that a committee be appointed consisting of the five past presidents to investigate the conduct of the last election and the distribution of ballots. After the question was further discussed with a great deal of warmth ,the motion was carried.

The committee consists of Senator Rolland, Mr. M. Murdoch, Mr. Jas. Robinson, Mr. T. L. Paton, and Mr. Jas. S. N. Dougall.

The report of the election scrutineers, Messrs. Riddle and Stead, was then made. For president, Mr. Fred L. Cains had received 2,191 votes; Mr. W. J Egan, 1,053. Vice-president, Mr. E. D. Marceau, and treasurer, Mr. R. C. Wilkins had already been elected by acclamation. The new board of directors, with the number of ballots each received, is as follows: James Thompson, 2,333; W. J. Cleghorn, 2,226; E. S. Bois, 1.875; J. B. Giles, 1,684; A. Terroux, 1,610..

The annual banquet of the association was held on Monday the 18th at the Windsor, a detailed report of which will appear in our next issue.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 21st, 1905.)

VERY few changes are to be recorded this week as values are steady throughout almost the entire list. The Christmas rush is now over so far as the wholesale trade are concerned, and there is not much activity at present. A further improvement is reported in collections, but there are still some complaints about certain districts where there have been delays in getting out the wheat.

Yellow sugar has been advanced 10c. per cwt. very much to the surprise of the trade who were looking for a decline. Granulated continues steady at the figures quoted for some weeks past.

The railways have announced that they are increasing the weight of carloads of salt to 40,000 lbs., the old weight being 30,000 lbs. The change goes into effect on Jan. 1st.

Canned Goods—New canned chicken, turkey and duck (Aylmer and Delhi brands) are now on the local market and quotations will be found below. Otherwise the canned goods market is steady and featureless. We quote:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3 s, group 1, per 2-doz. case	2 09
" 2 and 3, per 2-doz. case	2 04
Plums, Damson, l.s., group 1, per 2-doz. case	2 13
" " 2 and 3, per 2-doz. case	2 08
" Lombard, l.s., group 1, per 2-doz. case	2 23
" " 2 and 3, per 2-doz. case	2 18
" greengage, l.s., group 1, per 2-doz. case	2 33
" " 2 and 3, per 2-doz.case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " 2 & 3 "	3 43
" black, " " 1 "	3 83
" " " 2 & 3 "	3 78
Gooseberries, new, " " 1 "	4 08
" " 2 & 3 "	4 03
Lawtonberries, " " 1 "	3 83
" " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " 2 & 3	3 58
" black, new " " 1	3 53
" " " 2 & 3	3 48
Strawberries, " " 1	3 33
" " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " "	3 75
" 2½'s, whole, " " "	4 50
" 2's, grated, " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2 s, " " 1	1 98
" " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunchtongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " " 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50
Canned chicken (Aylmer), per doz	3 30
" (Delhi), per doz	3 20
Canned turkey (Aylmer)	3 30
" (Delhi)	3 20
Canned duck (Aylmer)	3 30
" (Delhi)	3 20

Sugar—Greatly to the surprise of the trade yellow sugar has been advanced 10c. per cwt. Granulated is setady at the figures quoted for some weeks. We quote:

Montreal granulated, in bbls	4 95
" in sacks	4 90
" yellow, in bbls	4 55
" " in sacks	4 50
Wallaceburg, in bbls	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls	5 65
" " in ½-bbls	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses—An easier tendency is reported in Barbadoes molasses, but there have been no quotable changes in syrups and molasses since the recent advance in "Crown Brand" syrups. There is a steady demand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ½ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kats, each	2 25

Coffee—The local coffee market is steady and sales are of average volume. We quote:

Whole green Rio, per lb	0 10½
" roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. "	0 24

Cocoa—There is a good demand for cocoa at the present time and prices are steady. We quote:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " ½ "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P.H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish and Oysters—Codfish in one and two pound blocks is selling at 7 1-2c. per pound. Salt herrings in 1-2 barrels are selling at $4.10. The price of Digby chicks is now 16 1-2c. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red Snapper	0 15
B C. Salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb	0 09½
Pickerel	0 05½
Jackfish	0 04
Finnan haddie	0 08
"Ha lfax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 2 doz-1's	0 19
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 09
" " 4-lb. boxes	0 09
" " shredded, 24 cartoons, per bx	2 00
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	5 00
" " " per 2½-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 66 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25

Nuts—As was noted last week, new filberts are now in stock and are quoted at the same price as last year. Walnuts are held at the advance noted last week because of shrinkage: We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Foreign Dried Fruits—There is nothing new in the foreign dried fruit situation. There are no quotable changes, but there is a strong tone to the market. As stated last week, the California market in apricots, peaches and other dried fruits has been pretty effectually cornered and higher prices may be expected. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85

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Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

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Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

Sixty Years of Popularity

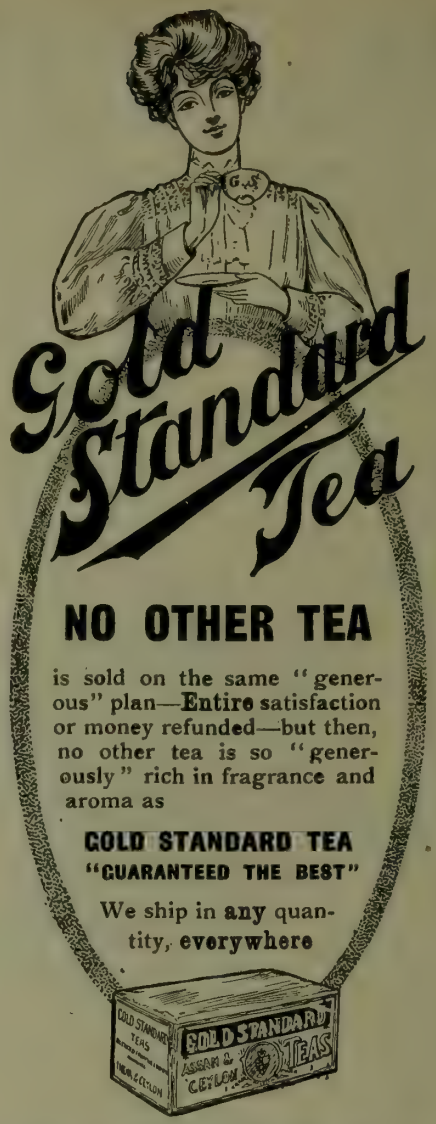
COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH



NO OTHER TEA

is sold on the same "generous" plan—**Entire** satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as

GOLD STANDARD TEA
"GUARANTEED THE BEST"

We ship in **any** quantity, **everywhere**

Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791 WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

FOR SALE.

CHEESE factory for sale in good running order; building 35 x 45, two stories; newly painted; situated in village of Wheatley, Ont. Apply to Thomas Kidd, of Wheatley, or D. Omstead, of Comber, Ont.

TRAVELERS WANTED.

TRAVELER WANTED—For biscuits and confectionery for Manitoba and North-West; experienced man and not over 35 preferred; state age, experience and give references. Address Box 31B, THE CANADIAN GROCER. [f]

WANTED—An experienced traveler for ground east of Toronto. Hamilton Coffee and Spice Co., Hamilton. [f]

TRAVELER for Eastern Ontario; must be experienced; have good connection and first-class references; good salary. Mayell & Co. Toronto. [f]

WANTED.

BAKERY business wanted in good town or city, for cash. Box 29A, THE CANADIAN GROCER, Toronto. [f]

WANTED—Partnership in good 100-bbl. flour mill. Box 30A, THE CANADIAN GROCER, Toronto. [f]

A LANCASHIRE manufacturer desires prices of white bone tallow from Canadian shippers of same. Box 159, THE CANADIAN GROCER, Toronto. [f]

SITUATIONS VACANT.

CLERK for grocery and fruit business; city experience; good salesman; references. 302 Yonge Street, Toronto. [f]

SECOND Miller for cornmeal and feed mill. Apply, by letter, to P.O. Box 872, Montreal. [f]

MANAGER wanted for Grocers' Sundries Manufacturing Co.; must be good tea blender; applications, stating experience and salary, will be considered confidential. Box 26A, CANADIAN GROCER, Toronto. [f]

TRAVELING man wanted; with some money to invest in good paying business. Box 27A, CANADIAN GROCER, Toronto. [f]

California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Fillatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05
Figs, cooking in taps and sacks	0 04½
" " " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—We quote:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Spices—Prices have been steady since the recent revision. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality) 0 14½	0 25
Ginger, por lb	0 10
Allspice, per lb 0 08½	0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the very high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb 0 03½	0 03½
Patna "	0 04½
Tapioca, per cwt	5 25
Sago, per lb	0 03½

Pot and Pearl Barley—We quote:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Apples—New dried apples in 50-lb. boxes are quoted at 8 1-4c. per pound. Evaporated apples are selling at 10 1-2c. per lb.

Beans—New white beans are quoted at $2.05 per bushel.

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest 0 42	0 45
" " 3 hoops, 2 in nest, per nest. 0 70	0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" " 3 hoops in nest, per nest 1 00	1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz.	8 75
" " " No. 2, per doz.	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Buckwheat Cereals—Oatmeal is held steadily at the high prices quoted. Cornmeal is weaker but there have been no quotable changes. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 05
40-lb. " "	2 10
20-lb. " "	2 15
8-lb. " "	2 45
Cornmeal, in sacks	1 85
" in ½ sacks	1 90

HAMILTON GROCERS MEET.

The Retail Grocers' Association at the last meeting elected the following officers:

Wm. Smye, jr., president.
John Forth, 1st vice-president.
George Cann, 2nd vice-president.
Chas. Bremner, treasurer.
W. R. Hill, secretary.

The election of the executive and auditors was left over until the next meeting.

The association intends to bring out an aldermanic candidate. An official announcement will be made later.

A. M. Anderson, general merchant, Franklin, Man., has compromised at 65 cents on the dollar.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

IS YOUR TRADE LARGE?

Do you sell

ORANGE MEAT?

Do you sell it in good quantity? Have you occasional customers or regular customers? Do you keep both the Jumbo package and the regular package? Do you hang up the posters? Do you display the food prominently?

ORANGE MEAT

is a great seller. The fact that the output has been doubled proves this.

A grocer who is not geting a goodly share of **"Orange Meat"** business should consider well the above questions.

Made from the finest grade of wheat, in a spotlessly clean cereal plant, and put up with the greatest care,

ORANGE MEAT

is the ideal breakfast food for a grocer to carry.

Order a larger quantity and set to work to capture more trade.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

GENERAL CONDITIONS.

The situation in the grain and flour markets generally is somewhat disappointing. Naturally at this season of the year there is a tendency to slow down on account of holiday time, but the condition which has evolved from the extreme delay in delivery by the railroads has made the situation one of anxiety. At one office at which The Grocer called an invoice was just being entered for shipment to England, the order for which was placed early in October, the dealer remarking that in consequence of this delay there would be no margin whatever left for him on the transaction.

Reports from the mills generally are that while they are doing a fair local trade, they find orders for domestic shipment very limited, and although there has been a better inquiry for export for Winter wheat flours, the light offerings and high price of Winter wheat have prevented any business of moment being put through.

There has been a limited sale of export flour from Manitoba wheat, 25s Glasgow freights being the ruling price for straight grades.

Flour brokers reported active cable inquiry for Winter wheat flours but were unable to offer any, on account of light supplies and the difficulty in some instances of getting delivery of flour already bought. One broker says he has flour purchased October 2 at $3 per 196 lbs. in his sacks, for prompt shipment, for which he had freight engaged at the time, that is only now being delivered to him and he will have to pay 5½c per 100 lbs. higher freight, and may be penalized as well by the Old Country buyer for delay in shipment.

The demand for Winter wheat from the mills has been very limited, but exporters were in the market all the week, and sales of both white and mixed are reported to have been made at 80c middle freights.

Dealers report the demand from millers for Manitoba wheat has been the lightest they have experienced for several months.

A MONSTER FLOUR MILL.

The Western Canada Flour Mills Company, which has mills at Goderich, Ont., and Brandon, Man., is now erecting another of the great capacity of 4,000 barrels per day at Winnipeg.

In order to have the flour mill up-to-date in every particular, the company will operate by electricity, and has just awarded the contract for the necessary equipment to Allis-Chalmers-Bullock, Limited, of Montreal. This contract includes two synchronous motors of 500-horsepower capacity each, and a number of smaller motors, which, ranging from 5-horsepower to 300-horsepower, aggregate 750-horsepower.

The mill, which was designed by Mr. R. J. Megaw, will be of the most modern type, and the electric equipment necessary makes one of the largest orders for this class of work ever given in America.

A RECORD FOR FLOUR MILLS.

The record run of the Ogilvie Flour Mills Co., Limited, was made on November 30th, when 5,163 barrels were turned out at the Royal mill in Montreal. When it is considered that this was done with one run of stone short, it is easily believed that the full capacity of 6,000 barrels daily will shortly be reached. This is the largest output of any mill in the British Empire and the Royal mill at Montreal is now the largest mill in the world outside of Minneapolis.

Mr. Emerson Reid's large flour mill at Portage du Fort, Quebec, was burned to the ground recently. The flames were first noticed coming from the roof. Everything was done to save the building, but only a small quantity of flour was saved. The origin of the fire is not known.

MONTREAL MARKETS.

Flour.

There is no change to report in the flour situation. The demand is fair, both locally and from country points, the latter, however, only for small lots. Western millers, it is reported, are firm in their prices, and no cutting is in evidence. We quote:

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household		4 90
Glenora		4 40
Manitoba spring wheat patents		4 90
" strong bakers		4 40
Buckwheat flour		2 10

Rolled Oats.

Owing to the good supplies of rolled oats at present on hand, the market has shown a tendency to weakness, though no changes are as yet reported. The association has not as yet made any changes in prices quoted last. The demand for rolled oats is considered fairly good. We quote:

Fine oatmeal, bags	2 55	2 60
Standard oatmeal, bags	2 60	2 70
Granulated " "		2 60
Rolled oats, "		2 65
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

There is good demand all along the line, but more especially for bran. Ontario bran is scarce on this market, stocks being difficult to obtain from millers. There is a good demand for Manitoba bran, which is selling around $17 per ton in bags. Mouillie is unchanged, with fair demand. We quote:

Ontario bran	17 00	17 50
Ontario shorts	20 00	25 50
Manitoba shorts	19 00	19 50
" bran	17 00	17 25
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

There is no change to report in the hay market this week. No. 1 is more

called for, as well as choice No. 2. Stocks of low grade hay are plentiful but not much in demand. We quote :

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

TORONTO MARKETS.

Flour.

Trade has been slow and somewhat uninteresting during week under review. Domestic trade has shown considerable decline as regards activity, whilst prices maintain a steady but not over firm basis. Supplies are arriving in much better volume, and dealers are now enabled to fill outstanding orders. We quote :

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

The grain market is developing more interest, the endeavor of the railroad companies to bring forward more regularly is reflecting itself on the domestic trade and a better condition is the result. Millers are reporting heavy arrivals, and full work is now anticipated for some time to come. Prices are showing a tendency to fluctuate, and quotations are 1c. to 2c. lower in this week's report. We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88½	0 89
" " hard, No. 1		
" " " No. 2	0 85½	0 86
Red and white, per bushel,	0 83½	0 84
Barley "	0 48	0 53
Oats, new, "	0 36	0 36½
Peas "		0 83
Buckwheat " dull	0 57	0 58
Rye, per bushel, " dull		0 74

Breakfast Cereals.

The market has shown a deal of unsteadiness lately, which culminated on Monday last by a drop equal to 25c. per barrel on all cereals. Plenty of arrivals are reported by local mills, in good condition and quality. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl.	5	30
Rolled wheat in boxes, 100 lbs.	2	40
" " 50 lbs.	1	30
Rolled oats, standard, carlots, per bbl., in bags	4	75
" " " " " in wood	5	00
" " " " for broken lots	5	15
Rolled wheat, per 100-lb. bbl.	2	50
Cornmeal	3	35
Split peas	5	00
Pot barley, in bags	4	00
" in wood	4	25

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in
1 pound packages at 10c.
2 pound packages at 15c.
(One pound makes seven pounds ready to eat.)
A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee
Rich Milk
and Sugar

COMBINED READY TO USE

A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

FOR FINEST QUALITY

—STOCK—

THE DOW CEREAL AND MILLING Co

90 LBS

BUFFALO BRAND

PILOT MOUND, MAN.

FREE FROM BLACK SPECKS AND HULLS

Wire or Write for Delivered Prices on Car Lots.

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

Bran Waste is One Great Difference Between Good and Poor Flours

The food part of flour is "protein."

Protein makes brain muscle and brain. There is no protein in bran.

Bran is the outside part, the husk or "bark" of the wheat.

Bran is the part of the wheat which is absolutely without food value to the human system.

Bran represents part of the difference between **"Royal Household" Flour** and whole wheat flour or cheap inferior flours that are poorly milled and not thoroughly purified.

No other flour in this country is so thoroughly and completely separated from the waste as is **"Royal Household,"** because no other mills are so well equipped or exclusively devoted to the production of scientifically pure flour as **"Royal Household" Mills.**

OGILVIE'S ROYAL HOUSEHOLD FLOUR

We wish you all a Happy Christmas and a Bright and Prosperous New Year

TODHUNTER, MITCHELL & Co.

COFFEE AND SPICE DEALERS

TORONTO

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Plain Facts for You.

Scientific baking tests made in Minneapolis show the following results for

"Gold Crown" Flour

Weight of loaf over average of the leading Minnesota brands, 6½ per cent.

Water absorbed over average of the leading Minnesota brands, 12 1/10 per cent.

THINK IT OVER WE SHIP IN ANY QUANTITY

Sutcliffe-Muir Milling Co., Limited

Moosomin, Sask.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers
—to the drug stores when you can supply them?

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

QUALITY FIRST PLACE

This is just what our **White Swan** brand stands for. In Flaked Cereals, Coffees, Spices, Flavoring Extracts, Cocoanut and the many other White Swan lines **Quality First** is pre-eminently the factor that can always be counted on. Greig's White Swan Goods are always pure and good.

The ROBT. GREIG CO., Limited
White Swan Mills
TORONTO

Get the Best You Can for Your Money

You will do this by insisting on getting our

JAMS and JELLIES

IN WOOD
Ice Castle, Royal and Beaver Brands.
in 5, 7, 14, and 30-lb. pails.

IN GLASS
No. 1 size, Ice Castle Brand, retails 10c.
No. 3 size, "Coronation" Brand, retails 25c.

J. W. WINDSOR, = MONTREAL

MERRY CHRISTMAS AND A HAPPY AND PROSPEROUS NEW YEAR TO ALL. WE TAKE THIS OPPORTUNITY OF THANKING ALL OUR CUSTOMERS FOR THEIR VERY LIBERAL SUPPORT IN THE PAST YEAR, AND ASK A CONTINUANCE OF SAME, ASSURING THEM THAT THEIR VALUED ORDERS WILL AS USUAL HAVE OUR CAREFUL ATTENTION.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

GREEN FRUITS AND VEGETABLES

FEATURES OF INTEREST.

It could only be expected that business would make considerable strides as the holiday approached. Reports from all points of the Dominion denote that anticipations have been fully realized. California has shown her hand by sending some prime early arrivals to the Canadian market. Strawberries of fair size and in good condition can be had on the Toronto market. Some fine pears are also on sale, but only of very limited quality. Pomegranates and kumquats are also in evidence.

At Montreal there has been active demand for oranges, and all good qualities appear to command good prices. Cranberries all along the line are scarce and difficult to get.

Vegetables from the south have been attracting attention and commanding good prices.

CONVENTION OF FRUIT-GROWERS

Quebec.

The annual convention of the Pomological and Fruit-Growing Society of the Province of Quebec commenced its session at Richmond, the president, Mr. J. M. Fisk, of Abbotsford, reviewing the season just closed. He remarked that although the apple crop of the Dominion was less than that of 1904, the exports were larger, and were estimated to be worth $2,500,000. Up to the close of navigation Montreal was credited with exporting more apples than any other port in Canada or the United States. The Eastern Townships contained large tracts of land where soil was well adapted to growing apples, and wherever the sugar maple thrived the apple could be grown. The San Jose scale and the gipsy and brown-tail moths were dangerously near this province, and their introduction should be guarded against. An entomological department in connection with the society was needed. The committee of resolutions should memorialize the Provincial Government for a special grant with this object in view.

Mr. Mackenzie, M.L.A., welcomed the society in the name of the people of the district, and promised his support at Quebec in favor of the grant referred to.

Mr. R. Brodie, Westmount, contributed a paper on "How to Set Out an Orchard." In the past the great fault had been too close planting, so that when the trees got to the age of fifteen or twenty years they got overcrowded, the branches got interlaced, and most of the fruit was off color for lack of sunshine. Soil of a limestone texture produced the finest and best apples. He spoke of the necessity of good drainage, natural or otherwise, and recommended the planting largely of McIntosh Red, with Wealthy as fillers. To these he added Fameuse, Alexander, Wolf River, Milwaukee and Golden Russet, with Ben Davis, Scott's Winter and Peewaukee as fillers.

Mr. J. C. Chapais, St. Denis, read a paper giving some interesting notes on an object lesson in fruit packing, after which the question: "Shall we cultivate apple orchards or leave them in sod?" was fully discussed. The general opinion seemed to be that in this province, where the climatic conditions were peculiar—great rainfall and severe Winter—it was better to have the orchard in sod.

In the evening a paper was read by Mr. Auguste Dupuis, director of the experimental stations in the Province of Quebec, on "Experiments with European Plums and European Varieties Originating in Canada and the United States."

Mr. W. Saxby Blair, assistant horticulturist, McDonald College, Ste. Anne de Bellevue, spoke on the care of the apple orchard for the first ten years.

Mr. H. L. Gulline, of Granby, exhibited a folding fruit packing box, and explained its advantages. The meeting passed a resolution recommending it to the notice of all fruit shippers for trial.

Nova Scotia.

In the annual address to the Nova Scotia Fruit-Growers' Association at Annapolis on the 13th, the president, Ralph Eaton, of Hillcrest orchards, Kentville, extended the congratulations of the society to the officers of the New Brunswick Fruit-Growers' Association for having started during the year their provincial organization. He claimed that it was absolutely necessary for an appreciable development of the fruit industry that the association should exist and he spoke for it the hearty support of the New Brunswick Government, also giving assurance that the association of the sister province would be glad to help and encourage it in every way possible.

MONTREAL MARKETS.

Green Fruits.

Business during the week has shown more life than in the previous two weeks.

California navels are arriving quite freely and are in good demand, selling at $3.50 to $3.75.

Jamaica oranges, however, are in best demand among the wholesale jobbing trade, selling at $3.50 to $4 per barrel in quantities. This is due to the superior condition of the fruit.

California celery is advanced 50c per crate, owing to light supplies. The demand is good.

Two cars of Mexican oranges arrived

on Monday and sold at prices ranging from $2.15 to $2.25 for sound stock.

Lemons are selling well at $2.50 to $2.75 and expected to go higher before the new year.

Cranberries are high and advancing. Stocks are very short in the States, where $13 per barrel is being realized today. It is expected by dealers that it is not unlikely $15 per barrel will be reached here.

We quote :

Navels	3 40	3 75
Dates, per lb	....	0 3½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	5 00	5 50
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	4 75
Sweet potatoes, per bbl.	....	4 50
Lemons, per box	....	2 75
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N.S.	....	12 50
" Cape Cod	....	13 00
Spanish onions, cases	....	2 75

Vegetables.

The arrivals of early vegetables from the south has livened up the trade somewhat in these lines. Supplies, however, are not large, though the demand is good. Cuban tomatoes are selling for $4 to $4.50. Boston cucumbers, $1.75 a dozen. Boston lettuce, $1. Potatoes are reported firm with prices ranging from 57½c to 65c. per bag of 90 lbs. Inquiries for potatoes are arriving from Western Canada and several shipments have also been made to United States points. California celery advanced 50c per crate over last week's quotation.

We quote :

Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz	....	0 40
Tomatoes, box	....	10 20
Home grown cabbage, per doz	....	0 40
Spanish Onions, cases	2 50	2 75
" " crates	....	0 90
Red onions, brl	2 50	2 75
Turnips, bag	....	0 75
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

Business on the fruit market has been exceedingly active since our last issue. As the holiday draws nigh activity increases. Dealers seem to scarcely have time to give each recurring day its necessary attention. Several special lines have arrived for the Christmas trade from California, but as the prices are nominal quotations are not given. Among these are pomegranates, kumquats, strawberries and pears. The quality of these is exceptionally fine for this season and they are readily disposed of.

We quote :

Oranges, California, southern, 96's to 200's, per box	....	3 75
" " " 250's to 288's "	3 25	3 50
" " northern, 126's to 250's, "	....	3 50
" Mexican, 96's to 250's, per box	....	2 35
" Florida, 96's to 216's "	....	3 25
" Valencia, 420's, 714's, 1064's, per case	5 00	6 00
Lemons, Messina, 300's 360's, per box	3 25	3 50
" " fancy, 300's "	....	3 25
" " choice, 300's, 360's, per box	2 85	3 00
Grapes, Almeria, per barrel	6 00	7 50
Cranberries, fancy Jersey's, per barrel	....	13 00
" " " per case	....	4 50
Apples, fancy spies, per box	....	1 50
" " greenings, per box	....	1 40
" Winter varieties, per barrel	3 25	3 50
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 50	1 85
" " eights	1 25	1 40
Pineapples, per case	5 00	5 50
Grape fruit, Florida, 46's to 80's, per box	4 75	5 50
Tangerines, Florida, fancy ½ strap	....	3 00
Pomegranates, nominal	....	....
Kumquats, "	....	....
Strawberries, "	....	....
Pears, "	....	....

A Merry Xmas to You All

The Great Rush is Over

A short breathing space will enable you to sort up your depleted stocks. We have fresh arrivals to land here the day after Xmas.

Fresh Car Bronco Brand Navel Oranges due Tuesday.

WHITE & CO., LIMITED

HAMILTON — Phone 1115

TORONTO — 'Phone Main 4106

W. B. STRINGER **A MERRY XMAS** J. J. McCABE

For our wholesale and retail friends is our sincere wish; and also we thank you for your kind consideration and liberal patronage during the past season. **Always at your service.**

W. B. STRINGER & CO. Toronto and Montreal.

To Our Many Friends

We extend the compliments of the season, and wish them a very very successful New Year.

The F. T. JAMES COMPANY, TORONTO

The House of Best Fruits, Fish, etc.

We wish you all A HAPPY XMAS

THE DAWSON COMMISSION CO.

If you have any orders for Grapes, Oranges, Nuts, Figs, Dates, etc., you want filling in a hurry, call us up day or night and we will fill them if possible.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

WALNUTS *ALMONDS*

FILBERTS *BRAZILS* *PEANUTS*

all best grades

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Floridas, all sizes.

" Navels, "

" Mexicans, "

Continuous Experience Since 1880

I have had a pretty long acquaintance-ship with fruit, haven't I? I ought to know fairly well what the people want and what they don't want.

The **E.D.S. Brand** of **Jams, Jellies** and **Sealed Fruits in Glass** are what the people want, because these goods contain no substitutes for pure fruit and granulated sugar.

Order **E.D.S. Brand Jams**, etc., because they are the best.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Hugh Walker & Son's

Compliments to their numerous Patrons, wishing them a Merry Christmas and a Happy and Prosperous New Year.

GUELPH, DEC. 20TH, 1905.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Vegetables.

No feature of particular interest has arisen since our last report. The local market is one of great attraction as regards its display, but trade, whilst being good, is by no means exceeding previous years. Dealers generally are inclined to be disappointed.

We quote:

Potatoes, kiln dried sweet	4 50	5 00
" " " bushel hamper	....	1 90
Potatoes, per bag	0 90	1 00
Onions, per bushel	....	0 75
Spanish onions, per small crate	....	1 10
" large cases	....	3 00
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

To Wish Our CANADIAN CUSTOMERS

A MERRY CHRISTMAS

AND

A HAPPY NEW YEAR

G. F. SUTTON, SONS & CO.

LONDON, England

WINNIPEG.

Green Fruits.

The California orange and lemon market is weaker and lower prices may be expected. Local houses were cutting prices in oranges last week but this did not last long.

We quote:

Oranges and Lemons.

Fancy California navels, 126's, per case	....	4 00
" " "	....	4 50
Japanese oranges, per case	....	0 70
California lemons, 300's and 360's, per case	....	6 00

Ontario Winter Apples.

Northern spies, XX, per bbl	....	4 50
" " XXX, per bbl	....	5 00
Tolman sweets and russets, per bbl	....	4 50
Almeria grapes, per keg	....	6 50
Winter pears (B.C.) per case	....	3 50
Cranberries (Jersey), per bbl	....	12 00

Vegetables.

We quote:

Valencia onions (large cases), per case	....	4 50
Spanish onions, per case	....	1 25
Native onions, per lb	....	0 03

VANCOUVER, B.C.

Green Fruit.

A car of prime ripe bananas arrived in from Limon, Central America, for the Oscar Brown Co., Limited, this week. This fruit is now selling at very low prices, the season of course having its effect, so many other varieties being in the market.

The Jap oranges received by steamship Empress of India have practically been absorbed. There will be another shipment received on Christmas Day, by the next Empress to arrive, and one more lot after that closes the brief season for this popular little fruit.

The first car of choice navels from California arrived this week. The quality is very fine, and the fruit is well matured for this season. Indications are that prices are not going to be very high on California oranges this year, despite the fact that with last year's enormous crop prices then were lower than ever before. This year's crop is not so large, but the fruit is very much better quality and smoother texture.

Pineapples are arriving regularly by every Australian steamer, the shipments coming from Honolulu. They sell at from $3.50 to $4.50. Malaga grapes and Cape Cod cranberries have moved well this week.

All apples selling so far are B. C. grown fruit. This week two cars of prime Coldstreams, from Lord Aberdeen's famous Okanagan ranch, arrived for the holiday trade.

Vegetables.

On December 21 when the Australian steamer Miowera arrives she will bring from Honolulu a consignment of ripe tomatoes and green cucumbers for this market. Last year a small experimental shipment was brought in, and this is likely to be but the first of several. The hot house tomatoes from Victoria which have been on the market in the coast cities have been selling well.

The potato market has been very quiet of late, nothing moving in the way of foreign shipments, and local demands being ordinary. Prices are about the same as last quotations.

WHY IT IS SO

Do you wish to know why

Blue Ribbon Ceylon Tea

sells best, why tea enthusiasts select it in preference to other teas?

Blue Ribbon Ceylon Tea is "high grown," delicately picked, and carefully packed.

Blue Ribbon Ceylon Tea is made by the highest standard—not **once** or **twice,** but **always.**

Make it a point to order the **Red Label Line,** which is **worth** 50c., but **sells at** 40c.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC Montreal OTTAWA

Largest Sale in the World

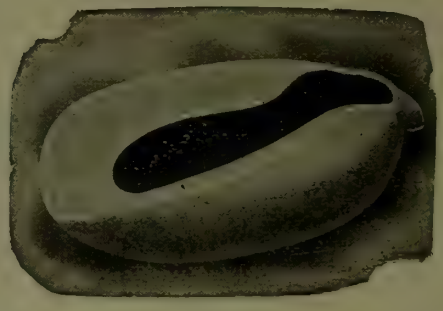
King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil

Ask your Wholesale House

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Every merchant who has ever handled

"Halifax," "Acadia" and "Blue-nose" Brands of Prepared Codfish—Halifax Fish Cake and Halifax Shredded Codfish

knows their value both to him and to his trade. If you do not know by actual experience what they will do for you, all we want is a chance to show you.

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

POINTERS FOR THE INDUSTRIOUS

SUCCESS IS POWER.

"STRENGTH is success. Strength to be, strength to do, strength to love, strength to live. It is not happiness, it is not amusement, it is not content. These will come, but they are not the object."

That is Dr. Edward Everett Hale's definition of success. Success, he continues, is the real object in life. All the other definitions fail. When people say that men live to be happy, they do not express what they mean. A man's real motive should be the use of every power he has to the best he can achieve with it. And we shall gain a great deal in the management of life if we can keep this motive and this object in mind. "I mean to train my hand and my eye to the best they can do. I will make the best of my body." And so again, "I mean to train my mind for the best it can do, to reason, to remember, to plan." And that he may keep body and mind up to the mark in this way, a man resolves to keep his soul, which ought to be master of mind and body, to the very best. "Here am I," the man says. "The body and the mind are my two tools. They shall be the very best I can make them, and shall meekly obey me, who am their master."

In endeavoring to solve the great problem, it is well to keep Doctor Hale's wisdom in mind. Success is power. Deep in the human mind is the desire for power. All wish to attain to some measure of it. The soldier who fights a good battle and is victorious is powerful. The mechanic who is the master of his trade is powerful and is a success. Every man who has developed his faculties to the best of his possibilities must be, and is, successful. There is no need for any man to envy another because that other has achieved greater fame, made more money or stands more prominently before the public in a political capacity.

Every young man should determine to be practical—even poets can be that. Every young man should learn to concentrate. The better his education, the farther along life's highway he will get in the span of years allotted to him, be they few or many. The education is the foundation. He should know himself. He should study his capacity and his limitations. A man undersized cannot be a soldier, nor a man with a crippled leg a sprinter. So there are limitations to the range of mental capacity. Knowing himself, he should strive to utilize whatever ability he possesses to the utmost. Concentrate upon a purpose and stick to it in the face of all obstacles. Hold to the theory that every man has a right to succeed—to use all his powers to the best advantage. Happiness and content will be met with at many a turn along the way.

MAN'S CHIEF PERIL.

The chief peril to which man is exposed is that of profanation of what is holy, from which he is shielded by shutting him up in the circle of his senses and restricting him to the shallows of his reason. Within that circle, and in those shallows, he acquires what he believes is wisdom, pursues what he names ambitions, suffers what he fancies are pain and sorrow, wreaks what he intends for revenges, commits what he calls sins, indulges what he mistakes for love, and, in a word, lives what it is given him to imagine is human life. Yet in all that span of existence there is but a handful of hours when he truly lives the life that is his own and not a pretence, an evasion, or an error; and those few hours appear to him—save at the instant of their revelation — as hallucinations. Nevertheless they are the porticos and pillars, halls and gardens, sun and stars of this heaven; which he pragmatically and complacently puts away from him and turns himself to what seems to him his heaven, but is his hell. Truly, this is a pity and a loss!—Julian Hawthorne in the Century.

THE MAN WHO CHEATS HIS WORK

AN employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," is the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almost' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man shan't get more than he's paying for" is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine and one-hundredths doing that bleeds business and saps character.

THE NO TRAVELER TOWN.

I stood at my desk, at work so hard,
With headache wretched and nerves all jarred,

When up to my elbow, all spick and span
With grip in view steps a traveling man.

In my haste and anger I wished right there
That I lived in a town where no travelers were.

How much better for business, I said,
'twould be
If from you blame travelers the town was free.

My wish that night came true, it seemed,
As far o'er the line to a town I steamed.

The train pulled up from the town about
A mile and a half, and I there got out.

Away back somewhere a few years gone
Commercial travelers from here moved on.

The trains came in and no one to meet,
For ne'er called at this town did the travelers neat.

Two years went by and no business here
So the trains went round by a switch for fear

They'd wake the dead in this dead old town,
From which the travelers were all turned down.

At last the farmers quit coming in;
No new stories to make them grin.

The young ladies left, for no evening train,
Where travelers winked while they winked again.

Hotels moved out, then the merchants, too,
And none now left for church and pew.

And the last to leave was the old town clerk,
He was now out of money as well as work.

And thus read the notice: "Here rests a curse;
When the travelers left we grew worse and worse."

I waked from my dream to welcome all,
Yes, every traveler that should on me call.

For they do truly make all towns great
By keeping them posted on what's up-to-date.

—D. H. H., Lachute.

COURSE OF THE WISE MAN.

A wise man hopes for the best, prepares for the worst, and bears with equanimity whatever may happen.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street HALIFAX, N.S.
Board of Trade Building MONTREAL

The Stewart Co.
LIMITED

Manufacturers of

High Class Confectionery

and their

Representatives

Wish the Trade

the

Compliments of the Season

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

More Chocolate

is used now than was thought of or hoped for by the trade.
The increase in consumption in Canada is largely due to

MOTT'S CHOCOLATE

whose "DIAMOND" and "ELITE" brands have been Canada's BEST brands. They are to-day your best trade winners.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

STOCK UP CAREFULLY.

In the handling of confectionery it is of the greatest importance to be absolutely sure of the quality of the various lines you offer your customers.

The tendency of the grocer is just to handle these goods without much regard to either distinctive feature or quality. No grocer can possibly expect to make his confectionery department the real success it should be unless he discriminates as to the goods he sells.

The way to establish reputation; and a reputation which will last and continue to attract trade, is to handle only superior goods. Better far be content with a very moderate profit and have the fullest confidence of your customers, than to serve them with what appears at the time to be an attractive article and afterwards for your customers to be seriously disappointed therein. To carry out this does not of necessity mean that you are purchasing the most expensive goods on the market. The grocer who will give the necessary attention to the markets of the many confections which are offered for sale, will discover that many of these lines are placed on the market by irreproachable wholesale firms who make a strong feature of giving the best possible quality, and rely almost exclusively for their profit on the cuteness of buying their raw material.

A well displayed show counter of fancy confectionery, which has been purchased by the grocer with the most absolute care and scrutiny, cannot fail to attract to his store a continual and increasing stream of trade. The younger members of the community, who are the great buyers of sweetmeats and confections, are, without question, keen to know a good thing when they see it and if they are once pleased will place that implicit confidence, peculiar to children, in the person who has treated them well.

A FEW USEFUL FORMULAS.

Fancy Prepared Mustard.

Twenty-five pounds dark mustard seed (Trieste seed is best), 10 pounds yellow mustard seed, 10 pounds yellow mustard bran, 5 pounds salt, 1 pound turmeric, 5 ounces ground coriander seed, 1½ ounces celery seed, 2 ounces ground cloves, 2 ounces ground cummen seed, 2 ounces ground nutmeg, 2 ounces cayenne pepper, 1 ounce powdered bay leaves, 1 ounce ground fennel seed, 10 ounces parsley herb (either fresh or out of brine), 2 ounces thyme, 5 ounces shallots or onions, 2½ ounces garlic, 30 gallons 40-grain vinegar, grind. If a very bright color is required add 2 ounces yellow mustard color.

Anchovy Mustard.

Anchovy mustard is made the same as fancy mustard, only add 8 pounds salt anchoves. Cut the anchoves up fine, add to the above mixture and use only two pounds salt instead of five pounds, as the salt in the anchoves will make up the required amount of salt.

Prepared Mustard.

Use 45 pounds dark mustard seed (Trieste is best), 12 pounds yellow mustard seed, 37 pounds dark mustard, 21 pounds yellow mustard bran, 12 pounds salt, 2½ pounds turmeric, 12 ounces ground coriander seed, 6 ounces ground celery seed, 6 ounces ground paradise seed, 6 ounces ground cloves, 6 ounces cinnamon, 2 ounces ground bay leaves, 2 ounces cummen seed, 7 ounces cayenne pepper, 2 ounces yellow mustard color, 90 gallons 40-grain vinegar. Grind.

Another Form of Prepared Mustard.

Use 30 pounds dark mustard seed (Bombay or California seed), 16 pounds yellow bran, 20 pounds dark mustard bran, 5 pounds turmeric, 1 pound ground coriander seed, 6 ounces cayenne pepper, 8 ounces ground paradise seed, 4 ounces ground celery seed, 4 ounces ground bay leaves, 1 pound cloves, 12 pounds salt, 42 gallons 90-grain vinegar, 50 gallons water, 30 pounds wheat flour, 2 ounces yellow mustard color; to 50 gallons water add 30 pounds wheat flour.

First make a thin batter of the flour by adding a small quantity of water at a time, stirring well; in this way the flour will not become lumpy; then add this batter to the remaining water; also add the yellow color and cook until it makes a heavy starch, then add this to the spices, vinegar, etc., and grind. If preferred 40 pounds of cornmeal may be substituted for the flour, but either should be cooked or the mustard will get dark after a time.

An Imitation Mustard.

This is an imitation mustard. Fifty-five pounds wheat flour, 4½ pounds turmeric, 12 pounds salt, 4 ounces cayenne pepper, 3 ounces artificial oil of mustard, 2 ounces oil cloves, 2 ounces oil cinnamon, 66 gallons water, 34 gallons 90-grain vinegar, 1 ounce yellow mustard, 3 ounces sugar color, 3 ounces preservative. Mix flour, turmeric, salt, and cayenne pepper, and then add enough of the water to make a thin paste, put this in kettle with the remaining water and vinegar, cook until the mixture has a body about as thick as heavy molasses, add the yellow color as soon as the mixture is thoroughly hot through. Take out of the kettle when cooked enough, stir frequently until this mixture has cooled to about 160 degrees F., then add the oils and mix well.

HAMILTON RETAIL GROCERS.

The Hamilton Retail Grocers' Association have decided to put an aldermanic candidate into the field, and it is expected that the name of the man selected will be announced shortly. Grocers want representation in the council to effect reforms in the Central Market.

A Good Investment

Quality plays so big a part in

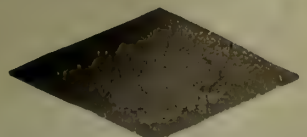
PERFECTION CREAM SODAS

that grocers who pride themselves on their meritorious goods cannot but select these sodas when biscuit orders are under consideration.
We use the best flour, butter and cream in the manufacture of "Perfections." We pack them in the right way. So how can they help being the best biscuits?

are just what you need for your store, no matter where you are situated. Old and young, rich and poor, weak and strong—**Perfection Cream Sodas** suit all.
Order a supply, and if they don't sell—well, it will be the queerest thing that possibly could happen.

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.
ALL JOBBERS
Sugars Limited, Montreal

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

KIEL FINGER

The best shortbread doesn't **all** come from Scotland, as you'll agree when you've tried "Kiel Finger."

It's an exceptionally tasty biscuit, in convenient size and form, that keeps well and sells better.

Suppose you place some on order now before it slips your memory?

W. & R. JACOB & CO., Limited

Canadian Agents :

Kenneth H. Munro,
324 Coristine Bld. Montreal

C. & J. Jones,
Box 623 Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

Maple Syrup Weather

You sell Maple Syrup—your customers use it. They would use more of it if they could be assured of getting it pure. You are always absolutely safe in selling

Grimm's Pure Maple Syrup

The only genuine, unadulterated Canadian Maple Syrup direct from the best producers.

SEND FOR SAMPLE LOT

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* ***Montreal***

SAUCE FOR THE GOOSE SHOULD BE SAUCE FOR THE GANDER.

Editor Canadian Grocer: Sir:— In your issue of December 9 "Old Time Reader," in advocating the usefulness of the wholesale grocer, overlooks the fact that there are but two, possibly three, exclusively wholesale grocery firms in the whole Dominion, and not one of these is to be found in the city of Montreal. The departmental stores, whose importance "Old Time Reader" greatly magnifies, compete in the open; their prices, always high enough to leave a handsome margin of profit, are published broadcast.

The wholesaler, by professing to be what he is not—the friend and protector of the retailer—and under cover of the guild, competes in a most unfair way with the retail grocer. When Mr. Wholesaler is taken to task he will with the greatest sang froid excuse himself by saying that others do the same thing. To blame others for one's misdoings is a poor way to seek forgiveness. The wholesale houses in Montreal cater to the trade of small and large boarding houses, restaurants, beaneries, public or private institutions; whether the inmates number two persons or two hundred persons, it makes not a particle of difference; nine-tenths of the parish priests of the Province of Quebec, hundreds of families, all their employes, their relatives near and distant, their friends and the friends of their friends. The retail business done by some of the wholesale houses in this city is now so extensive as to require a special ledger for that department.

Some time ago the Grocers' Association of Montreal appointed a deputation to call on the wholesale houses for the purpose of getting them to agree not to supply consumers. To the disgust and astonishment of the delegation they were given to understand that under no consideration would they (the wholesale men) countenance any movement which would encroach on their right of buying and selling through whatever channels suited them best. In this contention they are perfectly right, but they are committing an act of conspiracy in attempting to prevent others from enjoying the same privileges.

For sixteen years the writer had dealings with an English firm, but this year his order was declined with the closing remark in their letter that they very much regretted the action of the guild.

It follows from these facts and the evidence before the Tariff Commission that the guild is nothing short of an organized conspiracy to restrain competition by preventing those outside the "charmed circle" from buying and selling in the best markets.

It is so decreed by the guild that any retail merchant who has the ability and financial means to do a large business and possibly in turn become a wholesale merchant, must limit his operations to a small retail business, and since he is compelled to buy from the wholesalers and then compete with them in selling to consumers and others, what then are his chances of success?

No wonder that during the past six months over fifty retail grocers in this city have failed, and knowing ones say that there are many more to follow.

It is to be hoped that all who have at heart the welfare of the retail trade will lend their assistance to the Government in putting an end to the disgraceful tactics of the guild.

A DISGUSTED RETAILER.

Montreal, Dec. 12, 1905.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest **The Ideal Winter Beverage**

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

TRADE MARK
This design a guarantee of quality.

Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

THE TARIFF COMMISSION AT EDMONTON.

The Tariff Commission opened in Edmonton before a large meeting. With one exception, as presented by a deputation from Wetaskiwin, the general expression of opinion was plainly free trade. The Board of Trade of Edmonton and Strathcona, the Alberta Farmers' Association and the Canadian Society of Equity maintained a strong plea for reduction of the tariff, more particularly on lumber. The sitting was completed shortly after noon.

The Edmonton Board of Trade presented a memorandum to the Commission embodying the views of that organization. The general sentiment of the memorandum presented was strongly in favor of a general reduction in the tariff along all lines. To quote: "While it is admitted that customs duties are necessary for revenue purposes and that a certain amount of protection to Canadian industries may be advantageous, it is maintained that there is a limit beyond which a protective tariff cannot be carried without unduly and unfairly pressing upon the consumers for the benefit of the manufacturers. It is maintained that the limit has at least been reached, if not already passed."

Attention was called to the heavy freight charges in the west, and specific mention was made of fruits, cotton goods and lumber, on which an increase of duty is asked, requesting that these be rather reduced.

CANADIAN PRODUCE CORPORATION.

J. Burbidge, a director and creditor of the Canadian Produce Corporation, applied for a compulsory winding-up order on the ground that the company, formed to deal in Canadian produce, did no business, and had not done any for twelve months. Counsel opposing the petition said a voluntary resolution had been passed and no allegation had been made which entitled any creditor to a compulsory order. The petition was dismissed with costs.

Why Some Cigars Sell and Others Stay in the Box

If you keep a variety of cigars you will have noticed that there is always one box a little less full than the other boxes. No matter how many times you have ordered, or how differently you have arranged the display, the result is the same.

Mr. Grocer, that "difference in the box" is the Individuality, the "make sell" quality of cigars. That Individuality and 'make-sell" quality hinge on a certain kind of growth and a certain kind of manufacture.

PEBBLE and PHARAOH

Cigars "leave the box" quickly because they have that Individuality and "make-sell" quality that come as a result of the certain growth and certain manufacture.

The **Pebble** and **Pharaoh** Cigars are just as sure to be the "fewest in the box," when they have graced the case awhile, as they are sure to give "the curl of smoke that delights,' when the man who "knows" has bought them.

If you are interested in cigar-history, cigar-excellence, cigar-opportunity, you will not fail to write me about the **Pebble** and **Pharaoh** Cigars.

"My Cigars are a matter of Personal Pride."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

GROCERS' HOW, WHEN AND WHERE QUERIES WELCOMED

Grocers may order some goods without the "Reason Why" attitude, but when it comes to tobacco each grocer is out with, "How do you know I can sell this tobacco?" "When was the quality of the tobacco proven?" "Where am I to get continuous trade from?" We welcome such queries. We know that with

T. & B.

the answers are sure and certain.

We know, first, that you can sell this tobacco, **because other grocers, similarly placed, are selling it. Second, the quality of T. & B. was proven from the first, and the best evidence of this is the increased consumption. Third, with T. & B. in stock you will get continuous trade because T. & B. smckers are regular, "will-take-no-other," smokers.**

Will you order now?

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

ARE YOU LOSING A GOLDEN OPPORTUNITY?

It is at this season of the year and especially during the two weeks preceding the Christmas holidays that the grocer loses a lot of business through the absence of a cigar and pipe department in his store. That grocers generally lose a goodly sum throughout the year through neglect of this branch, has been established beyond a doubt by those up-to-date merchants who have installed a cigar, cut tobacco and cigarette show case, and pipe racks and cases.

There are many, in fact, the majority of women, whose husbands are users of the weed in some form or other, and as they do their shopping at this festive period would readily buy a handsome meerschaum or briar pipe, a box of cigars or other smoker's paraphernalia, preferring to do so in the grocery store to entering a tobacconist's, where men only usually "do congregate."

There are, of course, certain customers who from principle, prejudice or misinformation on the subject would object to this feature, but their number is small.

The question of the banefulness of tobacco is one with which the merchant has no concern. There are even people who consider the use of tea injurious, as is being demonstrated now by the opinions of experts in the columns of the New York Herald, but still tea will be sold right along.

The husband also would find the grocer's a pleasant place to drop in on his way home, for his favorite brand of cigars and tobacco, and he too at this time would prefer to buy a friend a box of 25s or 50s at the grocer's, or mayhap a nice pipe.

In speaking to a representative of one of the leading cigar manufacturers in the east last week The Grocer was told on asking if it was the traveler's opinion that the grocery trade were taking a more up-to-date view of the question of handling cigars, etc. :

"More? Why, my trade, particularly in Western and Central Ontario, with grocers, has quadrupled itself this year. I find that this grocery cigar trade is spoken of by my customers as one of the most profitable features of their business and one that requires less attention and shows more profit than in the putting up, weighing, delivering, etc., of the staple lines. With only ordinary, intelligent care, one man has disposed of over a thousand dollars worth of my goods alone, besides having bought a number of other well advertised and reliable lines. There isn't a salesman calling that doesn't buy one or a quarter's worth of cigars, even if it is palpably done as a friendly overture towards the grocer's trade."

This opinion is one worthy of reflection on the part of Grocer readers. The profit on cigars, tobacco and pipes is good, the stocks easily replenished and at small expense. Think it over and with the resolutions for improvement that you make next week, put in a small trial stock of cigars and watch your profits grow in 1906.

A CLAY PIPE DISPLAY.

While there are many stores in the big cities that hardly ever have a call for the common clay pipe, in the smaller towns and in the agricultural sections there are vast quantities of them sold annually, and dealers in such localities might find it worth while to occasionally put them in their show windows.

Common clay pipes can be arranged in a variety of effective forms. One of the commonest is to lay them out on a dark colored background in designs of stars, crescents, diamonds, four-leaf clovers, and anything else that the fancy of the window dresser may suggest and his ingenuity be equal to. In this way, a most attractive display is made, which will add materially to the other inducements of trade, and help swell the sales.

ADVANCE IN TOBACCO.

Tobacco prices have jumped up, and local manufacturers of cigars are considerably exercised over the outlook. The new crop of Sumatra and Havana is now on the market, and one manufacturer stated that the prices quoted are thirty per cent. higher than last year.

Short crop and fine quality are given as the reasons for the growers' higher demands. The matter is largely in their hands. Havana tobacco has no successful competitor as a filler, and Sumatra wrappers are in much the same position.

The increase in price comes out of the manufacturer entirely, they say. The price of standard cigars is not likely to change because of the fluctuation.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

STRAINING AT GNATS AND SWALLOWING CAMELS.

Editor Grocer :— It is only a few weeks ago since we heard a howl up under the western mountain over a sugar combination which enables the combinsters to make a profit of 4 per cent., and now there is an echo down under the eastern mountain in the shape of an article in the Montreal Herald of December 1 portraying the iniquities of a canned goods combine. This article so grossly misrepresents the situation that in the interest of the canned goods business we feel constrained to ask the use of your columns to reply to it. Before going into the subject we would like to call to the attention of the editor of the Herald the fact that our two principal railroads, who between them take nearly one hundred million dollars yearly out of the public, have an agreed uniform rate to every competing station in the Dominion. Our insurance companies have an agreed rate among them to charge everybody exactly the same rate. Our banks have an agreed rate among them to allow depositors exactly the same rate of interest ; they also charge all borrowers about the same rate of interest. If these are not combines what are they ? We are not calling attention to them to find fault, but to show how these gentlemen of the press sometimes strain at gnats and swallow camels. In regard to a canned goods combine, we state there is no such thing in existence. While there is a stock company with headquarters under the western mountain, formed through the amalgamation of a number of the leading canners, no stretch of the imagination could call it a combine. While we are not in sympathy with their tortuous way of doing business, we know that with a dozen independent factories in the country it is not possible for them to make a combine in this business.

In this two column more or less sensational article in the Herald it states tomatoes could be bought in the United States last year for 60 to 70 cents, while in Canada they brought from $1.30 to $1.40 per dozen. Here is a misrepresentation to start with. The highest price charged by canners last year for this article was $1.15, 10 per cent. off, freight paid to any wholesale competing point in Ontario or to Montreal, in the province of Quebec. After all these deductions were made, including brokerage and cash discounts, it left about 94c a dozen for tomatoes f.o.b., instead of $1.30 to $1.40. Now in regard to the United States price ; it was 62½c f.o.b., at least this was the price we paid for 8,000 cases and we bought in the best market obtainable in that country. Now see how quickly the thing reverses itself. The pack of tomatoes in Canada this year has not netted the packers over 75c f.o.b., while to-day tomatoes are selling for $1 f.o.b. in the United States with plenty of people predicting dollar and a half tomatoes before Spring. If the gentleman who writes for the Herald on canned goods would remember that there is such a thing as nature, who quite frequently takes a notion to have a say in the price of these red-coated ducks as well as in other lines of canned goods, he could write more intelligently on the subject. We have stated that last year we imported 8,000 cases of tomatoes from the United States ; we also wish to state that it is only a few years back since we exported several thousand cases to the United States under exactly the same tariff conditions that prevail at present between the two countries. At the time of this latter transaction tomatoes were selling in Canada for 65c, while in the United States they brought $1.50. Last year as previously stated tomatoes were bringing 94c f.o.b. in Canada, while in the United States 62½c would buy them. This proves, as we said before, that when nature takes a hand in the game these redcoats will walk across the boundary in either direction under tariffs that in both countries are intended to be prohibitive and in normal years are so. This gentleman in the Herald intimates that the consumer is being squeezed in the prices charged for canned goods and that on account of the tariff protecting the canners high prices are being charged. Never was an assertion more easily refuted. The only country from which canned goods could be imported is the United States. To lay down tomatoes from there in Toronto at present American prices would cost $1.55 per dozen, while they are netting the Canadian packer 75c f.o.b. To lay down peas from the United States in Toronto would cost say for Early June $1.15, while Canadian peas of the same grade net the Canadian packers 55c. In comparing corn it is necessary to take New York state corn, which is about the same in quality as our finest standard goods. This New York state corn would cost delivered in Toronto $1.10, while Canadian corn equal in quality is netting the packer 70c.

If there is one line of goods more than another that shows the benefit to the whole community for the liberal mantle of protection that has been thrown around it, it is the canned goods industry. Only a few years ago, the writer can remember, before there were any Canadian packers, a can of tomatoes cost the Canadian consumer 25c, and other goods in proportion. With about fifty canneries now in operation in this country, packing what is probably the highest class of canned goods in the world, which are being sold to the consumers at moderate prices, we believe it would be a crime to disturb this condition of affairs by experimental changes in the tariff. It would be not only a crime to the canners, but to the farmers, consumers and work people. As an illustration, we ourselves paid out to the farmers this year $45,000 for produce, while to work people we paid $26,000 in wages.

As for the consumers, under a reduced tariff we would simply get the sweepings of the American canning factories. It is acknowledged by United States trade publications that there are hundreds of thousands of cases of tomatoes packed in their country every year in which water is added to cheapen the product. Of corn there are millions of cases packed in the United States annually, little better than our common field corn. In a publication published in the United States, the Baltimore Trade, the highest authority in the United States on canned goods, dated December 15, they designate it hog feed. Everybody knows that under a low tariff these are the classes of goods that would enter Canada to compete with and ruin the trade of the high class goods packed in this country, while we would have no chance to sell goods in their country as their tariff is prohibitory. In regard to the prices we have given you in the United States, for verification you can take the Canner and Dried Fruit Packer of Chicago and the Baltimore Trade, both of which publications, we believe, are on your exchange list.

Yours truly,
BLOOMFIELD PACKING CO.
Bloomfield, December 18, 1905.

CANADIAN TEA TRAVELERS.

SELLING tea, that is, selling tea exclusively and not in connection with the sale of general groceries, is no sinecure, but selling package teas and selling them successfully is still less of a holiday jaunt. There are a multitude of brands of package teas now on the market and salesmen by the score are expatiating on the quality of their special brands in all parts of Canada, and the end is not yet. Of the many salesmen who have entered this special field there are very few better known tea travelers than the subject of this sketch, Mr. Rupert Prat, Toronto, who represents Mr. T. H. Estabrooks, of Red Rose tea fame, St. John, N.B.

Mr. Rupert Prat.

Mr. Prat hails from the Maritime Provinces, commencing his career of tea salesman with Mr. Estabrooks in May, 1896. He represented his firm in New Brunswick for several years, working up not only a good business for his principal but a reputation for himself as a salesman of undoubted ability. "An honorable man and thorough gentleman" is the way his employer expressed himself to The Grocer, "and a man of whose type any firm may be proud."

On the opening of the Toronto branch of Red Rose tea, Mr. Prat was delegated to look after the new territory. Mr. Prat during the time he has been a resident of Toronto has covered the territory west and north of the city, and most successfully has he made his work show. Red Rose tea is his shibboleth, and for him it is a faith that moves mountains, and a faith that he has the true salesman's enthusiasm to implant in others. That he has the confidence of his customers his increasing sales amply testify, and with his unbounded confidence in the quality of his goods the future can only be bright for Mr. Prat.

WINDOW AND INTERIOR DISPLAYS

CHRISTMAS WINDOW DISPLAY COMPETITION.

THE CANADIAN GROCER, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of :

First Prize $5.00
Second Prize 3.00

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition." Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

A WINDOW DISPLAY COMPETITION.

A FEW weeks ago the Standard Soap Co., of Calgary, offered a prize of $20 in gold to the store clerk who would dress the best window with Golden West soap, Weir's Pine Tar, Mellifoam Castile, etc., all of which are made by this Calgary soap firm.

The window illustrated in this issue was the one dressed by Mr. Green, of the firm of Wood & Green, of Calgary.

Mr. Stephens, of the Hudson's Bay Co., was the winner of the prize.

It was soap Saturday. Soap was in the air. Nearly every grocery store in Calgary had its show window filled with soap. Every window was really worthy of a prize, but as only one prize was given the three judges, after viewing the different displays, consulted together for over an hour, deciding who should receive the cash. The display of the Hudson's Bay Co. was truly original, and was a perfect reproduction of a blue sitting room, constructed completely of Golden West soap, in cartons for the walls, and carpeted with cakes of Golden West, with a pretty border of Weir's Pine Tar. A pretty mantel and fireplace were also built of soap, beautiful in design, with real fire and coals in the grate, and with a tiled floor of Mellifoam soap, in front of which a wax effigy of a lady was comfortably rocking, with knitting in her lap, representing the happy housewife, who informed the admiring crowds what she thought of Golden West soap. This simple picture was much admired, several Montreal and Winnipeg visitors remarking that it was the best dressed window they had ever seen.

The design in Wood & Green's window was certainly the work of a genius in artistic dressing. It was a miniature design of a suspension bridge of soap, with a train of cars crossing the structure. The whole was built of Golden West soap, and did great credit to the artist who so carefully carried out the plan.

J. T. Macdonald had the best window, considered from an advertising point of view, and also merited recognition. The design consisted of two fair-haired little girls washing and hanging out their clothes on the line. It pleased both children and adults alike.

The window of the Victoria Grocery Company presented a very pleasing appearance. The centrepiece was an accurately constructed lighthouse, labelled "Golden West Safety Lighthouse," and was surmounted by a powerful electric light, the whole making a perfect sea picture.

Brown & Knight were right in the swim for the prize, their window being generally admired. A large sailing vessel, "The Golden West," was shown, built of Golden West soap, carrying a cargo of Weir's Pine Tar, with sails made of Mellifoam soap, and a lighthouse in the distance with foam-crested waves dashing against the rocks.

The Calgary Milling Company, Alfred Newham, the Co-Operative Grocery Supply Company, and Pitman's stores all had very cunningly designed windows, all a tribute to that domestic article, good soap.

IMPORTANCE OF SHOW WINDOWS.

The great advantage of a good window display is becoming more and more apparent, and grocers are generally becoming more interested in the subject.

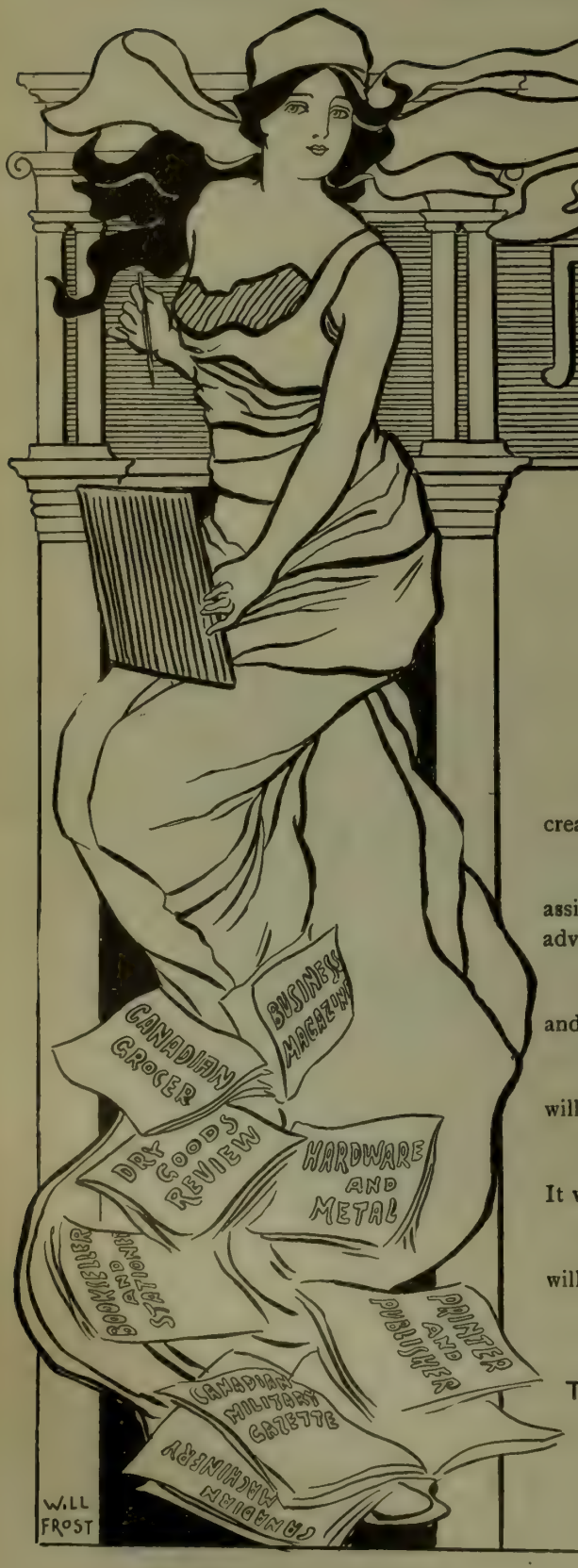
The show window is without question the retail merchant's first important advertisement. Other means of advertising may bring customers to the store, but when there the first impression is obtained by the appearance of the show window, and the effect produced will be the measure of the customer's estimation of that store.

Grocers have been quick to observe this and in consequence a great improvement is manifest, but there is much still to learn, and nothing can be more conducive than an interchange of ideas. With this in view we are opening up our pages once again for competition. Those grocers, therefore, who are giving special care to their window display this season, have an excellent opportunity to get full credit for their labors and at the same time give an object lesson to their brother grocers.

One of the Displays in the Calgary Window Competition.

IN THE WRONG WAY.

Two Irishmen were crossing a bog when one of them fell into a mudhole. His companion, running to a nearby farmhouse, asked the loan of a spade. "What do you want it for ?" asked the farmer. "Sure, Mike is stuck in the bog and I want to dig him out," was the answer. "How far in is he sunk ?" questioned the farmer. "Up to his ankles." "Begorra, then he can easy walk out." "Begorra, he can't," exclaimed Pat, "he's in wrong end up."



PICTORIAL ADS

Do You Illustrate Your Ads.?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.

THE MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 21, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
-doz.	2½lb.	10 50
-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per gross $4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER. Per doz.

1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 80 pkgs.	2 25
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 09
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	2 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	3 35
Royal Navy Rock, " "	0 20
Diamond, " "	0 25
" 8's	0 28
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

IF YOU WANT A **JAM**

THAT WILL BUILD UP TRADE

AND ON WHICH YOU CAN

MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER

A TRIAL CASE OF 4 DOZ.

OF **BATGER'S**

NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 36
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$	.90
1 " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITE.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. .35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ¼-lb . pkgs. .30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

	Cases.	Doz.
"Anchor" brand, cases 4 doz., per case	$5 00	
" evap. cream, cp. 4d. "	4 65	

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz.) 5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0 35
¼-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	0 25
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots (Freight paid.)	4.10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

[illegible].

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 1 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND

		Per case
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand,	8oz., cases, 120 pkgs.	$30 case
"	10 oz., cases, 96 pkgs.	
"	16 oz cases, 60 pkgs.	

No better argument in favor of

BORDEN'S

Brands of

Condensed Milk and Evaporated Cream

need be given than the enormous increase in the sale of

"Eagle" brand Condensed Milk and "Peerless" brand Evaporated Cream

You are always safe with these lines. Every Jobber sells them.

WILLIAM H. DUNN, - MONTREAL

Erb & Rankin, Halifax, N.S. W. S. Clawson & Co., St. John, N.B. JOS. IRVING, 92 Wellesley St., TORONTO Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co. Victoria and Vancouver, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	10 20
Straw hat polish	"	10 20

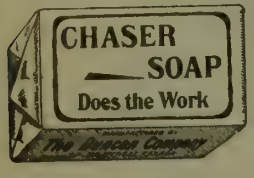
BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee " brand starch—	
" 1 dozen, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
Gem " " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Glos[illegible]ch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 06
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

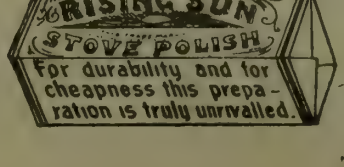
J. & J. COLMAN'S, LIMITED.

Rice Starch—

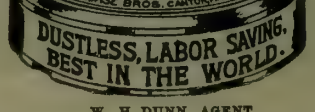
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 4, bxs., ea. 3 dz.	0 38
Enameline No. 0 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

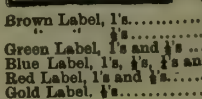
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

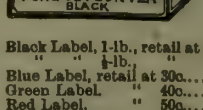
3 p.c. off 30 days or 3 months.



Teas.

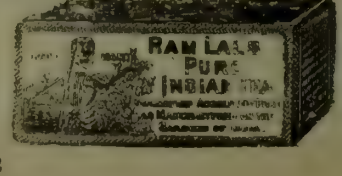
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb.	0 35
" " 30 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

"No,

I was instructed to bring home

DWIGHT'S BAKING SODA

'Cow Brand' Baking Soda,

"no other brand will do."

The favor into which "Cow Brand" Baking Soda has grown with the consumer is due solely to its perfect quality and its reliability in all cases where its use is necessary. To handle such an article pays the grocer.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

OUR PLANT

If you could see the factory where

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

is made you would fully realize why we speak of "clean methods," "purity," etc. Our plant is undoubtedly the most modern, fully equipped and in every other respect the most up-to-date fruit vinegar plant in the country.

It is not difficult to understand, then, why **Golden Russet Vinegar** is superior to all other makes.

That is just the natural outcome of superior facilities, superior methods and superior workmanship.

Have you a supply of GOLDEN RUSSET VINEGAR?

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	0.23
5 lb. Sacks	0.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

You are Interested in Something

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
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We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

A Merry Xmas

and

A Prosperous New Year

and don't forget that an order mailed or wired to us will have prompt attention.

Perhaps you will need some article rushed on for a special customer.

GOWANS, KENT & CO.
LIMITED
TORONTO

The Results are Wonderful

where the sale of

WETHEY'S MINCE MEAT

is carefully looked after—more particularly during the Xmas Holidays.

Keep these goods before your customers and your sales will double themselves.

EVERY JOBBER KEEPS IT 3 DOZ. TO A CASE

Write us for
"Ready-to-use" Mince Meat

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 29, 1905. NO. 52.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling
The Best Laundry Blue?
KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

We wish all our Customers and Patrons a Prosperous Year in 1906.

Prosperity follows the sale of

Edwardsburg Starches and
"Crown" Brand Table Syrup

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

52 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

104 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

THE LEADING HOSPITALS USE

Burton's All-Healing Tar Soap. A fine, cleansing, healing and antiseptic soap, chosen by the leading hospitals, because of its superior purity and usefulness. You can supply this demand with little trouble and much profit.

If you have not any in stock, get our prices and samples.

ALBERT SOAPS, LIMITED
Manufacturers
MONTREAL

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

"Busy as Bees"

Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"GRIFFIN" Brands

Castile Soap "Shell Brand"

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate Macaroni. Satisfactory and pleasing—always. Profitable to you and the user, too.

SOLD BY LEADING WHOLESALERS

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

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GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE

HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited. Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street

Montreal.

Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS

126 Board of Trade, - Montreal

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

ST. JOHN'S, N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public

Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

C. E. KYLE

Wholesale Grocery Broker and Manufacturers' Agent

27 Front St. E., Toronto

Highest references. Commissions Solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and

mporters

29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale Grocery Brokers.

Correspondence solicited. Address all communications to our head office.

26 Front St. East, Toronto

SEASON'S GREETINGS

The more freely you buy from us the more money you will make.

W. H. MILLMAN & SONS

Grocery Brokers, Toronto

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes**

Delivered at your station.

R. W. HANNAH

300 Board of Trade Building, - Toronto.

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J. McA. CAMERON

Manufacturers and Wholesale Commission Agent

Correspondence Solicited

Vancouver, B.C. P.O. Box 912

Reference—Bank of Hamilton

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located

Dingle & Stewart

Winnipeg, Man. - Calgary, Alta.

COMMISSION BROKERS.

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Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Uinon Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Canned Goods Agency — Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY

WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 1 years

George Adam & Co.

Wholesale Brokers and Commission Merchants

WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission Merchant

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Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

Solid brick and stone Wholesale Warehouse to let in Calgary, on Stephen Avenue, just about completed Two stories and basement 100x25, cement cellar, steam heated, electric elevator, track facilities at back, and driveway at side. Wired for electricity and piped for gas. Rent $200.00 per month on lease. Apply to

GEO. T. YOUNG,

52-3 Box 623, CALGARY, P.O.

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to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only $2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

1906
AND
STERLING
BRAND
PICKLES

We're ready for the largest kind of trade that will come to us with the new year.

—This is assured Manufacturer
—and Grocer because of the
—sterling quality of these fam-
—ous pickles.

The T. A. LYTLE CO., Limited
TORONTO, Can.

EXPORT TRADE DEPARTMENT.
FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE, LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
hopes that the New Year will be one of increased prosperity to all his senders and that it may also bring consignments from new sources with which he shall try to show that Aberdeen is a market worth some attention.

A. C. DOUGHTY & CO.
Head Office, 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfiel

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

Do You Illustrate Your Ads.?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.

THE MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

Queen Brand Tomato Catsup

A really delicious Catsup, absolutely pure; packed in 12-oz. bottles; each case containing 1 dozen. Every bottle neatly labelled and wrapped in tissue.

Sweet Wrinkle Peas, Sifted June Peas, Corn

Our special pride. Palatable and wholesome. The best sellers you can get.

We make a host of other lines.

Buy *Queen Brand* goods every time. Other grocers are buying them.

Belleville Canning Co., Belleville, Ont.

AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to the Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited

Box 559 WINNIPEG, MANITOBA

Capital $250,000.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

"The Brand of Quality"

TRADE MARK REG°

THE ESSEX CANNING & PRESERVING Co LIMITED

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS

APPLE BUTTER IN JARS AND PAILS

A Limited Quantity of "Gallon Apples."

Prepared Pumpkin, "Threes," the Pure Thing

and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO, CANADA

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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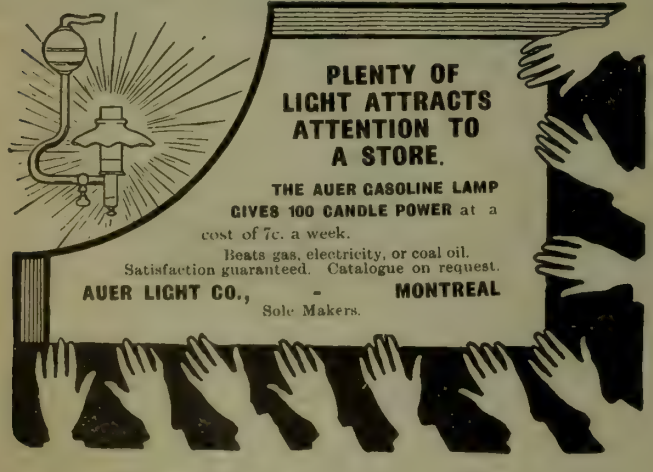
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THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL
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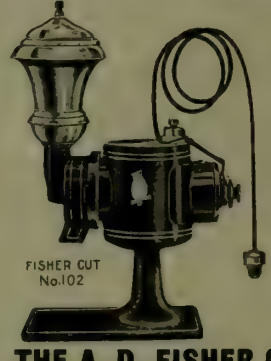
ELECTRIC POWER COFFEE MILLS



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Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

This Receipt Valuable to Cash Buyers

A 0.25

Claim our 5 per cent. discount on above amount in cash, or apply it on future purchases at any time at our store

Main and First Streets

Above wording is permissible under new trading stamp law.

The new law

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.

National Cash Register Company

129 King St., West

Toronto Ontario

THANK YOU

for the great business we have had during this year. We have tried to merit your confidence by making good goods and giving efficient service. It has been our consistent aim to make our **White Swan Cereals, Spices and Cocoanut** all absolutely high-grade and it is gratifying to see that

Quality Counts

to such a marked degree as we have experienced throughout 1905. Again we thank you!

The ROBT. CREIC CO., Limited
White Swan Mills
TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
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Let your motto for 1906 be

To sell your trade•

Japan Tea

A successful year's business will result.

These Teas are **fragrant, delicious, healthful** and **profitable.**

CONFIDENCE

The public have confidence in

PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents, MONTREAL.

ONE GLANCE

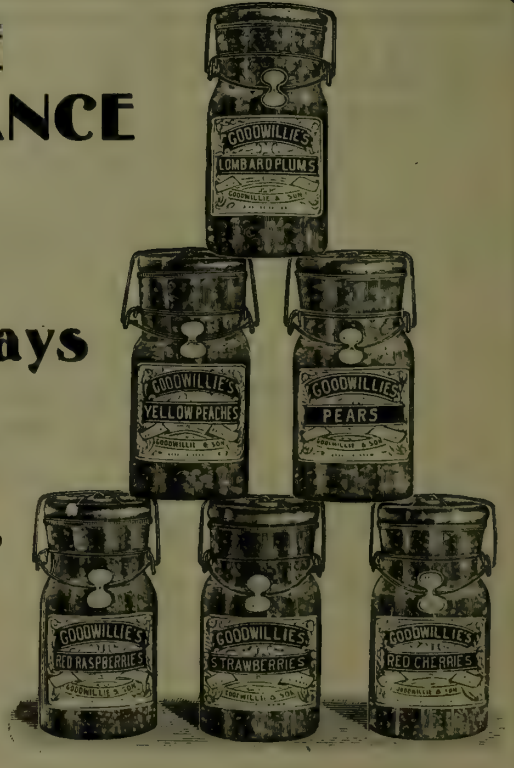
AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME, MONTREAL.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of our!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

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Office: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.

The Only Spice of Life for Horses, Cattle and Poultry

IS Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

Failure is the foundation of success, and the means by which it is achieved.

Learn therefore by previous errors.

CEYLON Tea Talks

No. 5

The dietetic value of Ceylon Tea as a beverage is attributable to the well-balanced proportions of its constituent parts.

Another ingredient which is a necessary constituent of all Teas is "Tannin." It is found in some of the older known teas to the large extent of 20 to 30 per cent. In small quantities, in conjunction with well proportioned quantities of "The Essential Oil," and "The Alkaloid Theine" it has a distinctly beneficial tonic effect.

Ceylon Tea contains the minimum of Tannin; analysis has demonstrated it to be only about 10 per cent. Just sufficient to give the necessary vim.

(To be continued)

SELL CEYLON TEA ONLY (Green and Black) and ensure success

A Prosperous New Year To All

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Good Resolutions for 1906

To try and make better profits.

To stop price-cutting — which generally does no one any good, and injures the starter.

To let the other fellow live as well as ourselves.

To **talk quality** ; sell quality.

To not refuse drafts for small errors. To remember if one trusts us for hundreds of dollars surely we can trust him for a few cents.

To do all the business we can in a fair and square way, but want to see our neighbor do well too.

To add the cost of doing business to the price of goods purchased, adding a fair profit to this cost.

To pay promptly when bills are due. When unable to, say so, and arrange for payment of same.

To remember 10 days means 10 days; 30 days, 30 days.

To do away with all combines in our trade.

Wishing You the Most Prosperous New Year

We are, yours respectfully,

LUMSDEN BROS.

Hamilton, Ontario

Tartan BRAND

"We wish our many customers and friends A Happy and Prosperous New Year. Dinna forget the TARTAN."

Yours truly,

BALFOUR & CO., *Wholesale Grocers,* ***HAMILTON, Ont.***

We take this opportunity to wish our many Retail and Wholesale friends throughout Canada

A Very Prosperous New Year

N. B.—To insure prosperity **stick to** Canadian Canners' brands of Canned Fruits and Vegetables.

Canadian Canners, Limited

Hamilton, Ont.

What is the Meaning of "Well-Balanced" Flour?

A perfectly "balanced" flour is one which contains the greatest amount of nutriment in its most easily digestible form. No single variety of wheat will produce "well-balanced" flour. It requires the careful selection of different kinds.

The makers of **ROYAL HOUSEHOLD FLOUR** have more than a hundred elevators, scattered throughout the greatest wheat-growing country in the world, which enables them to secure the very pick of the wheat that will yield perfectly balanced flour.

The kind of flour that produces the best, the largest and the strongest loaf.

The loaf which contains the greatest amount of bone, muscle and brain-making protein and the lowest percentage of waste.

ROYAL HOUSEHOLD makes bread which reduces the labor of digestion, and gives greatest nutrition for least stomach effort.

It's the "balance" in flour that makes bread easier to digest and gives it many other qualities which are usually attributed to other causes.

Ogilvie's "Royal Household" Flour

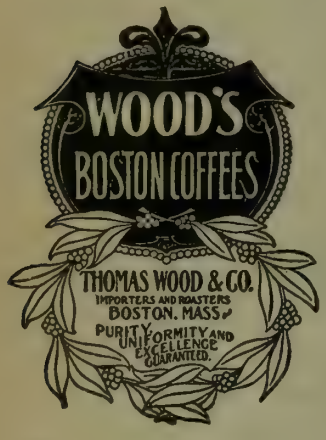
Try a 7-lb. Bag—Then You'll Want a Barrel

25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write us.
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low-priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



We Can and We Do

We can furnish to the Grocer the Best Coffees grown on earth.

And

We can impress on him the Best Methods of Selling.

But If

Our Methods remain unknown and unrecognized in the stress of daily business, much hard work is wasted.

That Is

Our artistic Labels and Signs are unsurpassed in Beauty, and for Effectiveness in Selling. That is one thing; we have others to tell you.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

There are many **Baking Powders**

(The Light of the Kitchen)

but there is only **ONE**

Magic

Baking Powder

—It is **Pure, Wholesome, Well Advertised, and** shows you a **good profit.**

ORDER FROM YOUR JOBBER.
WRITE FOR PRICE LIST.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

Teas Teas Teas

Blends in Bulk

Coronation **King's Royal**
Geisha **John Bull**

"Ceyloya" Ceylon Tea

In Packages

For Strength, Flavor, Quality and Economy, OUR BLENDS are unequalled.

Warren Bros. & Co.

Wholesale Grocers
Toronto

DOMINION COMMERCIAL TRAVELERS' ANNUAL BANQUET AT MONTREAL

THE annual banquet of the Dominion Commercial Travelers' Association was held at the Windsor Hotel, Montreal, Thursday evening, December 21. The event is one to which every traveler looks forward with pleasurable anticipation and it is only distance from the festivities and the fact of the event being always held near Christmas that prevents the majority of members from attending. As it was, there were exactly 260 members and guests seated around the well laden and flower-decked tables in the beautiful banqueting hall of the Windsor. Travelers gathered around any festive board are noted for having the proverbial "best time" and Thursday's banquet was no exception to the rule.

Mr. Fred. L. Cains,
President of the Dominion Commercial Travelers' Association.

Mr. Fred L. Cains, the newly elected president, occupied the chair. With him were the principal guests and speakers of the evening, Hon. Sydney Fisher, Minister of Agriculture, and Hon. H. R. Emmerson, Minister of Railways; Mr. R. L. Borden, M.P., the Conservative leader for the Dominion, and Mr. F. D. Monk, M.P.

The menu was in the Windsor's best and this statement suffices to say that with the excellent table service no protests or cancelled orders were noted.

After the dinner had been served President Cains read a telegram from the Commercial Travelers' Association at Halifax, expressing their best wishes for Canada's prosperity and wishing a happy New Year to the Montreal members. He also read letters of regret owing to their inability to attend from the Governor-General, Earl Grey; Sir Wilfrid Laurier, Hons. W. S. Fielding, C. Fitzpatrick and W. Paterson; Messrs. Hays, Shaughnessy, Morse, His Worship Mayor Laporte and Hon. J. D. Rolland.

He also made a few remarks to the effect that their financial showing for the year was very good; they had added over $12,000 to their capital. In connection with the hospital funds of the association he said one of the members of the association had promised to give $1,000, if the other members would subscribe $2,000. This would enable them to provide a cot in the Notre Dame and General Hospitals for the benefit of commercial travelers, and he hoped the necessary funds would be forthcoming. The gathering arose while the chairman read off the names of forty-nine members who had died during the year.

Mr. Cains in concluding called upon the vice-president, Mr. E. D. Marceau, to propose the first toast, that of "The Government of Canada," coupled with the names of Hon. Sydney Fisher, Minister of Agriculture, and Hon. H. R. Emerson, Minister of Railways. Mr. Marceau on rising was received with loud applause.

Mr. Marceau said: "Commercial travelers are not politicians, but business men who would judge the Government from a business standpoint." They were not ready to give credit to the Government for every good thing that had come to the country since it has come into power, but they were willing to give credit where credit is due. He spoke of the great resources of the country and her marked progress in the last few years, and stated the increased immigration to this country was opening up acres and acres of land to the best class of settlers from the south of our country and from Europe, who would not come here unless suited with a government and institutions which are better than those outside of Canada. "We must honor and commend our Government for the good it has done, and in honoring it we are honoring our great and broad Dominion."

Mr. E. D. Marceau,
Vice-President of the Dominion Commercial Travelers' Association.

Mr. Marceau's remarks were received with plaudits of commendation.

Hon. Sydney Fisher was received with loud applause. He thanked the association on behalf of the Government for the courtesy extended to him in the invitation to attend the banquet, and regretted that his esteemed chief, Sir Wilfrid Laurier, was not present to respond on behalf of the Government. "The Premier," he said, "requested me to express to you his regrets and at the same time to extend his appreciation of the honor and courtesy paid him by the association in asking him to be present on this occasion. You have drunk to the health of the Government, and I am glad to be able to tell you that the Government is in strong and good health, vigorous health, from the Premier to the newest comer into the ministry, the Hon. the Postmaster-General. I sometimes wonder how we keep our health under the onerous responsibilities, not only of managing the great affairs of this Dominion, but responding to the kindness and courtesy of such associations as yours. I feel almost as one of the traveling guild myself, as amongst the responsibilities of my department is that of advertising the riches of Canada so that it may be known to all the nations of the earth what she can do, and what she can produce. I recently paid a visit to the old land where there are great markets for our agricultural products, and when speaking to a member of the Chamber of Commerce of one of the cities over there about the greatness of Canada, he said, 'Don't you think what you are doing smacks somewhat of advertising?' I said, 'My friend, it not only smacks of advertising, it is advertising.' Yes, gentlemen, I am proud of my country, and want to have her wares known throughout the world, and one of

Mr. R. C. Wilkins,
Treasurer of the Dominion Commercial Travelers' Association.

the most pleasant features of my departmental work is the fact that a recognition has come, even though we are competing against all the other markets of the world."

The Minister spoke of the great good accruing to Canada through the exhibitions of Canadian goods on the continent, and stated that the exhibition lately given at Liege was the first independent exhibit Canada had made on the continent of Europe. People hardly knew what Canada was; now their minds are full of Canada, its products and opportunities.

The Minister proceeded to say that the increase in the revenue of Canada was a sign that the people were prosperous and denoted business success in the country. He expressed the wish that he would have the opportunity of addressing the association again as it was only through the closest intercourse with the people of the country that the Government could find out its needs and be in a position to carry out the wishes and desires of the people.

C. C. Ballantyne,
President of the Canadian Manufacturers' Association.

Minister of Railways.

The Hon. H. R. Emmerson, Minister of Railways and Canals, also replied to this toast. He said he was going to state very squarely that he was not going to speak from a Government standpoint, but from the standpoint of a man, and if they would listen he believed they would conclude that there were two things they had in common, one the expansion of the great Dominion, and the other the Intercolonial Railway. The Minister was very emphatic in his belief that he was going to make the I. C. R. pay. He stated that recently he had made a trip through the western country and he believed there was no other country on the globe like our own. "Winnipeg is the gateway of an empire —Edmonton is the gateway of the Orient." The Minister dwelt on the fact that it was the I.C.R. that opened up the markets of the Maritime Provinces to the rest of Canada; before the advent of this line the Americans had control of that market, but to-day it was entirely different. "There is a great deal being said about the I.C.R.," said he, "but I am going to keep it up to the standard—I am going to make it pay. We are giving a good service and will continue that service, and our rates are low."

After Mr. Munday sang "Le Canada," the toast of "The Parliament of Canada" was proposed by Mr. R. C. Wilkins, treasurer, who coupled the names of Messrs. R. L. Borden, leader of the Opposition, and Mr. F. D. Monk.

"The toast I have the honor to propose, 'The Parliament of Canada,'" said Mr. Wilkins, "is an important one, and one which is always pleasant to the commercial travelers, as we are always delighted to have about our festive board some of the eminent parliamentarians of Canada, and I have the honor this evening of coupling my toast with the names of two distinguished Members of Parliament and old time friends, Mr. R. L. Borden and Mr. F. D. Monk.

"As has often been said, there is great similarity between the Member of Parliament and the commercial traveler. To be successful they both must keep themselves constantly and favorably before their constituents. They both do a great similarity between the Member of of Parliament has the advantage over the commercial traveler, inasmuch as he generally travels on a pass, while we always have to put up the bright coin.

"About this season also the commercial traveler approaches the head of the house looking for an increased indemnity, but I assure you it is not always he meets with such a ready and generous response as the Members of Parliament did but a short time ago.

"There are 16,000 commercial travelers in Canada, and did it ever occur to the Members of Parliament that owing to the peculiar nature of their avocation probably 50 per cent. of the commercial travelers were disfranchised at every election? Would it not be possible to introduce legislation whereby the commercial traveler could in some way register his vote although absent from the constituency in which he has a right to vote? Gentlemen, I commend this to your serious consideration.

"Another point, sir, which I believe the majority of thinking men in Canada are to-day agreed upon, is that the time has arrived when the Parliament of Canada should unfurl the broad banner of Imperial Britain, and utter in no uncertain manner its belief in the British Empire, its willingness to take an important part in the furtherance of the great Imperial idea, in shaping the destinies of this wonderful Empire, in which may be grown and made everything that man requires to eat, drink, wear and admire. That it may be possible for the Canadian commercial travelers to do business all over the greatest department store the world has ever known—the British Empire unlimited.

"The Parliament of Canada should put a quietus on these men in the old land who are trying to make the people believe that we are Imperialists only because we want a preference in their market.

"We are Britons of a broader type. We claim by right of heritage equal citizenship in Canada, South Africa, Australia, or within the sound of Bow bells in London, and we are anxious to see the Empire flourish and grow stronger in every part.

"Sir, if wise statesmen welded together the scattered provinces and territories of this Dominion into one compact confederation, who shall say that Canada has not now statesmen who can grapple with this greater question of a greater Britain? Each sister state self-governing at home, and each with a voice in the Imperial Council of the Empire, this Empire that acknowledges one sovereign and one flag, the flag that flies in perpetual daylight, the sun-kissed banner of Britain."

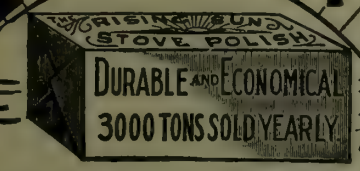
Mr. Borden, who was in a particularly happy vein, never appeared to better advantage or made a better impression on an audience than he did on the travelers. He was roundly cheered again and again. "I am sure," he began, "I cannot but express to you my very sincere thanks for the most cordial manner in which you have received the toast coupled with the name of my colleague, Mr. Monk, and myself. I will not enter into all the subjects which have been dealt with here to-night, but I might be permitted to say this, that I feel so

The Hon. R. L. Borden.
Dominion Conservative Leader.

far as the increased indemnity is concerned the country should feel grateful that the number of Members of Parliament does not equal that of the commercial travelers.

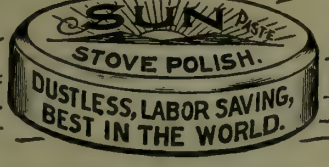
"Through a singular perversity on the part of the public my friend Mr. Monk and I are not replying to the previous toast; that is our misfortune, not our fault. I cannot say that the Parliament is constituted exactly as I would like it under present conditions, but (and I do not want to hurt the feelings of my Government friends to my right) I have strong hopes of a very great transformation at the very first opportunity. I would like, however, to make the suggestion that the Parliament of Canada is now and will be pretty much what the people of Canada make it. There are many critics of Parliament, some who hold that a great deal of time is lost and wasted, but as long as human nature is what it is we will have a little waste of time even in Parliament. I would like to say further that we have

RISING SUN STOVE POLISH IN CAKES



WELL-KNOWN AND RELIABLE

AND SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

EXPERIENCE. With our forty years study and development of the stove polish business it is natural that we should have special facilities for the manufacture of our line of goods not possessed by any other stove polish manufacturers. This is why we can make stove polish better than other manufacturers.

MORSE BROS., PROPS., CANTON, MASS., U.S A.

in Canada a country of enormous extent, tremendous possibilities, a country of enormous areas separated sometimes by more than distance; every creed and every nationality are represented in our Parliament, but I will venture to claim for this Parliament and for those which have preceded it that on the whole, when subjects which might very easily excite the passions of men come up to be discussed in these Parliaments the discussion has been conducted in most part in a manner to do credit not only to the country, but to the people of this country who are represented by that Parliament.

Canada's Prosperity.

"No one welcomes the great development of this country more than we do; we rejoice in it, and trust that the development will at all times continue in future even in a greater measure than at the present moment. I spoke to you a moment ago of the divergence of race and creed; even here to-night have these differences melted away through association one with another. The commercial traveler is a typical citizen of Canada in this regard; he goes through the country making himself known to people of every religion and nationality and if we were all able to obtain this relationship throughout the country there would not be so many differences as those which sometimes arise in Canada. As an English-speaking citizen of this country I am proud to join in the beautiful songs, some of which we have heard to-night, and among them, 'O Canada, mon pays.' And I say that any man in Canada, English-speaking though he may be, who does not feel at the sound of these songs a fervor with which to sing, has not the true spirit of the country, and I hope on this and other occasions to listen to those of my fellow citizens, whose mother tongue is not mine, who will rise and join with us in singing those songs dear to every British heart, 'God Save the King' and 'Rule Britannia.'

"While I do not know that we have at the present time in the Parliament of Canada any gentleman who may be regarded as a representative of your association, I would welcome the day when there will be, that he might give us that width of view and knowledge of the country which he would have. The suggestion of Mr. Wilkins in regard to the voting of commercial travelers at places other than their own constituencies is one which affords very serious thought for reflection. I need not say I thank you and wish you more and more prosperity in the ranks of your association."

That Mr. Monk is popular goes without saying, but he seems to be particularly a favorite of the knights of the grip. His fine physique, grand, sonorous voice and his eloquence all combine to make him a favorite with all audiences and his reception was a most flattering one. Mr. Monk thanked the association for their courtesy in extending him an invitation to be present on this occasion, and referring to Hon. Mr. Fisher's statement that Government was in good health, proceeded: "I may say with regard to myself, and possibly I am also echoing the feelings of my colleague, Mr. Borden, that although in fair average health we are continuously told by our physicians that a change is absolutely necessary. Nearly ten years ago I first attended the commercial travelers' banquet, and have been an attendant ever since, when the opportunity afforded. During that long decade I have learned to what extent we who are in public life are indebted to the commercial travelers, who are the source of the widest and most useful information. I may say that the qualities which distinguish the commercial traveler are no doubt due in part to the life he leads; no doubt the information he possesses of the resources of the country and its wants and needs is due in a large part to the career he has adopted, and is also due to his ability, his true devotion to his country and his real, genuine disinterested patriotism. We should all do our utmost to see this young country prosper, advance and take its place under the British flag among the concert of nations, the true place to which it belongs among the nations of the earth.

"We have a great ambition; we feel, we realize that we are part and parcel of a mighty Empire, and that this not only sheds great glory on Britain, but imposes a great duty on us, and we wish to work between every part and fragment of that Empire. We should also have a mutual preference in every part of the world where floats the British flag.

"We should also strive with all our energy to increase our relations with foreign countries throughout the world. Our friend, the Minister of Agriculture, has done much for us in that way. Before concluding, let me say this, that we in the Province of Quebec realize, and no part of the community more fully realizes, the importance of the great Empire to which we belong than the French-Canadian citizens. Under that flag they have found liberty of every sort—they have found democracy in its truest and best form and they will be loath at any time to forego the great advantages which go with British citizenship. The British Empire is not a dead letter but a great living organization. There may be a divergence of opinion as to what form any future empire may take, but we must realize that the greater dependencies of Britain are sister provinces, and they have, all of them, the desire that British unity should be maintained and for the peace and prosperity of the world that great Empire should develop in the future as it has in the past."

Mr. Monk, being called on to speak in French, addressed the audience in that tongue, practically covering the same ground as in the previous speech.

Mr. J. S. N. Dougall, the retiring president, then proposed the toast of "Trade and Commerce," to which Mr. C. C. Ballantyne, president of the Canadian Manufacturers' Association, and Mr. C. H. Catelli, vice-president Chambre de Commerce, replied.

Mr. Ballantyne in replying laid great stress upon the value of the commercial traveler as a factor in the development of the country's business. In speaking of the opportunities for advancement of men of the road he stated that it is largely from the ranks of travelers that modern up-to-date business houses draw their heads of departments. "There is no one so able to judge the requirements of the country trade and the people generally as the commercial traveler, so able to judge character, and so well posted on the financial affairs and standing of merchants." Mr. Ballantyne spoke also of the great development of the manufacturing interests of the country and attributed a good deal of the success of same to the work of commercial men. "If it had not been for the push, intelligence and energy of the travelers it would not have been possible to form the great association of which I have the honor to be president, the Canadian Manufacturers' Association." He referred also to the great future before the country in the greater development of its manufacturing interests.

Mr. C. H. Catelli replied briefly on behalf of the Chambre de Commerce, regretting the absence through indisposition of the president, Mr. H. A. A. Brault.

After a few topical songs and ballads by the St. Louis Quartette, Mr. W. J.

A Happy and Prosperous New Year

TO ALL

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

"Just the CHEESE"

All the good things that have ever been said about **MacLaren's Imperial Cheese**—and that means everything that has been said—may be summed up in this one little expression—

"Just the Cheese"

MacLaren's Imperial Cheese

is remarkable for other reasons than its purity and delightful individuality of flavor; it contains three times the nutriment of ordinary cheese, which in turn is twice as nutritious as meat—taking weight for weight. This cheese combined with bread contains everything that the human body requires in the way of food to keep it in health and strength.

Words fail to tell you how good it is—the only way to know is to try it.

10c. a jar and upward at all grocers.

MacLaren's Imperial Cheese Co., Ltd.
Detroit, Michigan, and Toronto, Canada

For Sale by All Wholesale Grocer

UPTON'S

Jams, Jellies and Orange Marmalade

have the call

UPTON'S

Cranberry Sauce in 1 lb. glass jars fills a long felt want at this season of the year.

Eagan proposed the toast of "The Press" in his usual good style. Mr. Hatley Taylor, of the Herald, responded.

Mr. Bois, of Quebec, proposed the toast of "The Ladies," to which Mr. Qua replied.

The gathering then sang the national anthem and dispersed.

Among those present were:

At the head table:— Chairman Cains, Hon. Sydney Fisher, David Watson, Hon. H. R. Emmerson, J. S. N. Dougall, James Robinson, W. H. Olive, George Bishop, W. J. Eagan, R. L. Borden, Wm. Murdock, F. D. Monk, R. C. Wilkins, C. C. Ballantyne, Fred Birks, George A. Mann, L. O. Demers, Jos. W. Rousseau, J. R. Day, A. Labelle, V. Laperle, Alf. Lortie, A. H. Casavant, D. Moreau, Arthur Chabot, J. A. Bonneville, S. Greenleese, R. S. M. Bouchette, J. E. Moriarity, J. N. Brossard, Frank Rodden, Eddy Code, W. J. Walker, R. J. Norton, J. S. Thompson, A. R. Tranchemontagne, Chas. Roberts, J. H. Marden, George Rolland, R. J. Walker, John Kingman, R. Bedard, H. Pinet, Charles St. Jean, G. C. M. Coutu, George S. Cleghorn, Emile Bourassa, Fabien Cote, George Gaboury, Gaston Domville, O. A. Thibault, A. A. Gingras, Jno. J. Cusack, Edmond Bois, J. B. Poirier and J. A. Chaummette, Quebec; G. A. Bergeron, Beauceville; J. E. Pelletier, L. P. Pelletier, W. Pouilot, Geo. Bonner, J. A. Nadeau, A. Tranchemontagne, R. P. Donnelly, Albert Laberge, J. O. Authier, E. Durette, B. Lesperance, Jos. Bouvier, M. J. Morris, James Ferres, Arthur H. Bentley, J. A. Beaudry, A. R. Wilson, Reg. W. Graham, E. N. Marceau, Jos. M. Marceau, Em. Joubert, jr., Charles A. Wilson, E. D. Marceau, S. D. Joubert, W. C. Whissell, T. D. Lloyd, H. Jenkins, Jos. C. Lessard, W. B. Naylor, Alfred T. Hodge, A. B. Caswell, Aymer R. Wilson, F. E. Fontaine, H. P. Nightingale, W. H. Seyler, J. H. Taylor, Harry Stubbs, J. Paterson, R. Booth, L. N. Dansereau, J. P. Dumaresq, Alderic Lemieux, A. S. Leblanc, A. E. Jackson, A. R. Angus, W. D. Hamilton, S. J. Martin, O. W. G. Dettmers, R. S. Coulson, A. W. Smith, Norman Holland, W. A. Mattinson, Geo. L. Holland, W. G. Robertson, L. W. Elliott, R. C. Bach, J. F. L. Carron, J. S. Going, J. J. Coolican, W. F. McLaughlin, Fred Caldecott, George Cooke, J. H. Palmer, J. A. Pare, A. Kellnor, L. Wener, A. L. Gittleson, J. H. Gordon, J. E. Auger, H. W. Snetsinger, Sydney Dugan,

Compliments of the Season to You All.

LUCAS, STEELE & BRISTOL, - Hamilton

Our Annual Stock-Taking is Over

Our travellers are resuming their trips after a week's vacation, and have a large range of **Special Inducements** in short lines, that will enable the retailer to secure some Trade Stimulators.

To all we wish

"A Happy and Prosperous New Year"

James Turner & Co., Hamilton

OLIVE OIL SUAUT & CO.

You cannot be too careful in the selection of your ***Oil***

First Consider **PURITY**
Second Decide for **PURITY**
Third Order SUAUT & Co.'s and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.
Write for prices to J. RUSSELL MURRAY, 6 St. Sacrament St., Montreal, exclusive agent for Canada.

E. Fred Dugan, J. Bevans Giles, J. K. Oswald, C. C. Davidson, Geo. A. Gatehouse, Edward A. Davidson, W. H. Galt, H. R. Hamilton, Sam'l Dunn, Wm. N. Stephenson (Oshawa), C. L. Sibley, N. Inglis, F. B. Sanford, A. E. G. Austin, Francis J. Truaisch, E. H. Moles, F. Cooper, M. B. Atkinson, Raoul Mathieu, H. Macfarlane, W. Seers, E. Straker Lawton, D. Lorne McGibbon, Harrison Frost, J. A. Wade, P. R. Hanson, F. A. Shackell, Ed. Hurtubise, jr., H. A. Crawshaw. G. E. Wight, E. E. Guilbault, Ludger Goulet, A. DesCoteaux, W. Lauriault, Hercules Giroux, J. A. Panneton, B. Giroux, J E. Lafond, N. W. Latter, B. E. W Myers, Peter Bercovitch, H. Lightstone, R. Dionne, J. A. N. Pruneau, J. E. Monday, M. F. Farrell, L. C. Bernard, J. A. Benoit, G. A. Harris, L. W. Anderson, W. H. Gimpson, C. E. Hanna, Romeo Brosseau, J. A. C. Labrech (Joliette), J. Vincent Doyle, P. A. Cisbert, Edouard R. Dufresne, Fred Banillon, C. J. Hanratty, E. Daoust, D. M Lefebvre, E. J. Langlois, Fred L. Barlow, R. A. Pageau, Alex. Bruce, A. Langlois, E. R. Ebbitt, C. A. Lockerby, D. W. Gagnon, D. A. Nadeau, J. A. H. Roch, J. Alcide Simard, Albert A. Belanger, Henri Jonas, C. A. Chouilloux, J. E. LaFontaine, Adam Pichett, J. Emile Roy, Ralph Young, James P. Carlyle, T. Owst Baxter, Blair L. Reid, John A. Gariepy, H. G. Pepperell Frost, S. W. Haskett, W. Keaneth.

Samples.

Mr. E. D. Marceau as an after dinner speaker left nothing to be desired. His proposal of the first toast of the evening was a finished piece of well pointed suggestions to the powers.

Mr. W. J. Eagan has a love for the press and his very kind and appreciative words were well chosen and delivered with dignity and emphasis.

The boys at Bois' table were well looked after. No wonder the head of the table had to reply to "The Ladies" — he's popular.

No one has more friends than J. W. Rosseau. He has the physique, the geniality and the "savoir faire" of the genuine traveler. Besides, he's a hustler.

Mr. Monk is popular with the French-Canadian travelers. How they did call for him to "parlez en Francais" — and how he did "parlez" ! It's all the same to Mr. Monk—eloquent in both languages.

The Rolland Paper Co.'s little booklet and card of pens was a happy souvenir, as was the usual supply of cigarettes donated by the American Tobacco Co., Limited.

Among the guests at the leading table were Mr. L. O. Demers, head of Demers, Fletcher & Cie., Montreal, who represented the wholesale grocery interests. Himself an old traveler, he is always happy with "the boys."

The St. Louis Quartette are a well balanced lot of artists—but why under heaven do quartettes, as well as soloists, always select ponderous and wearying songs for festive occasions ? Why, oh why ?

A splendid hit was made by Mr. R. C. Wilkins in asking the Ministers present to consider ways and means by which the 16,000 travelers (50 per cent. of whom were always away at election time) could exercise their franchise. It was observed by one of the members that the subject was worthy of consideration. Will it be thought of again ?

BOARD OF TRADE MEETINGS.

ST. JOHN, N.B.

At the annual meeting of the board of trade, H. B. Schofield was re-elected president, and T. H. Estabrooks was elected vice-president. A number of timely commercial topics were discussed, and reports were submitted.

The report of the council of the board gave a board membership of 194, seven members having been added during the year, and six resigned. The board lamented the death of three prominent members, C. F. Kinnear, John McMillan and W. H. Murray.

The report of E. T. P. Shewen, resident engineer at the extension of the breakwater, was included in the council's report, but was not read. The engineer told of the work done on the breakwater.

The financial statement showed the receipts to be $2,073.72, expenditures $1,949.86, and balance on hand $1,328.37.

The election of president and vice-president then took place, as noted. The members of the council elected were Messrs. D. J. McLaughlin, W. M. Jarvis, J. A. Likely, John Sealy, G. F. Fisher, W. H. Thorne, W. S. Fisher, S. Schofield, J. Hunter White, and W. Frank Hatheway.

President Schofield then delivered his annual report as follows:

The past year has been a very active one in board of trade circles and you all must be gratified to know that some at least of our united efforts have been brought to a practical and successful issue.

In the early part of the year the subsidy committee with the council made determined efforts to improve the services rendered by subsidized steamship lines. I hope the same enterprise will be exhibited this year, for we should strive for the very best services that can be obtained for subsidies offered.

Several delegations have been sent to Ottawa. One acting conjointly with the common council, for the purpose of obtaining aid from the Government for dredging the site of the new wharf and the approach thereto, has been rewarded by finding that the work is now progressing satisfactorily.

Another, sent from this board alone, for the purpose of meeting Messrs. Pickford & Black's contention that St. John should be dropped as a "port of call" for the West India boats, succeeded in obtaining a renewal of the service for one year on the old terms.

The Transportation Commission and the Grand Trunk Pacific Co. have both visited our city during the year and were greeted with well attended meetings and our claims have been clearly and earnestly stated to them. It is to be hoped that the Transportation Commission will succeed in persuading the Federal Government to adopt the policy of "Free Canadian Ports" for the general transportation interests of the country. The hindrance to and congestion of trade, which at present generally obtains for several seasons while arrangements are being made for providing new facilities, is greatly to be deplored and a definite policy of supplying all dredging, wharves, warehouses, etc., as fast as they are required would seem to be only possible if the Federal Government will take control of the facilities at the various ports.

It is pleasing to note that the council has taken steps to determine definitely whether cheap power can be developed at the Falls. The incoming council should be urged to use every effort during the coming vear to extend this idea and bring it to some practical use.

The council has promptly appointed a vigorous committee for the purpose of interesting new industries, in our claim to be one of the cheapest manufacturing centres in the Dominion, by reason of our open port the year round, giving easy access to the markets of the world for importing raw materials and exporting the products and manufactured goods of the country.

The committee on education, appointed at the last annual meeting, have been doing good work during the year, and are looking forward with great hopefulness to the introduction by the school trustees, of manual training and domestic science into our schools at an early date.

On the whole, we can, as a commercial centre, be said to have prospered during the past year. It is true, our great staple industry, lumber, has met with more or less disaster, but we hear rumors of a large business at Sand Point for the coming Winter, and we must not forget that between $250,000 and $300,000 is disbursed by the steamers that come here. This is of great value and is increasing.

Gentlemen, I would say, I believe firmly that, as a community, about all we need is more enthusiasm and that faith which leads to investment in home industries, more support for this board of trade and a greater willingness to work for the community at large, when in a short time we can increase the wealth and importance of this already important, all the year round, Canadian port.

In conclusion I take this opportunity of thanking the members of the council for the warm support they have rendered me as their president, all of which has made the work pleasant and congenial; and I also desire to express my appreciation of the untiring efforts of the secretary to further the interests of the board in every way in his power; and, finally the members of the press should be thanked for the interest they always take in board of trade matters.

There was no change in the board of arbitration.

The question of granting exemption from taxation for a term of ten years for

WISHING YOU
A HAPPY AND PROSPEROUS NEW YEAR

As in the past,—our policy for the coming year will be to endeavor to give you the FINEST GOODS at the LOWEST PRICES—i.e. the BEST VALUES on the market.

JUST FOR INSTANCE

We have just passed into stock a carload of NEW OREGON PRUNES, the finest of anything this season—easily surpassing anything in new California PRUNES. This car consists of the following:

"WEBBFOOT" OREGON PRUNES

20/30s., boxes 25 lbs.
40/50s., boxes 25 and 50 lbs.
50/60s., boxes 25 and 50 lbs.
60/70s., boxes 25 and 50 lbs
30/40s., boxes 25 lbs.
70/80s., boxes 25 and 50 lbs.
80/90s., boxes 25 and 50 lbs.
90/100s., boxes 25 and 50 lbs.

ALSO—Fancy 10-lb boxes in 30/40, 40/50, 50/60, 60/70s.

JUST THE THING FOR FAMILY TRADE

OUR TRAVELLERS will be on the road again next week with special quotations on the above and a host of other things . . . . . It will pay you to— WAIT FOR THEM

THE EBY, BLAIN CO. LIMITED - WHOLESALE GROCERS - TORONTO

new industries, whether of a competitive nature or not, was discussed.

R. B. Emerson said the question of granting exemption to new manufactures was a very important one. He moved that a special meeting be called in order to fully discuss the matter. This was seconded by Mr. Likely and carried.

The Adjourned Meeting.

The manufacturers and business men of St. John who gathered in the board of trade rooms on the 12th inst. to consider the advisability of recommending that exemption from taxes for a period of 10 years be granted to any new industries which can be induced to locate here, were unanimous in deciding to recommend such exemption, and passed a resolution to that effect.

The suggestion of President Schofield that the discussion might properly be extended to include the consideration of any other means by which the industries might be added to was acted upon, and the advantages that St. John offers as a manufacturing centre were dwelt upon by the several speakers. All were of the opinion that a strong effort should be made to present the claims of St. John in an attractive and forcible way before the promoters of new concerns who were looking about for a location.

After calling the meeting to order President Schofield read the resolution which would be submitted to the meeting, and said he would like to see the discussion extended to include the question of interesting new industries.

ST. THOMAS, ONT.

A meeting of the reorganized board of trade was held in the council chamber the other night. There was a good attendance. The meeting was presided over by the chairman, Mr. W. H. Murch. Considerable business was disposed of.

The council of the board reported recommending to the board the formation of committes to be called the committee on manufactures, the railway committee, the committee on publicity and printing, and the committee on finance. The report also defined the duties of the various committees. It was adopted and another committee to be called the pulbic utility and local improvement committee was ordered to be formed, a committee of the council to name the duties. This new committee will be composed of Bruce Davis, W. D. Boyce, Dr. Bennett, Dr. Silcox and W. E. Idsardi.

WE GOT ONE, TOO.

"Referring to article on page 23 of your issue of December 15 which is headed 'Did you get one, too?' may say that some time ago we received a similar letter from an even more enterprising Spaniard than the one you make reference to. The penmanship in the letter we got was first class and letter was written in the very best French, without any bad breaks except that he claimed to have met the president of this company years ago in Switzerland.

"His scheme was a more elaborate one and his story more plausible than the one our Montreal friends heard from who wanted assistance 'for to help to rise the trunk.' You ask 'Now what's the game?' To us that is, as the boys say, 'dead easy.'

"In Europe there is a larger percentage of tired people than in America, whose aim is, apparently, to live without working, and the particular species of game referred to is an old one. The enterprising (?) party who works it sends out large quantities of these letters hoping to catch one 'easy mark' in possibly 500, and not only catching the sucker but landing him (or rather his money) as well. The scheme is such a palpable fake that it is indeed surprising that anyone can be taken in by it. The correct plan to follow is immediately on receipt of the letter to forward it to the police authorities in Madrid or the city where 'the old servant' is supposed to reside, and we believe there have been instances where the schemer has been punished.

"A few months ago after years of work on the part of the authorities in some European city the headquarters of this game was located and it was discovered that the letters emanated from a regularly organized and systematized business where a large office force was required to handle the mail matter. The books which were seized showed the schemers had secured victims in almost every country in the world. This can only be accounted for by the old saying, 'There is one born every minute,' or words to that effect.

"E. W. GILLETT CO., LTD."

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages : 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO., LIMITED
HAMILTON

WESTERN GROCERS

Satisfy your customers

by giving them the

Finest Quality

Canned Meats

Packed in Canada to-day.

Corned and Roast Beef — *1 and 2-lb. Tins*
Canned Chicken — *1-lb. Tins.*

For sale by all Western Jobbers
Packed by
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN, Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON, Calgary, Alta.
Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO :
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

It is a complete surprise to many in the cheese trade to find the market continuing in activity even at the holiday season, when retailers are busy in their shops and do not, as a rule, go out buying new supplies, and importers and wholesalers don't care to send orders, as they are preparing to close their books and take stock on the last day of December. But for some reason or other our market has not only maintained the firm tone, but orders for more goods at steadily advancing prices are received by cable daily.

Shipments of cheese have been quite heavy of late. Large quantities of cheese held here in storage for British account were ordered to be shipped and new orders kept coming forward, so that our stocks will show a considerable decrease and we will undoubtedly be entirely cleared of stocks much earlier than usual. This suits our merchants very well as they will very soon prepare themselves for their annual trip across the ocean, and as present prices show a very good margin of profit for those holding any stocks of cheese, they are ready to accept reasonable bids in order to clear their warehouses and be free to start on their trip whenever they think the time opportune.

But as soon as the British merchants find themselves in control of the entire available supplies and when they are fully aware of the shortage in supplies they will exact high prices for their goods on hand and as the "bull fever" is already apparent among them, there seems to be no doubt of prices going up very high.

This is in one way rather unfortunate as it is apt to spoil another season next year. It will undoubtedly create an early demand for new fodder-made cheese and the new season will start in at dangerously high prices, and declining prices as the production increases mean losses to all who handle the goods between the producer and the consumer. It is as yet too early to speak of the next season, but the trade generally both here and in Great Britain are very much interested financially, and whenever a new season starts at high prices it means heavy losses in business until bottom prices are reached. It is therefore a doubtful benefit to make large profits at the end of the seasan.

There is a certain amount of goods needed for the consumptive demand. A surplus of production means low prices, while a shortage of supplies is followed by high prices. It has paid the farmers of this country to make butter and cheese for several years. It has paid the farmers in the Province of Quebec very well to make butter, and they have more and more gone into the making of butter. If the farmers do not increase the number of their cows, and if they continue their policy of making butter instead of cheese, there may be a shortage in the production of cheese, even if butter should be wanted at good prices.

The United Kingdom certainly furnishes a good market for both cheese and butter, and as the United States have come to a point where they can consume almost their entire production of both articles, the British markets become more and more dependent on the supplies from Canada, especially as we cater to their tastes in quality. Now, why should not the Canadian farmer be progressive and aggressive enough to increase this profitable trade by adding good milking stock to his herd ?

No doubt our farmers have done well, and a good dairying country is prosperous. We have had no surplus of either butter or cheese for several years, and with the constantly decreasing surplus of the United States the demand for the Canadian product is increasing. Our advice to the Canadian farmers is therefore to be progressive and aggressive and cultivate a paying business by increasing the production.

We have a large market for both cheese and butter across the Atlantic. Our goods are well and favorably known to the trade there and there is a good demand at full market prices for all we produce. Now, why not improve on this and increase the revenue of the country ?

There is certainly a good chance for a very largely increased outlet of both cheese and butter. An increased production may mean somewhat lower prices, but as long as prices are on a paying basis to the producer, by all means let us have the lower prices to increase our trade.

THE PROVISION SITUATION.

At the present moment the provision situation is one of uncertainty; should the decision to remove bonded privileges eventuate as appears probable, it will undoubtedly usher in a serious condition for the packers. Already the effect is being reflected on the market by bringing in a much firmer tone to quotations, with every prospect of material advances.

Nearly the whole of the older packing houses have doubled their capacity during recent years, with, of course, the sinking of vast additional capital which must remain as a fixed charge to expenses.

If sufficient hogs are not forthcoming, it simply means the lesser quantity packed will carry the whole of the fixed charges; which must remain, whether one or one thousand hogs are treated. There is a purchase price, however, beyond which it is impossible to go, and still hold the export trade, and this will undoubtedly be the difficult factor to deal with until sufficient hogs can be procured to keep down the percentage of fixed charges. It would look as though the packers must face selling at a loss for some time to come or shut down their factories.

If, however, packers are calculating upon still running at profit it is to be feared they will be forced to arrive at a decision amongst themselves as to the extent of price to which they are prepared to go and maintain their factories from their own standpoint and without consideration for the producer's interest. This, however, would be a regrettable move, as it would have a tendency to still further distance the farmer and packer whose interests are as a matter of fact identical, and would really remove the advantage to the farmer, which is the real object in view.

Results are awaited with a good deal of interest by all concerned.

The cheese market is one of firmness, all stock is now in the hands of the dealers, and is, therefore, likely to be held in view of strong advancing markets. Meanwhile, stocks are maturing in quality and thereby increasing in value. An active export market has been in evidence.

The butter situation is uninteresting; there is plenty on hand to meet all demand, with offerings steadily increasing; quality, however, is not too favorably commented on.

Poultry has had a checkered experience this season; farmers held back their stocks until too late, with the result that the market was flooded and buyers were inclined to hold back in consequence of slow demand. Prices have, therefore, shown considerable decline, closing prices on Saturday previous to Christmas having shown some 3 to 5 cents drop on nearly all lines.

New laid eggs are being eagerly sought for, but can only be had in very small quantities.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

Canadian butter is now completely cleared out, and thus a season with which Canadians have every reason to be satisfied finally closes. It has been one of extreme high prices and of record shipments from Canada, the results of which have been to put much money into the pockets of Canadian farmers and to cut very seriously into the profits of importers here.

Seldom has there been a clearer proof that the theory as to the dependency of the world's markets upon each other is not the impracticable supposition which some would have us believe. It is a real phase of economic law. When the Canadian farmer jingles the dollars in his pockets and ponders upon the success which, as far as he is concerned, has attended the past butter season, he may remember that circumstances and events in Europe have been very kind to him. He may transport himself in spirit and view the commercial confusion which

revolution and war have wrought upon Russia and, indirectly, upon Siberia; he may picture to himself the scant pastures and lean cattle, which, owing to the recent drought, have been the lot of certain parts of the European continent; he may visit the busy German manufacturing towns, whose artisans, no longer content with humble black bread, are calling for something better, and augmenting the demand for butter, in catering to which the Dane has been so busy. All these facts have contributed to the success of Canadian butter on this market, and each in its own degree has put wealth into the pockets of Canadian butter-makers.

Will the same favorable circumstances prevail next year? No one can tell for certain, but everyone can be prepared. This much is certain, even though Canadian butter may possibly not realize the high prices it has been fetching these past few months, it will always find buyers, particularly in Liverpool and Manchester, for any quantities it can produce — providing always that the quality is of such a standard as to merit the approval of buyers here. Quality is its best asset.

Returns show that during the past eleven months of 1905 the total imports of butter into the United Kingdom have been some 3,000 tons less than for the corresponding months of 1904. Yet, such have been the high prices, the total value has been £500,000 (about $2,500,000) more. The greater part of this came out of the pockets of the trade, and it is certainly surprising when one considers that butter is an article of such universal demand, that retailers did not put prices higher than they did.

Cheese. Another good week has passed. The demand has been fair all the time, and prices have gone up another shilling. Choicest lots of colored have made as much as 64 shillings; white, also choicest, has realized 63 shillings. The first arrivals of New Zealand cheese are making 61 to 62 shillings. Quality is very fine, and packing is reported as satisfactory.

Bacon. Trade is very dull indeed, and towards the end of this week it has assumed a distinctly holiday aspect. Canadian bacon has been very quiet. Poultry and game loom much larger in the consumers' eyes than bacon. Two or three dull weeks must be expected, until the Christmas holidays pass away.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The local provision market is unchanged. Trade is quiet. Market steady at unchanged prices. Christmas trade is reported fair. Bacon continues scarce owing to the limited supply of hogs. Canadian bacon is weaker in the United Kingdom, according to latest cables. The action of the Government in rescinding the bonding privileges on American hogs is not looked upon favorably by packers and the market is expected to respond shortly with higher prices on foreign trade. Dressed hogs, fresh abattoir killed, $8.75 to $9.25, and country dressed $7.75 to $8.25 per 100 pounds. Lard unchanged. We quote:

Lard, pure tierces		0 10½
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10½)	0 11½
"	cases, 10-lb. tins, 60 lbs. in case	0 11½
"	" 5-lb. "	0 11½
"	" 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb		0 06½
" " ½-tierces, per lb		0 07½
" " 60-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb		0 07½
" 12 5-lb. tins "		0 07½
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 47½
20-lb. tin pails, each		1 37½
Wood net, tin gross weight—		
Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 60	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Butter.

The local demand for butter is good. Dealers, however, had looked for higher prices than are even now ruling and in some quarters it is felt that stocking up ahead has been a mistake. Generally, the trade is content. Local prices for best creamery are 23 1-2c. to 24c., with good to fine at 22 1-2c. to 23c. Export demand slow, English market having shown a declining tendency. Rolls, 21 1-2c. to 22c. Some Manitoba dairy of good body and fair flavor is selling around 19 1-2c. to 20c. We quote:

Choice creamery	0 23½	0 23¾
Finest creamery	0 22½	0 23
Good to fine creamery	0 21½	0 22½
Western dairy	0 20½	0 21
Manitoba dai y	0 19½	0 20
Fancy Townships		0 23½
Fresh dairy tubs	0 20	0 20½
Fresh rolls		0 21

Cheese.

Cheese market continues firm and holders asking 13c. for finest western September and October makes, though sales at 12 1-2c. to 12 3-4c. are reported. Stocks are light. Some 1,450 boxes of damaged cheese ex SS. Bavarian, were sold by auction last week at the Union Cold Storage warehouses, and prices realized $8.00 to $9.75 per box of 80 pounds to 85 pounds. These prices indicate that the damage was slight. Bidding was good, shippers in many cases buying in their own lots.

Eggs.

Eggs unchanged and business good. Prices realized are satisfactory and stocks to hand show an improvement on previous shipments. Supplies are coming in more freely from western dealers and owing to the improved condition of the stock, better prices are being realized. Local trade is steady. We quote:

Selected	0 24	0 25
Strictly new laid	0 30	0 32
Pickled and limed	0 20	0 21

TORONTO.

Provisions.

Business has been good, and generally considered satisfactory for the holiday season. Poultry, however, has shown a good deal of fluctuation, and markets closed at the last moment of the holiday season as low as 13c. for turkeys, and other lines proportionately low. Arrivals are still coming in, with dealers carrying over already good stocks. In fresh meats, prices are firm, and demand good. Veal is quoted at full figures for good quality, which is rather scarce, offerings being mainly of the poorly developed class. Dressed hogs are firm at quotations and scarce. We quote:

Long clear bacon, per lb		0 10½
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb		0 11
Small hams, per lb		0 13
Medium hams, per lb		0 13
Large hams, per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10½
" pails "		0 11
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 00	7 50
" front quarters	4 50	5 00
" choice carcases	6 00	7 00
" common	3 50	5 00
Mutton	0 06	0 08
Spring lamb	0 09	0 10
Veal	0 09	0 10
Hogs, street lots	8 15	8 25
" dressed, car lots	7 75	8 00

Butter.

There is no new feature to report. Arrivals have been much more satisfactory and many factories are now getting down to straight work. Large rolls have weakened 1-2c. We quote:

	Per lb.
Creamery prints	0 25
" solids, fresh	0 24
Dairy prints	0 22
" in tubs	0 18 0 21
" large rolls	0 21 0 21½

Cheese.

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market.

	Per lb.
Cheese, large	0 13
" twins	0 13½

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any guaranteed are fetching on market 40c. and up. Good pickled eggs are showing 1c. advance. We quote:

New laid eggs, per doz. (nominal)		0 35
Fresh " "	0 24	0 25
Pickled " "		0 22

WINNIPEG.

Creamery Butter.

The steadily increasing demand, coupled with the inadequate stocks following the closing down of the country creameries, has resulted in the expected enhancement of values, prices being up a cent a pound over those of the previous week. Prices to the retail trade are as follows:

Finest fresh creamery, in 56-lb. boxes		0 26
" " in 28-lb. boxes		0 26
" " in 14-lb. boxes		0 26
" " in 1-lb. bricks		0 27

Dairy Butter.

With supplies running smaller than the demand, and of a very uneven quality, the inquiry for the good article keeps up remarkably well at prices firm and indicating an even harder tendency. The first-class quality is in strong demand from local produce houses, but the bulk of the offerings are not up to the mark. Values are uncertain, but best dairy butter, delivered in Winnipeg, is about 20c. per pound.

Lard.

Prices are unchanged at:

Tierce basis, per lb	0 10
Small packages take the following advance:	
0-lb. tin cans, per lb	0 00½

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Belleville Canning Co., Belleville, Ont.
Canadian Canners, Limited, Hamilton.
Essex Canning and Packing Co., Toronto.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Chewing Gum and Machines.
Bode's Gum Co., Montreal.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Corks.
Ewing, S. H. & Sons, Montreal.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Guest, W. J., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Vleena Figs.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.
Symington, W., & Co., Market Harboro' Eng.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's— Rose & Laflamme, Montreal
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Fal s, Ont

Refined Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.

Soap.
Albert Soaps, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Salada Tea Co., Montreal and Toron
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.
Winn & Holland, Montreal.

Wines, Liquors, Etc.
Sleeman, Geo., Galt, Ont,

Woodenware.
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Wrapping Paper, Paper Bags, Etc.
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Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—

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The Canadian Salt Co., Limited
Windsor, Ont.

Begin the New Year Aright

You are to live in the year of grace 1906, just one year ahead of 1905. Your competitors will be just one year ahead of where they were last January.

You, too, will be a year in advance or else you will be a year behind.

Let that advance be reflected in your advertising—

VIGOROUS MATTER
LARGER SPACE

and you will find it reflected later in your travellers' order books.

A space this size every week (52 times) in 1906, will cost you the very moderate sum of $6 73 per issue.

Life is short. Don't spend it in a business "you can't afford" to advertise. Get into something worth while.

But first make sure the fault is in the business. It is possible you may be starving it. **The Canadian Grocer** is the sure remedy for a starving business. It is the best breakfast food on the market. Write for our quotations on case and half-case lots

THE CANADIAN GROCER

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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ST. JOHN, N.B. - - No 3 Market Wharf J. Hunter White

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NEW ADVERTISEMENTS

Bode's Gum Co., Montreal.
A. A. Parks, Owen Sound.

PROSPERITY SURE FOR 1906.

The rush of Christmas is now over, all the contemplated joys and pleasures have passed, as their forerunners, into history, and business men are now entering upon the more anxious but necessary task of counting cost.

There can be no question whatever that the season has been a record one for prosperity; probably never before have storekeepers laid in such heavy stocks in contemplation of good times, and from advices to hand, we learn, have generally been amply repaid and fully satisfied.

There are places, however—we are glad to say very few—where merchants have not been quite as fortunate and these mainly in country places, where lumbering should be in full swing. Our Lady of the Snows has not really shown herself this season, and in consequence work has been retarded sufficiently to somewhat depress trade, and like the ripple of the lake, has touched adjacent places. There is no need for discouragement, however; the whole Dominion is flourishing, prosperity is the general condition, and though perhaps just at the moment things look blue in such places as those referred to, it only means the postponement of success, not its entire loss. We wish our readers a jolly and prosperous New Year.

DISENFRANCHISED COMMERCIAL TRAVELERS.

At the banquet of the Dominion Commercial Travelers' Association held at the Windsor Hotel, Montreal, last Thursday, Mr. R. C. Wilkins, treasurer of the association, in the course of his remarks (reported fully in our account of the banquet in another part of this issue) touched upon a subject of great interest to all commercial travelers. He stated that the commercial travelers' associations of Canada numbered some 16,000 members, fifty per cent. of whom could not, owing to the exigencies of their calling, exercise the right of franchise at any election, federal or local, and in the presence of Hon. Sydney Fisher and Hon. H. R. Emmerson, Minister of Railways, who represented the Government at the banquet, asked for federal legislation on behalf of a body of men thoroughly competent and entitled by their superior knowledge of the country's requirements—the passing of an act by which travelers, no matter in what part of the country they might be, could exercise the privilege of casting their ballot.

Mr. Wilkins' remarks were received with enthusiastic applause and clearly showed that this request was one that met the approval of every traveler present. Several of the speakers who followed Mr. Wilkins echoed the justice of his request, and it is to be hoped that some means may be adopted by the Government by which this privilege is accorded to commercial travelers.

The Grocer heartily endorses the request made by Mr. Wilkins and considers it an act that will meet with the approval of the country at large. Commercial travelers have many privileges but none that are of a character so important as this exercise of the franchise. It is a matter of importance also to employers of traveling salesmen and would mean a saving of a large amount of money to them. As it is now many houses permit their salesmen to run in from considerable distances to exercise their franchise and this is always done at heavy expense both in money and loss of valuable time. By all means, some way should be found to relieve travelers of this handicap.

Mr. Wilkins deserves the thanks of his fellow merchants and travelers for bringing this important question to the attention of the Government.

WHY HE MUST TAKE A BACK PLACE.

Andrew Carnegie and Pierpont Morgan want to discharge Mr. Corey from the steel trust, not because he has deserted the faithful wife who helped him fight his way up from poverty, but because both of these men are shrewd enough to know that no man living can go the pace that kills and attend to business at the same time.

The old day of the great lawyer, who got drunk on the day of the trial, and of the great preacher who thought he couldn't preach unless his brain was fired with alcohol, and of the great financier who worked up a corner in the morning and drank himself insensible in the afternoon, are gone. Gone with the stage-coach and the tallow candle. Gone with the bob-tail car and the herdic. Business is business to-day, as it never was before in the history of the world, and no man can do business and get drunk.

Mr. Corey is not accused of drinking to excess; neither was Mr. Hyde of the life insurance scandal, but no man can give champagne suppers to actresses, and absinthe breakfasts to dancers, and automobile carouses to the riff-raff of a profession, not always celebrated for its noble purity of ideas, and keep his head clear for business.

Doctor Jekyl was all right as long as he could keep Mr. Hyde at home, but Mr. Hyde is a gentleman of roving disposition and when you have once given him the pleasure of your acquaintance, you will find him standing on the corner waiting for you whenever you take your walks abroad.

No man can keep a clear head unless he leads a clean life. Even the saloonkeepers and the prize fighters have found this out.

Forty years ago, a prize fighter was apt to be a dissipated beast, to-day he is sober, hardworking, plain living. He has to be, or some man who is, will get the best of him.

No man can hold even the smallest clerkship, in any large business to-day unless he has a clear brain, a steady hand, and a bright pair of eyes, with which to meet his employer's glance when he comes to his desk in the morning. The old-fashioned newspaperman, who went on a carouse every once in so often, has been crowded out of the profession by the man who was there to do his work, while the other was nursing the headache of the "day afterwards."

No man can be a telegraph operator to-day unless he's a sober man. The

railroad companies do not employ a man who drinks. There is no place in the business world for any man who has not at least good sense enough to keep his blood running through his veins in the swift course of clean health.

Mr. William Ellis Corey is dropping out of the race like an old horse who has seen his best days, and he is dropping out, not because the men who are forcing him to go are trying to teach a moral lesson, but because he is no longer fit for the business with which he has been entrusted.

"Business is business," is not after all such a bad moral axiom, is it?

ANOTHER COAL STRIKE.

IT is asserted that the "Coal Trust" has stored 400,000,000 tons of coal in anticipation of a strike of the unions when the present agreement expires next Spring and that the miners have accumulated a fund of $2,000,000 for the same purpose. As 400,000,000 tons of coal is to $2,000,000, so is the strength of the mine owners compared to that of the miners. This is, however, still further aggravated by the fact that the former are few in numbers while there are many thousands of the latter. It ought not to be difficult to figure out beforehand which side will come out victor should the expected contest occur.

But if the strike occurs next April, as freely predicted, the ill effects of the controversy will not only be felt by the participants but also by manufacturers and merchants and the general public, who have no part in the contest. It is not too early, therefore, to discuss the situation and adopt ways and means of lessening the evils of the strike. The Iron Trade Review makes the novel suggestion that users of coal treat the commodity as insurance and purchase a policy before the strike really takes place. The Review says :

"The danger of a general strike of miners in both the anthracite and bituminous districts is now so great that we believe it will be wise for all manufacturers to purchase and store large supplies of coal, so that business will not be paralyzed by even a long cessation of mining. The expenditure involved in such purchases is really a payment for insurance. Men are usually willing to carry insurance on their lives and property when there is no immediate danger of fire or sickness. Far more reason is there for investing in insurance when it is almost certain that such protection will be needed."

The suggestion is a good one, so far as manufacturers are concerned, and it is one that can be acted upon to the advantage of many merchants. While it entails an initial expense, it must be remembered that the commodity is not a perishable one, and the cost of the investment is really only the interest on the amount invested and the chance of losing on such a plan is very small.

LOCAL RECIPROCITY.

HOW many retail dealers encourage the idea of patronizing home institutions, even to patronizing their own newspapers, to the extent of buying goods outside of their own lines from their home merchants ? An exchange rightfully says :

It is a fact that in some small towns the dry goods, clothing and furniture stores do not carry a very large assortment of goods and, in many cases, carry the same cheap lines that were in demand when the country was new and when the people were able to buy only cheap goods.

A great change has taken place in the last quarter of a century and the people, as a whole, are well-to-do, but the average country store has not kept pace with the increase of wealth of the community. With the exception of those who never go away from home, or the miserly, who live only to work and save money or invest every dollar in more land, the tendency of the people is to buy better goods of all kinds as they are able to do so.

The man who can afford it likes a good house with modern conveniences, whether he lives on a farm, in a country town or in the city. When he has a good house he wants it nicely furnished. The writer has in mind a young druggist in a small town. He was ambitious and kept his stock up-to-date, had a modern establishment worthy of a much larger town ; he advertised heavily and consequently had a good business and made money. He married, built a good home and wanted to furnish it in keeping with the house and his ability to do so. His town boasted of one little furniture store whose assortment of goods consisted of the cheap variety of furniture and carpets ; there was nothing in it he wanted. The druggist, however, was a strong advocate of the idea of patronizing home institutions, so he told the furniture dealer that he wanted to furnish his home with better goods than he had in stock and said : "You give me a letter to your jobber in Winnipeg and I will go there and select the goods and have them shipped to you and allow you a per cent. of profit" (which they agreed on). This was the proper thing to do. The druggist probably got his furniture as cheaply as if he had gone to Winnipeg and bought it at retail. He kept the good will of his home dealer and gave him an opportunity to make a nice profit on the bill.

If the merchant, the furniture dealer, the banker and the liveryman would do the same thing with their dealer when they are similarly placed it would be much better than it usually is. Reciprocity should be practiced among retail dealers ; they should buy from each other, and in the end they would all be as well off and there would certainly be less feeling of jealousy between merchants.

Every merchant in a town should take a pride in his own town and do everything he can to build it up. For that reason he should try to assist his competitor in making a sale, when he cannot make it himself, instead of encouraging the business to go to some other town or to a catalogue house.

RAILWAY MATTERS.

FROM time to time goods are delivered to customers all over the country in a most sloppy manner, on account of the poor handling they receive in transit. Very often a country merchant may be some little distance from the station, and his carter signs for the lot in good order in total ignorance, of course, as to the condition of same. When this occurs goodbye to any claim on the "Railway magnate." I have noticed on invoices sent out by one of our wholesale houses the following caution, and commend same to our merchants all over the country :

"If your freight is damaged or short instruct your carter or receiver without fail to sign for same in bad order, and claim on carrier at once."

If the merchant would follow out these instructions neither he nor the wholesale house would have the quibbling they often have with the railway companies to get their just claims settled.

CHRISTMAS WINDOW DISPLAYS.

THE CANADIAN GROCER, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of :

FIRST PRIZE	$5.00
SECOND PRIZE	3.00

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

An important meeting of the Edmonton branch of the association was held in Gariepy's hall on the night of December 12. There was a good attendance of Edmonton merchants and much enthusiasm was manifested. The following officers were elected: President, Jos. Whitelaw, of the Whitelaw Co., grocers; first vice-president, A. H. Richards, of A. H. Richards & Co., Strathcona; second vice-president, W. T. Henry, of the Blowey-Henry Furniture Co., Edmonton and Strathcona; treasurer, Cecil Sutherland, Edmonton.

It was decided to postpone the election of executive members until the next regular meeting. A special meeting is to be held in two weeks' time to appoint a permanent secretary, a number of applications having been received. The importance of the work in the Edmonton section may readily be appreciated from the fact that a permanent secretary is to be appointed. In the meantime Cecil Sutherland is acting as secretary.

* * *

A good example of the way to collect accounts and break the news to the customers that a store is about to shut down on credit for a time is furnished by the following circular issued in November by A. M. Anderson, of Leduc, Alta.:

Important Announcement.

"Dear Sir:—We hand you herewith a statement of your account to date, and would request you to give same your early attention. Should you wish a more detailed statement, we will be pleased to render same on request.

"Owing to the poor crops and general depression of the past two years, we were compelled to carry over a great many accounts on our books which should otherwise have been collected. With this year's abundant crops and the consequent prosperity of the farming community, we feel justified in asking that all accounts be paid before the end of the present year.

"In order that we may be able to collect all our accounts, it is our intention to close up our books on the first day of December next, and from that time until the first day of April next we will not give credit to anyone, but will sell our goods for cash only. This is no experiment with us, for after being in business for over twenty years we are fully aware of the advantages of the cash system, both to the buyer and the seller. Our inducements to cash buyers will be such as have never yet been offered in Leduc, and during the Winter months we believe our customers as well as many others should be able to take advantage of the great bargains which we shall offer. We would ask you to watch for our December announcement. In order to give our customers every opportunity of paying up back accounts and also to take advantage of our cash down prices, we will take butter and eggs as cash at the highest market prices. We have also erected a large building for the purpose of storing grain, so that we are in a position to take oats and barley at the highest market prices.

"In closing, we beg to thank our many customers for their liberal patronage in the past, and trusting that one and all may appreciate and take advantage of our low cash prices, we remain,

"Yours truly.

"A. M. ANDERSON.

"Leduc, Nov. 1, 1905."

CHECK SYSTEMS AND THE TRADING STAMP ACT.

Much has been said and printed relating to the recently enacted amendment of the Criminal Code of 1892, defining and limiting the use of trading stamps. This, however, must not be construed as prohibiting merchants from using such systems as the discount check system connected with check printing cash registers.

The check issued by cash registers is generally used at the present time by the retail trade. It has recognized value as an advertising medium and it undoubtedly furnishes an element of protection that can be secured in no other way.

It is possible for the merchant to place in the hands of every customer a receipt on which is printed indelibly the amount of the sale. This gives him absolute protection.

When the discount feature is added to the check it furnishes the best means of reducing charge business and increasing cash business. This is so because the discount is an incentive to the customer to purchase for cash. Cash business is more desirable because it is more profitable.

In order that merchants may have no misunderstanding of cash register checks we feel that a word of explanation is proper at this time.

While the law in question is quite broad as applicable to trading stamps, and, as we are informed, effectually stops their use, it does not prevent merchants from giving discount checks to their customers as premiums for cash purchases, or otherwise, if the reasonable conditions imposed by the law are observed. These conditions are as follows:

The checks issued must show upon their face the "place of delivery" "merchantable value," and that they are redeemable at any time by the merchant who sells the goods or by the manufacturer or other persons from whom the goods were purchased by the merchant. Furthermore, the checks must be redeemable at the merchant's store where the customer purchased the goods and received the checks

A check with the following or similar wording is permissible: "This check is valuable to cash buyers. Claim our 5 per cent. discount on above amount in cash or to apply on future purchases at any time at our store, Main and First streets."

The following form would also be permissible: "This check is redeemable in cash or goods at any time at our store for 3 per cent. of above amount. If checks amount to $10 face value, presented at any time, we will redeem at 5 per cent. of face value."

From the foregoing it will be observed that the new law was not intended to prohibit merchants from giving discount to cash buyers or others, but simply requires the merchant to make all rebate checks redeemable by him, at his store, and at a value made known to the customer at the time the check was received by him.

Merchants using discount checks should carefully examine them and see that the form complies with the requirements of the law as herein explained, and if they do not so comply, change the plan accordingly.

TEA NOT INJURIOUS.

Editor The Canadian Grocer:— On page 65 of your last issue, in your allusion to tobacco, you state:

"There are even people who consider the use of tea injurious, as is being demonstrated now by the opinion of experts in the columns of the New York Herald."

You are quite mistaken in this; it was Salada tea in New York that raised the whole discussion re tea in the columns of the New York Herald, when for seventeen days they gave nearly a page every day to the opinions of experts cabled from all over the world, including London, Paris, Vienna, Berlin, etc., and in the Herald's editorial summing up the consensus of opinion was that tea is a distinctly healthful drink. In an editorial in the Boston Globe of December 16 (we enclose the cutting) on tea drinking, they went still further. We might mention that this discussion in the Herald has aroused great interest throughout the United States on the question of tea, hundreds of papers writing on the subject, and the great mass of them state that without doubt tea is a healthful drink.

P. C. LARKIN.

SOAP MAKING PROFITABLE.

Soap making in Mexico may not exactly rank with banking as an occupation but it is nevertheless a decidedly profitable business, as shown by the experience of the Soap Manufacturing Co., of Agunilla, in the State of Durango. On a capital of $2,500,000, this company paid a dividend of 35 per cent., or $875,000, in 1904, and will pay 40 per cent. in 1905. Already it has paid on account of the present year's business a dividend of 10 per cent. and one of 15 per cent. The remaining 15 per cent. will be paid in December. Happy should be the little coterie of stockholders so fortunate as to own this highly profitable enterprise.

Looking back upon the year just closing ("Salada's" fourteenth) we are happy to be able to note that it has been one of unprecedented success for "Salada" Ceylon Tea, reaching a magnitude in sales unhoped for even in our most sanguine early anticipations.

We may say (without vanity) that we attribute this success solely to the sterling qualities of our product, assisted by our constant and untiring endeavors to serve both the trade and the public "well," not just passably so, but "well," that all would be alike benefited.

Can we hope that an even more vigorous continuance of these endeavors for 1906 will bring compensating results in our mutual interests ?

Wishing all a Happy and Prosperous New Year,

Sincerely yours, THE "SALADA" TEA CO.

Dec. 29th, 1905.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

It's very easy to say almost anything is "**best**" if you forget to tell **why** and **prove it**.

We went after the **consumer** with logical advertising, and every trial proved that when we said LILY WHITE GLOSS STARCH was the best starch made we told facts.

LILY WHITE GLOSS STARCH

is in demand and dealers who observe our aggressive advertising don't hesitate but put it in stock at once.

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Abbreviated Market Notes for Current Week.

MONTREAL.

Tapioca advanced 1-2c. to 1c. per lb.

Rolled oats declined 25c. per barrel or 12 1-2c. per bag.

Feed (Manitoba shorts) advanced 50c. per ton.

Honey Buckwheat, advanced 1c. per lb.; white clover, advanced 1c. per lb.

TORONTO.

Tapioca, advanced 1-2c. to 1c.

Beans, firming to advance.

Quebec Markets.

GROCERIES.

Montreal, Dec. 28, 1905.

Business, generally, on the quiet side and our report of last week could safely stand: The holiday trade generally, with the exception of the luxuries in fruit and special lines of fancy groceries, is quiet. Jobbers are all prepuring for stock-taking and travelers in preparing for the New Year's campaign. Generally speaking, the trade is satisfied with the volume of business turned over. Travelers' reports speak well of prospects of country trade for the coming vear.

Canned Goods— Business in canned goods is dull. Buying is only of a holiday trade character, sorting up short lines of fruits and fancy vegetables and fish. The stock-taking period now approaching is checking business in this line very materially.

Group No 1 comprises "Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a 1 private brands
Group No. 2 comprises "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands
Group No. 3 comprises "Globe," "Jubilee," "White Rose," and "Deer brands

	Group No. 1.	Group No. 2.
Cherries		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapple		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
Raspberries		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Asparagus		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans		
2's, wax	80 82½	80 80
2's, refugee	0 85	0 82½
Corn		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins		
3-lb. tins		0 72½
Rhubarb		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 62	5 60
Squash		
3-lb.		1 00
Tomatoes		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½

FISH

Lobster, talls	3 50
" 1 lb. flats	3 85
" ½-lb flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf	
1-lb Talls, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb Flat, 5 cases and over, "	1 67½
1 lb. " less than 5 cases, "	1 70
Arrow brand, 7½ cents less	
½-lb " 5 cases and over, "	1 00
½ lb. " less than 5 cases, "	1 02½
Low Inlet	
½ lb Flat, 5 cases and over, "	95
½-lb " less than 5 cases, "	97½

Sugar Sugar is quiet; business in yellows reported last week as unusually good, continues. Prices remain steady. The European market has been holding steady. Jobbers report business quiet; country orders are light. The stock-taking season is in a measure responsible for dropping off of purchases. There is no change to note in prices. We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 80
" " half barrels	4 90
" " boxes, 100 lbs	4 80
" " boxes, 50 lbs	4 90
Extra ground, bbls.	4 65
" " 50-lb. boxes	4 85
" " 25-lb. boxes	4 95
Powdered, bbls	4 45
" 50 lb. boxes	4 65
Phoenix	4 25
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 80

Syrups and Molasses The position of molasses is strong. Refiners have been quietly buying, and a sale of 500 puncheons was made last week at 32c. Stocks are light, as reported by The Grocer for some time past, and the general opinion of dealers indicates higher prices. Corn syrup is in good demand, and with molasses tending up, would appear good buying. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½ bbls.	0 02½
" ¼-bbls.	0 03
" 38½ lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5 lb. " 1 doz. "	2 35
" 10 lb. " ½ doz. "	2 25
" 20 lb. " ¼ doz. "	2 10

Coffee— The position of the coffee market is decidedly strong. As indicated by The Grocer editorially last week, prices are firming up all around. The latest feature is the passing of a bill by the Brazilian Congress by a vote of 105 to 12 increasing the export duty on coffee 3 francs per bag and the placing of a special export duty on low grades. This bears out our views as expressed last week, and a word to the wise coffee dealer should be sufficient. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

Tea Trading in teas is reported quiet. No interest is shown by dealers and the usually mid-holiday dullness prevails. Some small lots of China greens have changed hands, and this was no doubt due to scarcity of these teas. The trouble complained of by a prominent broker was the inability of securing Ceylon greens. Growers have curtailed their planting and only a few estates are producing. Japans are showing up better business and good business is looked for after the turn of the year. Jobbers are buying only requirements of short lines, as all of them are in the midst of the annual stock-taking. We quote:

Japans	Fine	0 28 0 30
	Medium	0 20 0 23
	Good common	0 18
	Common	0 13 0 15
Ceylon	Broken Pekoe	0 25 0 38
	Pekoes	0 17 0 20
	Pekoe Souchongs	0 15 0 20
Indian	Pekoe Souchongs	0 15 0 18
Ceylon greens	Young Hysons	0 16 0 18
	Hysons	0 14½ 0 15
	Gunpowders	0 13½ 0 14
China greens	Pingsuey gunpowders	0 11 0 13
Congous	Kaisows	0 12
	Pakling boxes	0 12 0 14

Foreign Dried Fruits Information re dried fruits, scarce. Valencias are quiet and no change since last reported. California prunes are held firm and reports would indicate a not unlikely enhancement of prices. Dates are expected

daily, first tide shipment. Prices are easy and demand seasonable. Currants unchanged, with firm undertone reported from Patras. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ⅛		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—		Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—No change in rice. The position of the market, however, is reported strong, and the shortage in the Japan crop is looked upon as a factor for firmer and higher markets. Tapioca is high and will undoubtedly be higher. Inquiries develop the fact that the local trade is short and looking around for supplies. One prominent jobber approached was asking 5 1-2c. in small lots, and not anxious to sell. Reports from Singapore say producers have not put forth best efforts to make shipments on account of the unprofitable condition of the business during the past few years, and the cultivation is being neglected in consequence. We quote:

B rice, in 10 bag lots		2 95
B rice, less than 10 bags		3 05
C rice, in 10 bag lots		2 85
C rice, in less than 10 bag lots		2 95
Tapioca, medium pearl	0 05½	0 06

Spices—The market is unchanged. Local trade very quiet, due to the holiday season. Peppers are firm. Stocks in New York are reported sufficient and market firm. Cloves are quiet and little doing. Gingers unchanged, also cassias. Nutmegs low and grinders have taken advantage of the unusually low prices to lay in stocks, as it would appear that the bottom had been reached. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Beans—Supplies of beans are more plentiful on the local market and requirements are readily filled. Firmness, however, is the characteristic of the market and the decline noted last week shows no further sign of being followed. Quotations are unchanged; $1.65 per bushel on track and $1.70 in jobbing way. We quote:

Choice prime beans	1 70	1 75
Lower grades	1 60	1 65

Evaporated Apples—The market continues to rule strong. Stocks are light and western evaporators are firm in their demands. The fact that the United States market is high and shipments made with profit to leading centres, confirms holders in maintaining high prices. A leading dealer here referring to the present strong position of the market, anticipated still higher prices and recalled good business and steady demand some years ago at prices of 10c. to 10 1-2c. "Evaporated apples cannot be replaced by prunes or any other fruit," said he "and if figures go to 10c. to 10 1-2c. this season, trade will still be satisfactory and buyers found."

Maple Products—Business shows a little improvement this week. Inquiries for maple sugar have been more plentiful. One of the largest dealers in maple products informed The Grocer that his firm's business during the season just closing has been remarkable, nearly four times that of the previous ante-holiday season. The manufacture of maple creams and blocks for confectioners' purposes is on the increase. He expects to have to enlarge plant to double its present capacity next season. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08½	0 09

Honey—Dealers report good business. The demand has been much better. The difficulty reported by heavy operators is scarcity of buckwheat honey, and although the country has been scoured for it, the quantity obtained is very small. Prices, in consequence, have advanced fully 1c. per pound this week. White clover honey also is higher and in good demand. Comb honey selling at 13c. to 13 1-2c. and selling well. We quote:

White clover, extracted tins	0 08	0 09
" kegs	0 07½	0 08
" comb, new	0 13	0 13½
Buckwheat	0 07	0 07½

Fish—The demand for fish of all kinds continues satisfactory, particularly in fresh frozen. Green cod is none too plentiful and receipts are coming in small sized lots; prices are firmer. Haddock is in good demand with prices unchanged. Fresh cured haddies coming in freely and enjoying good sale. Oysters are selling well and the trade is reported as never better. We quote:

Fresh fish—		
Fresh haddock, per lb	0 04	0 04½
" market cod, per lb	0 04	0 04½
" steak cod, per lb	0 05	0 05½
Frozen fish—		
B.C. salmon, per lb		0 09
Halibut per lb	0 08½	0 09
Gaspe salmon, per lb		0 15
Dore, per lb	0 06½	0 07
Whitefish, per lb		0 09
Dressed pike, per lb	0 05½	0 06
Sea trout, per lb	0 08	0 08½
Striped bass, per lb		0 15
Large herring, per 100 fish	1 90	2 00
Smelts, No. 1, per lb		0 10
Mackerel		0 12
Herring (large) per 100 fish	1 90	2 00
Tomcods		2 25
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 06½
Kippered herring, per box		0 90
Bloaters, 100 in box, per box		1 25
New herring, in small boxes, per box		0 11
Oysters and Lobsters—		
Hand-picked Malpeque oysters, per bbl		11 00
Standards, per imp. gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless fish, 1 and 2-lb. bricks, per lb		0 05½
" cod, " " "		0 06
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 00
Dry codfish, 100-lb. bundles, per bundle		6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " " per half bbl		3 00
" " " per pail		0 80
" " salmon, tierce		18 00
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" Labrador sea trout, bbls		9 50
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per bbl., 200's		8 00
" medium, " " "		7 50
" small, " " "		6 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec, 28, 12.30 p.m.

BUTTER—Dull market. Receipts light. Dairies scarce and firm. Tubs, 21c., and fresh rolls, 21½ to 22c. Good to fine creamery, 22½ to 23c. Finest, 23½ to 24c.

CHEESE—Very firm. Holders hanging out for higher prices. Ontarios, 13¼ to 13½ for finest. Townships, 12¾ to 13c.

EGGS—Steady demand. Firm. Pickled, 21 to 22c. Cold storage, 22 to 23c. Select, 26 to 30c. Fresh new laid, 30 to 32c.

PROVISIONS—Market easy. Live hogs continue scarce. No change in prices. Bacon scarce.

Ontario Markets.

GROCERIES.

Toronto, Dec. 29, 1905.

Business has steadied down considerably during week under review. The great rush, of more than ordinary character, of the past few weeks, has made the present quietude more apparent, and some are disposed to think it is too quiet, even taking all things into account.

There has been absolutely no feature of interest since our last issue. There are signs of shortage in a few lines as regards spot stocks, but there is no indication of any important demand to make this a feature.

On the street, brokers are practically having a holiday experience, no life being manifest in trade.

Canned Goods—Demand has continued steady in all lines. Canned boneless poultry was added to list in last report, and has been attracting fair amount of attention. The canned goods trade is considered to be in very healthy condition. Grocers have been buying in more moderate lots than formerly, which has had the effect of keeping goods more actively moving and has certainly helped trade. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		50

Here's to—

"A Happy and Prosperous New Year"

If you need **COFFEES** or **SPICES** during the Holidays, **RUSH ORDERS** will receive **PROMPT SHIPMENT.**

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL

Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal.		4 50
" jugs	7 70	12 00
FISH.		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40
MEATS, ETC.		
Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50

	Aylmer	Simcoe Kent	Delhi Lator
Chicken, 1's, boneless	3 70	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

VEGETABLES.		
Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	[illegible]	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

Sugar—Local trade has been uninteresting; little business has been done, and no feature of importance to note. Prices are unchanged with tendency to firmness.

Foreign reports denote raw sugars as remaining quite strong, but with quotations unchanged, whilst refined sugars were quietly steady, and prices unchanged. Sales were slow on N. Y. market, as most buyers were inclined to hold off pending stock-taking. We quote:

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 28
Bright yellow	4 23
No. 3 yellow	4 18
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses — Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. We quote:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	3 35
" 10-lb. " (in ½ ") "	....	3 25
" 20-lb. " (in ¼ ") "	....	3 10

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—Domestic trade has been dull and uninteresting; no business of any note has been in evidence since our last issue. Willett & Gray in their weekly report have the following interesting remarks:

The difficulty of making estimates at this time of the year has been thoroughly proven during the past ten years and shows the folly of giving much heed to figures that can be many millions out of the way. Nevertheless, some people with bearish views are sending out figures of thirteen millions for the next crop, while there are others who speak of ten and eleven millions. The fact is, conditions of plantations in Brazil are such that estimates are of no value until the crop is harvested and hulled and after that the crop movement tells the story. It is only right to repeat the warning to disregard estimates that are merely guesses.

The harvesting of the mild crops has been going on for some time, the bulk of the picking done, and some value can be attached to the reports coming in as to the results: Costa Rica, about half a crop; Mexico, 20 to 30 per cent. short; Salvador, 25 per cent., short; Guatemala, 30 per cent. short; Venezuela, heavy rains, considerable damage; Colombia, crop much reduced; Hayti, not more than last year, which was a small crop.

Tea—Domestic trade has been dull and uninteresting during week under review. Some heavy trade was done previous to the holiday, which doubtless means that many buyers are well placed for some time. The London markets are reporting continued strength at recent auctions. The auction passed with considerable animation for all kinds, medium being in special demand and selling at slightly better rates, while common teas were firmer than they have been for some time past. In Ceylons there was a distinctly firmer tone in the market, the tendency being towards rather improved prices for medium and good liquoring kinds, quotations for the lower grades being also rather in favor of sellers. Java was a firm market, especially for good teas, poorest kinds being the least in demand.

Sales will probably not be resumed until the first week in January.

Foreign Dried Fruits— There is no new feature to report in these lines. The primal markets denote continued firmness and prices have advanced at these points, but no movement is reported on domestic markets, probably on account of present stocks being held on basis of earlier buying. Valencias are showing an advance at primal points, which is expected to reflect itself on local quotations. We quote:

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				0 10	0 14
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples					0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Rice and Tapioca — Trade continues good in these lines, with prices firm. Tapioca has made a distinct advance of 1-2c. to 1c. We quote:

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	....	0 05
" double goat	....	0 06

Spices— Trade is fair, with no new feature of interest. We quote:

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Honey—Trade continues active, values good, and prices firm at previous quotations. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08
" " " in 5 lb & 10 lb. cans, 1c.	....	0 08½
" sections, No 1, per doz	....	2 00
" " No 2, "	....	1 50
" Buckwheat, per lb	0 04½	0 05
" sections per doz	1 00	1 25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality, the grading being to a large extent ones, with fair showing of twos. There has been little difficulty in placing goods. We are removing "ungraded" from our list, as there are practically none offering. We quote:

Beans, handpicked, per bush	....	1 85
" prime, No. 1	....	1 75
" Lima, per lb	0 07	0 07½

Fish—The market reports exceptionally good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good.

In dried fish the situation remains unchanged. Prices ruling firm at previous quotations. We quote:

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 07
Frozen trout "	....	0 09
Fresh cod steak, per lb	....	0 08
" lobsters, boiled, per lb	....	0 25
Frozen B.C. salmon, per lb	....	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	....	0 09
Herring, "	0 06	0 07
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	....	0 07
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring salt, No. 1, half bbl	....	3 25
Frozen sea herring, per lb	....	0 04½

Dried and Cured Fish—We quote:

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07½
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06½

Hides—The general tendency of the market is one of weakness. Country hides have fallen 1-2c. to 1c. There are still indications of increased arrivals, whilst demand is only maintained at steadying point, so that the strengthening feature is absent. Chicago is continuing firm at previous low basis, but shows little indication of advance. We quote:

Hides, inspected, steers, No. 1	....	0 11½
" " " No. 2	....	0 10½
" " cows, No. 1	....	0 11
" " No 2	....	0 10
Country hides, flat, per lb	0 09	0 09
Calf skins, No. 1, selected	....	0 13
" " No. 2	....	0 11
Sheep skins	1 20	1 25
Deer skins, green	....	0 13
" dry	....	0 22
Moose hides, green	....	0 08
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

N. S. Markets.

Halifax, N.S., Dec. 27, 1905.

The Christmas trade here was a little disappointing, and not quite up to expectations. Orders from outside points came in with a rush, and then fell off sooner than expected. On the whole, however, it was fairly good, and the jobbers are not complaining very much. Collections continue good, and in this respect the business men are satisfied.

Prices show little change here. No advance is looked for, except, perhaps, in sugar.

The sales of dried fruit here this season have been good. Prices have been moderate, and consequently the consumption has been greater.

Stocks of molasses on hand here are large, but prices are unchanged.

Apples continue in good demand. Representatives of English brokers are still going through the Annapolis Valley buying up all the fruit offering. Exports from Halifax are very heavy, the outward steamers for Liverpool taking thousands of barrels each trip.

Prince Edward Island produce is now very quiet and prices show little change. Potatoes are quoted at 30 to 32 cents per bushel, and turnips at 20 to 25 cents per bushel. New Brunswick potatoes are selling here at $1.50 per three-bushel bag. Pork is scarce and the price high. Good hogs are quoted 9 and 9½ cents per pound.

Butter, Eggs and Cheese.

The market for all these products is very firm and there is no prospect of the present high prices receding any. In fact the outlook gives promise of even

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At request of The Grocer, and after some urgent solicitation, MR. A. BODENWEISER (perhaps known to many as "Bode," of Bode's Gum Co., Montreal), has given us his photo for presentation to his friends and patrons throughout Canada.

As an advertising medium, we extend to him our many good wishes, and he in turn

Wishes all his Friends and Customers a Most Prosperous and Happy New Year

higher prices, as the receipts will naturally show a falling off instead of an increase at this season of the year. The demand during the holiday season for butter and eggs was quite heavy, even at the high prices. People were forced to buy. Creamery prints are quoted at 26 to 27, with a stronger tendency; creamery solids at 25 to 26, and dairy tubs at 24 to 25 cents. Fresh laid eggs are quoted at 40 to 50 cents per dozen at retail, and they are scarce at that. Case eggs, limed or salted, are quoted at 24 cents. The quality of these generally is poor. Cheese continues firm at former quotations. The demand for cheese at the present is very light.

B. C. News.

Vancouver, B.C., Dec. 21, 1905.

How the salmon pack of British Columbia is moving out is well illustrated by the shipment of 80,000 cases of canned salmon by the China Mutual steamer Ping Suey, which arrived in port this week from Liverpool via the Orient. She brought about 1,500 tons of cargo for Victoria and Vancouver, and outward bound will take the salmon, part of which was taken into cargo at each port. This will be almost the last large shipment of the 1905 pack, the bulk having gone forward. The Ping Suey will take this salmon direct to the Old Country.

* * *

A great deal of interest is manifested in the produce trade over the announcement of the formation of the Dominion Produce Co., at St. Thomas, Ont. The fact that a branch is to be located at Vancouver and also that Mr. J. Y. Griffin of the Winnipeg produce firm of J. Y. Griffin & Co., is the promoter, adds to the interest. Other dealers are naturally preparing to keep close tab on a concern which will have such wide-spread ramifications with branches all through the Dominion, where not only can all sorts of produce be sold, but those articles required for another part of the country can be accumulated. This possibility is no doubt the feature leading to the formation of the company. For instance, a house with branches in the east is in excellent position at the Christmas season to collect and ship large quantities of dressed poultry here to meet the heavy demand. The same is at the present moment true of the butter market, though prices here hardly warrant importations from the east at the present moment.

* * *

Raw sugar from Demerara is due to arrive by the steamer Argyle, the B. C. sugar refinery having purchased 5,000 tons in the West Indian colony. This is the first consignment to be received from that part of the world, and it has to be brought round the Horn, though the completion of the Panama Canal will offer a much shorter route. The fact that Demerara is a British possession gives a preferential of 33 1-3 per cent. to the product. Hitherto the B. C. sugar refinery has been buying its supplies in the Phillipines, Java, Fiji, and other Pacific Islands. The export from Fiji, like that from Demerara, benefits by the 33 1-3 preferential tariff. The possibility of a rival, with equal privileges so far as the customs tariff is concerned, may prevent much greater expansion in the trade with Fiji.

* * *

The feature of interest, aside from Christmas selling, in the grocery and provision trade, has been the rivalry in selling the Christmas turkeys which will be eaten at Vancouver Christmas tables. As usual, the supply has been large, brought from Eastern Canada, almost altogether. One firm brought in no less than eight cars, and other consignments have also been received. This week the price started up near 25 cents per pound retail. One after another began cutting, until now the quotation is 19c. per pound retail, with prospects of even lower prices. It is hard to say if there will be any money made at the price, though the consumers are not complaining so far.

* * *

In fruits a very strong movement in choicer lines of apples is noted this week. California oranges, too, are moving out better, and the supplies are larger. The Jap oranges have been subjected to rigorous inspection by the provincial inspector of fruit pests, with the result that for a time the Jap oranges in stock were quarantined. San Jose scale was alleged to be the reason for the action. The next supply and likely to be the last lot but one to be received this season, is expected by the Empress of China to arrive here Christmas Day.

* * *

In the produce market there is a marked lessening of stocks of creamery butter. Eastern prices continuing high will compel local rates to go up as soon as stocks are brought in at the higher basis. Local fresh creamery butter is quoted at 30 cents. The supply is much less and from now on for three months will not increase.

Last week the price of fresh laid eggs dropped somewhat, but the extra demand of the Christmas trade has sent them back up to 50c. per dozen, and scarce at the price, though quite a number are being received in a small way by retail dealers from local sources.

A GENEROUS ACTION.

A generous action on the part of E. W. Gillett Co., and one that might be followed by other concerns to good advantage, is the fact of their having presented an assortment of their well-known preparations as a Christmas present to about 40 charitable institutions in Toronto.

Figured at cost this means an expense of several hundred dollars. As such goods as baking powder, soda, cream tartar, etc., are used largely in these places, such a donation is fully as acceptable as cash, and the officials of these institutions are all well pleased with the fine Christmas present referred to. From two to five cases of goods were given to each institution according to its size.

Mr. A. H. Brittain, Montreal, is on a trip to Halifax and La Have, N.S., this week.

Sawyer's CRYSTAL
50 Years the People's Choice.
See that Top Blue.

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.
Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.
M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TEAS, GROCERIES, PROVISIONS WINES and LIQUORS

The Largest Stock. The Greatest Variety.

OUR POLICY.

Low Prices. Quick Turn Over.
Big Business.

A few trial orders will convince you of

OUR RELIABILITY

Best Equipment. Competent Staff.
Perfect Organization.

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada.

N. B. Markets.

St. John, N.B., Dec. 26, 1905.

Again we come to the last report of another year. Christmas trade was good. The retailers report fine business, no doubt somewhat the result of particularly fine weather for Christmas shopping. So far the Winter has been very mild with just enough snow before the holidays for sleighing. The trade in St. John has little to complain of in the business of the past year. While there was not as much money made as in the previous year, owing to less favorable markets, there were no failures among the wholesale grocers and the general feeling is one of satisfaction. We have one disadvantage; we get but little benefit from the immense business springing up in the west. I say little benefit because we do get some, but the increase in population is too far away for a general benefit. We therefore do not enter fully into that prosperity which comes to the western cities, and even east to Montreal. We do, however, more than hold our own.

Business is very quiet. Markets show little change.

Oil.

There is fairly active business. In burning oil, there is large consumption. Prices low. In lubricating and paint oils it is largely future business which has attention. Linseeds are firm at the rather higher figures. Turpentine continues very high. In cod oil market is rather easier.

Salt.

In Liverpool coarse salt it was the custom to import largely in the Winter season as freights were then low. Now as freights are much higher and sales very light in the Winter very small quantities are brought out.

Canned Goods.

The interest for the last few weeks has been in canned beef. An American packer came into this market with a very low price; the direct result is that Canadian packers met the cut and sold very largely, so that the Spring orders in this line have been booked much earlier than usual. There is a report that the American packer miscalculated somewhere and that the orders taken will not be filled at the low price quoted. In vegetables and fruits, sales light, values unchanged. Oysters while unchanged are likely to be higher. In domestic fish, sardines in fair supply, other lines rather a light stock.

Fresh Fruit.

Business is very quiet. The weather before Christmas was particularly favorable for shipping and a large trade was done. Buying reported not as heavy as usual, the retailers saying as a rule they stocked up too heavily, losing on the goods carried over. In oranges, Jamaicas had a large sale, being fine stock. Valencias quite freely bought. Their full color is popular. Floridas and Californias also offered, the latter quite high. Lemons brought full prices. Grapes were splendid stock and reasonable. No cranberries.

Dried Fruit.

Every year sees dissatisfaction with the way the California raisin business is handled on the coast. This season extreme prices were named and much concession caused by the promise of a cent rebate being held out, only to be withdrawn. Never were so few California raisins bought. Now the association find themselves with large stocks and season of best demand over. Quite a decline in prices expected. Foreign raisins were cheap and New York seeded were offered low and freely sold. Peels are a light stock and higher. Prunes firmly held. Dates a light stock, those bought via London very late arriving. Apricots and peaches held firm. Evaporated apples higher and very firm.

Sugar.

Values are unchanged. Prices continue low but it is thought market is rather firmer. Sales have been good.

Molasses.

The fancy Barbadoes imported this season has proved quite popular. It is thought there will be an increased demand in the coming season. Stock of Barbadoes here is light. Porto Rico a full stock. Price is quite low.

Fish.

There is a good supply of fresh fish. British Columbia salmon freely offered. Red perch from West Virginia are also seen. Dry fish locally is firm. Pickled herring in very light supply and rather higher. Smoked herring bring full figures. Finnan haddies are firm. There is one bad feature—the West India market is just now a very poor one. Hake which are largely shipped have little sale locally.

Flour, Feed and Meal.

Flour is unchanged. There is just a fair business. Oatmeal is lower. Cornmeal is steady. Beans are rather more quiet. This somewhat affects the present market. Stock Yellow Eyes large and price low.

Provisions.

In barrel pork a firm market at full figures. Beef is rather easier. Sales are light. Pure lard is still high; American chiefly seen. Refined lard is low and selling quite freely. Smoked meats firm. In fresh meats there was a fine Christmas market. Beef is still quite low. There was little good veal, but lamb and mutton were abundant, and low. Pork high. In poultry high prices ruled; there was lots of turkeys, but prices held firm. We quote:

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 07
Western " "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb	0 08	0 09
Pork, per lb	0 08	0 08½
Hams, "	0 13	0 14½
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb	0 11½	0 11½
" " pails, "	0 11½	0 12
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter.

Stocks are light and high prices rule. Even the poorer grades bring full figures. We quote:

Creamery butter	0 25	0 28
Best dairy butter	0 23	0 25
Good dairy tubs	0 20	0 23
Fair "	0 18	0 20

Eggs.

Holiday demand good. Regular case stock, firm and rather higher. Hennery eggs sell at fancy figures. We quote:

Eggs, hennery	0 30	0 35
" case stock	0 23	0 25

Cheese.

Stock small and prices high. The demand is, however, limited, owing to full prices asked. We quote:

Cheese, per lb	0 13	0 13½

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are offering a car of new Oregon prunes, all sizes, in 10, 25 and 50-lb. boxes, at very attractive figures.

The Eby, Blain Co., Limited, are quoting specially low prices on a fine grade New Orleans molasses in barrels and half barrels.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 28 th, 1905.)

With the Christmas rush now a thing of the past, wholesale trade has become quiet and for the past week there has been little activity. Wholesalers report a good business done with the demand good in nearly all lines. Price changes are few and far between and quotations continue practically the same as reported last week.

Carlot prices of sugar for all points in Manitoba are now figured at the Winnipeg price plus the balance of through freight. Sugar prices here are unchanged and the demand keeps up, no change being looked for in the immediate future. Yellow sugar holds at the advance of last week and granulated continues steady at the figures of the past week.

New honey is now in and is meeting with ready sale. Collections are reported fair to good and the trade seems generally satisfied.

Canned Goods— The canned goods market holds good at last quoted prices, but presents no new features. A fairly good demand is still in evidence. Prices are still quoted as follows:

Succotash, 2's, group 1, per 2-doz. case	2 63
" " 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" " 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 09
" " 2 and 3, per 2-doz. case	2 04
Plums, Damson, 1.s., group 1, per 2-doz. case	2 13
" " " 2 and 3, per 2-doz. case	2 08
" Lombard, 1.s., group 1, per 2-doz. case	2 23
" " " 2 and 3, per 2-doz. case	2 18
" greengage, 1.s., group 1, per 2-doz. case	2 33
" " " 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" " 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" " 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" " groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" " groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz	2 60
" " 2 and 3, per doz	2 55
" 3-lb. " 1, "	2 13
" -lb. " 2 and 3 "	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" " 2 and 3, "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " 2 & 3 "	3 43
" black, " 1 "	3 83
" " " 2 & 3 "	3 78
Gooseberries, new, " 1 "	4 08
" " " 2 & 3 "	4 03
Lawtonberries, " 1 "	3 83
" " 2 & 3 "	3 78
Raspberries, red (new), 2-doz cases, group 1	3 63
" " " 2 & 3	3 58
" black, new " 1	3 53
" " " 2 & 3	3 48
Strawberries, " " 1	3 33
" " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " "	3 75
" 2½'s, whole, " "	4 50
" 2's, grated, " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3	2 29
Corn, 2's, " 1	1 98
" " " 2 & 3	1 93
Peas (No. 4), 2's, " 1	1 53
" " " 2 & 3	1 48
Peas (No. 3), 2's, " 1	1 68
" " " 2 & 3	1 63
Beans, golden wax " 1	1 93
" " " 2 & 3	1 88
Beans, refugee, " 1	1 98
" " " 2 & 3	1 93

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River s Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 26
Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, 1lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), "	3 20
" turkey (Aylmer)	3 30
" (Delhi)	3 20
" duck (Aylmer)	3 30
" (Delhi)	3 20
Corned beef 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " " 2-lb. "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—No further advance has been made in yellow sugar, which is steady at last week's advance of 10c. per cwt. Prices throughout the list are the same with a quieter tone to the market following the falling off in the Christmas demand. Prices are quoted below:

Montreal granulated, in bbls	4 95
" " in sacks	4 90
" yellow, in bbls	4 55
" " in sacks	4 50
Wallaceburg, in bbls	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls	5 65
" " in ½-bbls	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses— The demand continues fairly steady at prices which hold at last week's level. "Crown Brand" syrups are still quoted at the advance of two weeks ago, but other brands of syrups and molasses are dull. Prices follow:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
" Kairomel " syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02¼
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

Coffee—The local coffee market is steady and sales are of average volume. We quote:

Whole green Rio, per lb	0 10½
" roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—There is a good demand for cocoa at the present time and prices are steady. We quote as before:

Epps' ¼ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
¼ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan' in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 26
Van Houten's, ¼'s, per doz	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 08
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits— Despite the expected rise in the foreign dried fruit market, there has been no enhancement in values here so far and quotations hold at the previous level. The market has become quieter as was natural after the holiday demand had slackened, but prices are steady, though an advance is daily looked for by the trade. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" selected	1 60 1 75
" layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05
Figs, cooking in taps and sacks	0 04½
" " " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

HOLBROOK's SAUCE

THE BOTTLE THAT IS MIGHTIER THAN THE SWORD

IT HAS CONQUERED THE WORLD

Sample and Prices from
H. GILBERT NOBBS
28 Front Street East, Toronto

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

TO MANUFACTURERS.

ARE you represented in Newfoundland? If not, write A. J. Frost, who is open for a few good agencies; has a good connection; good references. Address A. J. Frost, Manufacturers' Agent, St. John's, Nfld. [52-2]

FOR SALE.

CHEESE factory for sale in good running order; building 35 x 45, two stories; newly painted; situated in village of Wheatley, Ont. Apply to Thomas Kidd, of Wheatley, or D. Omstead, of Comber, Ont.

AGENTS WANTED.

RESPECTABLE and intelligent persons to solicit orders for nursery stock; to the right parties I can offer the best inducements; best time in the year to make a start. Apply for terms at office, to E. D. Smith. Winona, Ont. [f]

ACTIVE, bright, hustling agents, wanted to sell teas, coffees, spices, etc.; over $2,000 a year is being made by agents. G. Marshall and Co., London, Ont. [f]

SOME of our men who started in a small way, now have large routes of customers and keep two or three rigs busy delivering all the time; why not you? Alfred Tylor, wholesale importer and spice grinder, London, Ont. [f]

THE MARSHALL TEA CO., Hamilton want twelve salesmen immediately; choice territory; special terms. [f]

BUSINESS CHANCES.

$20,000 DEPARTMENTAL STORE business; situated in richest agricultural and industrial centre of Ontario; turnover approximating forty thousand yearly; owner retiring on competency; rate on dollar; easy terms; opportunity of lifetime for man of some means, business talent and reputation. H. T. Waller, 2½ Queen east, Toronto. [f]

FOR SALE.

CHEAP—Jute flower bags; clean; no patches hold two bushels grain. John H. Rowel flour and grain merchant, Montreal.

OYSTERS

OYSTERS

Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in

WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

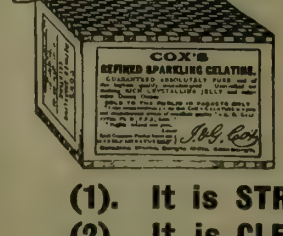
Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886



Sixty Years of Popularity

COX'S GELATINE
should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

NO OTHER TEA

is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as

COLD STANDARD TEA
"GUARANTEED THE BEST"

We ship in any quantity, everywhere

Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

Any quantity of fish shipped.

ADDRESS—Mail P.O. Box 781 WINNIPEG.

Candied Peels—The demand had fallen off sharply. The Christmas trade was exceptionally good at firm prices. We quote:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Nuts—No change in prices and the demand has fallen off since the Christmas needs were filled. Prices hold unchanged from those of a week ago at:

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Spices—Prices have been steady since the recent revision. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the very high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04½
Tapioca, per cwt	5 50
Sago, per lb	0 03½

Pot and Pearl Barley—No change in prices which are as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Fruits—Evaporated apples have advanced to 10 1-4c. per pound for 50-lb. boxes and for 25 lb. boxes the price holds unchanged at 10 1-2c. New dried apples, 50-lb. boxes are quoted at 8 1-4c. per pound.

Beans— New white beans are still quoted at $2.05 per bushel.

Woodenware—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 420 45
" " 3 hoops, 2 in nest, per nest	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" " 3 hoops in nest, per nest	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz.	8 75
" " " No. 2, per doz.	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb.	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Honey—New honey is now on the market and is meeting with ready sale. Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices hold steady but unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 05
40-lb. " "	2 10
20-lb. " "	2 15
8-lb. " "	2 45
Cornmeal, in sacks	1 85
" in ½ sacks	1 90

Fish and Oysters—The past week has seen no changes in prices. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red Snapper	0 15
B C. Salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb	0 09½
Pickerel	0 05½
Jackfish	0 04
Finnan haddie	0 08
" Halifax " brand salt cod, fish cakes 24-1's	0 11
" Acadia " " " " 20-1's	0 09
" Bluenose " " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 09
" " " 4-lb. boxes	0 09
" " " shredded, 24 cartoons, per bx	2 00
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	5 00
" " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

The Height of Folly

is reached by the individual who is unwise enough to head the wrong way — order **irregularly** goods that sell **regularly**, display **unattractively** goods that are **attractive.**

Every grocer should order

ORANGE MEAT

regularly and display it attractively because it will pay him to do so.

Orange Meat is no experiment but just what it was first advertised to be —**the cleanest, purest, most wholesome and invigorating breakfast food to be had.**

Orange Meat is an item on the grocery list of almost every household.

Orange Meat is fairly priced—the coupon package sells at 15c., the Jumbo package at 25c.

The foundation of many a grocer's success has been laid in Orange Meat.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

GENERAL CONDITIONS.

There is a distinctly holiday aspect to the market this week. Domestic trade has naturally been quiet after the heavy stocking up of the past few weeks. Millers at country points report deliveries coming in well, and work in full swing.

Export trade in both grain and flour has shown a steady demand, and prospects look well for the new year. Quite a few orders have come to hand and inquiries are more plentiful.

Deliveries of oats have been large, but do not show any advance in quality. Prices have, therefore, a tendency to weaken.

Exporters report good trade in Manitoba wheat; it is evident that this year's crop is finding ready sale in foreign markets.

The offerings of Winter wheat continue fair, but very few sales are reported as having been made to millers, exporters taking the bulk of the offerings.

The demand from millers for Manitoba wheat has continued light, only one sale being reported of a 10,000-bushel lot of No. 2 Northern at 82c. track, the elevator port, and another round lot at 81 3-4c., the balance of the sales being single car lots, excepting an occasional 5,000-bushel lot of all-rail wheat via North Bay.

In breakfast cereals, domestic trade has been dull, the recent fall in quotations doing little towards stimulating the markets. Export trade, however, is picking up and fair trade is reported.

AMERICAN FLOUR SUPPLANTS CANADIAN.

Alex MacLean reporting from Tokio to the Trade and Commerce Department, states that the importations from Canada into Japan for the present year up to the end of September amounted to but $35,118, as compared with $71,065 for the corresponding period of last year.

This is due to the fact that fairly good American flour can be bought more cheaply than Canadian.

PREPARATION FOR GRAIN DEVELOPMENT.

No subject has more interest just now for the people of Canada as a whole than the development of railway facilities for the transportation of Northwest grain to tidewater. The first part of the route eastward from the place where the wheat grows must be one or other of several railways, and the most satisfactory feature of the present situation is the keen competition between the rival corporations for the grain-carrying trade. Several reports quite recently published afford a glimpse of the unceasing activity of the competitors.

Pending the final determination of the navigability of Hudson's Strait for a period sufficiently long to enable grain to be exported in large quantities by this route to Europe, the work of locating a line of railway from the Saskatchewan to Hudson's Bay is making steady progress. Whether the proposed railway will be built or not is no longer a matter of engineering; it is one of climatic conditions and of commercial profit and loss.

The Canadian Northern is reported to have made an arrangement with the Duluth & Rainy Lake Railway, by means of which the latter will secure over the Canadian Northern an entrance into Winnipeg, while the Canadian Northern will obtain over the allied line to Duluth an alternative route to Lake Superior. Their point of junction is Fort Frances.

The Grand Trunk Pacific Co. will, within two months, put under contract the part of the prairie section of the National Transcontinental line between Touchwood Hills and Edmonton, a distance of seven hundred and seventy-five miles. Apparently it is intended that a considerable part of this section will be available for the exportation of the wheat crop of 1907, as part of the section now under construction will be available for the crop of 1906. Meanwhile the Canadian Pacific, the Canadian Northern, and the Grand Trunk Pacific are all constructing radiating branch lines to the newly-formed agricultural settlements in the country about Edmonton.

A FINE RECORD.

Mr. F. W. Thompson, vice-president of the Ogilvie Flour Mills Company, has returned to Montreal after a three weeks' business and pleasure trip in the United States.

Mr. Thompson besides visiting other centres, spent a very pleasant and profitable time at Lakewood, New Jersey, where he met a number of financial men and manufacturers, who all appeared very enthusiastic about the general prosperity of the United States. Mr. Thompson was pleased to be able to speak of similar prosperity in the Dominion. In referring to Canada's prosperity, Mr. Thompson stated that there were still from forty million to fifty million bushels of wheat in Canada available for export.

Coming nearer home, Mr. Thompson, in reply to a question, said that the Royal Mill of the Ogilvie Flour Mills Co. has just broken all previous records in the manufacture of flour, when 5,200 barrels were ground in the twenty-four hours. This establishes a new record,

and one that the Ogilvie management feels justly proud of.

MONTREAL MARKETS.

Flour.

Flour trade is quiet and there are no changes in prices to report. Position is strong and prices firm. Local trade is only for actual requirements and no heavy buying is done. No activity is anticipated until after the holidays. Exports are fair via Portland and St. John. We quote:

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent	2 20	2 40
Royal Household		4 90
Glenora		4 40
Manitoba spring wheat patents		4 90
" strong bakers		4 40
Buckwheat flour		2 10

Rolled Oats.

Trading is light and the market easier. The association has dropped prices 25c. per barrel, or 12 1-2c. per bag, but there is no indication of buyers taking any advantage of this drop as stocks are plentiful and demand slow. We quote:

Fine oatmeal, bags	2 40	2 50
Standard oatmeal, bags	2 50	2 60
Granulated " "	2 40	2 45
Rolled oats, "	2 45	2 50
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

Feed is firm and a good demand is the order of the day. The scarcity of Ontario bran is a feature of the market. The demand for Manitoba bran is good and supplies light and holders firm at $17 to $17.50 per ton. Manitoba shorts advanced 50c. per ton this week and is quoted and firm at $19.50 to $20. Ontario shorts, good demand at firm prices. We quote:

Ontario bran	17 00	17 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	17 00	17 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

There is no change in the hay situation. No. 1 is in good demand, inferior grades of No. 2 are dull and little inquiry exists. The foreign market shows more strength and both Liverpool and Manchester are higher. Exports via Boston are heavy and large contracts are going forward in the January sailings. We quote:

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report. Little new domestic trade is reported, and orders have been mainly of a sorting up character. Export trade has shown a steady demand, and quite a number of orders have been transacted. Prospects for export are considered good. Prices, however, are not being maintained and show tendency to decline. Domestic prices remain firm at previous quotations. We quote:

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers " "	4 25	4 65
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote good deliveries at the mills, and tend to show that farmers are disposed to market their grain, although in some districts it is believed they will hold back a portion until Spring in hopes of better conditions and to make certain of the Winter sown crop before exhausting their stocks. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88½	0 89
" " hard, No. 1		
" " No. 2	0 85½	0 86
Red and white, per bushel,	0 83½	0 84
Barley "	0 48	0 53
Oats, new, "	0 36	0 36½
Peas "		0 83
Buckwheat " dull	0 57	0 58
Rye, per bushel, " dull		0 74

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 40
" " 50 lbs	1 30
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 15
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

TO BUILD NEW ELEVATOR.

The Empire Elevator Co. will build another elevator midway between Port Arthur and Fort William, much larger in size than the present one at the mouth of the Kaministiquia River, but the plant will be of similar construction.

Manitoba rolled oats are being quoted in the eastern market by Nicholson & Bain.

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Word in Your Ear.

You can't afford to handle a poor grade of flour; it gives your store a bad name.

"Gold Crown" Flour

is made from the best hard wheat grown in the best wheat country on earth. And it's scientifically made.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

We take this opportunity of wishing all friends and acquaintances of

Mother's Favorite

"MELAGAMA" Ceylon Tea

A VERY HAPPY AND PROSPEROUS NEW YEAR

Our travellers will be starting out next week with full lines of samples and we hope that the results of our past dealings will merit more of your increasing business the coming year.

MINTO BROS., Toronto F. J. WHITE, MANAGER.

GET SELLING QUEBEC SUGAR

A big cake to retail at ten cents. Good money in it for you and it sells quickly. Remember, our Quebec sugar is pure. Costs you $3.00 a box of 40 cakes.

FREIGHT IS PAID ON 5-CASE LOTS

JOHN SLOAN & CO.

TORONTO - - - BELLEVILLE

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee
Rich Milk
and Sugar

COMBINED READY TO USE

A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

VALUE "When You Buy" **BUFFALO BRAND**

THE DOW CEREAL AND MILLING Co

90 LBS

ROLLED OATS

BUFFALO BRAND

PILOT MOUND, MAN.

At the price of common

ROLLED OATS

You are Getting Double Value
Free from Black Specks and Hulls
Ask for Car Lot Delivered Prices

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

CORKS——

—We have special job lots of Grocery Corks, all
—sizes and shapes. Will be pleased to submit
—samples and prices suitable for grocery trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

TRADE MARK.

SYMINGTON'S
High Pressure Steam Prepared
PEA FLOUR
EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S
PEA SOUP
Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., ½ lb., and small Tins.
Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Start the New Year 1906

right by stocking the best and most profitable laundry starch made,

"Chinese" Starch

WRITE FOR PARTICULARS

Made of the finest materials, produces brightest and most lasting gloss. It is the housekeeper's pride.

With Compliments of the Season

OCEAN MILLS, - MONTREAL

Have to hand to-day

3 cars Washington Navels
1 car Rose brand
Very Fancy, High Color
1 car Gavilan Brand
Fancy, Well Colored

ALSO

1 car Mexican Oranges
These are sweet and make a good seller.

Have also on hand a full supply of Lemons, Grapes, Figs, Dates, Pineapples, Bananas, etc.

Send in your orders.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Don't forget that we can handle your produce to good advantage.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

FEATURES OF INTEREST.

Recent reports to hand from our correspondents at various points of the Dominion all speak of an active holiday trade. Fruits of all kinds were in good demand and those of a special character, such as kumquats, pomegranates, strawberries, and pears, brought in at eastern points, were a marked success, and nothing to note has been left over. Oranges have, of course, had a prominent place, but much more would have been accomplished had this fruit been better colored and richer flavored. Some dealers report a heavy stock left over, with abundant arrivals still coming in. Cranberries are scarce at all points and a distinctly upward tendency reported. Grape fruit is coming well to the front, and is evidently receiving more attention from the public.

Apple reports mention fairly active export demand. European markets, however, cannot be considered as over brisk. Halifax despatched 6,719 barrels during the week under review, all of which went to London. Compared with same week last year a falling off of 4,673 barrels in receipts at London from all points is reported. Total London receipts of last season to date, however, are 320,074, a slight advance of last season, which was 310,675. Prices are showing an easier tendency on the export market.

STARTING THE SEEDLESS ORANGE TRADE.

The cultivation of seedless oranges has created a revolution in the orange growing industry of the United States. Since the early seventies, when it was introduced from Brazil by William Cudson, United States consul at Bahia, it has added $43,000,000 directly, and $60,000,000 indirectly to the taxable wealth of California. Mr. Judson heard of these peculiar trees up the Amazon River, and sent a native, who brought him some of the fruit and some of the shoots of the trees. He sent six shoots to the Department of Agriculture at Washington, but they excited no interest there, and in 1873 he sent four shoots to Southern California. One died from neglect, another was eaten by a cow, but the other two flourished. Sixteen seedless oranges were the crop of these two shoots, and they were carried from place to place for exhibition. It was feared that the fruit would be hard at the next crop, but it turned out better than before. Immense fields of oranges are the result of these two shoots first planted in Southern California.

KOOTENAY FRUIT GROWERS UNITE.

The Kootenay fruit growers, at a well attended meeting have unanimously approved of the proposal to incorporate as a joint stock company under the Farmers' Institute Act of the province. A resolution adopted was that the association shall guarantee interest at a good rate to those who subscribe for stock to the value of $25 or more. No difficulty is anticipated in raising at once all the capital required for initial expenses. Before any revenue is received from material supplied, or commissions on sales charged the members, a considerable sum will be expended for fertilizing and spraying material, both of which will be wanted before the end of January.

Several additions to the usual articles of incorporation were proposed and accepted, one of the most important of which allows the establishment of a fruit preserving and canning factory by the association as soon as it may be considered advisable.

A special meeting of the association will be held on December 20 to complete the incorporation and arrange for the holding of the first annual meeting of the new company on the second Monday in January.

CANADA'S APPLE EXPORT.

An examination of the exports for the season of navigation just closed, brings to light the fact that the shipment of apples increased enormously, as compared with the season of 1904, this increase almost amounting to 50 per cent. J. R. Clogg & Co. estimate the shipments from various Atlantic ports as follows:

	1905. bbls.	1904. bbls.	1903 bbls
Montreal	553,971	367,631	728,132
New York	429,964	379,617	819 056
Boston	275,670	383,774	414,918
Halifax	103,523	182,165	266,162
Portland	82,847	90,550	128,539
St. John, N.B.	1,340	975	9,475
Annapolis	——	24,108	14,658
Wolfville	——	8,500	——
Totals	1,506,745	1,436,770	2,381,010

Clogg & Co. say: "We will estimate roughly that Canadian apples exported show a value to the country of nearly $2,000,000, which is a neat item from the orchards of Canada. We have not considered Nova Scotia in the above, so can estimate the export value of the whole Canadian shipments to date at $2,500,000 net, and we think at this writing that we are not far out."

The Nova Scotia crop report for November says of the apple crop in that province: Owing to the condition of the season during blossom time many parts of the fruit district were seriously affected, consequently the apple crop varies in different districts, and even in the same orchard, some varieties being quite a failure while others have yielded well. It is hard to get an exact estimate of the quantity, but probably as a whole it will not reach more than 60 per cent., and yet with the large number of trees in bearing the total yield is variously estimated at from three to five hundred thousand barrels for export and local market. Probably four hundred thousand barrels will be a reason-

able estimate, and with the present high prices at home, $2.25 to $2.50 per barrel, they will yield a cash return of close to $1,000,000.

GROWING FRUIT IN N. W.

The expansion in the fruit trade between British Columbia, Alberta and Saskatchewan has increased this year 36 per cent. over last year's shipments. Ninety-six thousand nine hundred and eighty-eight packets were shipped by express this year, totalling 2,351,413 pounds. The rapid increase of immigration into these new provinces means that for years to come the fruit shipments of British Columbia will be constantly increased. Apples are beginning to do very well in Alberta. They grow there with considerably less attention than in the two more easterly provinces. In most cases it is the older settlers who pay most attention to them, as newcomers rarely have time for that at first. Small fruits have done extra well this year. Strawberry plants have increased 100 per cent. in Alberta this season.

MONTREAL MARKETS.

Green Fruits.

Business in green fruits has naturally been of an entirely holiday character. The demand for oranges, grapes, nuts, etc., is reported good.

California navels arrived in good, ripe condition, and had rapid sale, though it was noted that Jamaicas were freely asked for, their better and sweeter condition having received the consumers' approval.

Cranberries are firm and advancing.

Pineapples in good demand.

Lemons are meeting good sale.

Grape fruit is getting to be more freely inquired for this season than in the past and it would appear that the consumer is realizing the value of this excellent fruit. We quote:

Navels	3 40	3 75
Dates, per lb		0 03½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	5 00	5 50
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	4 75
Sweet potatoes, per bbl.	....	4 50
Lemons, per box	....	2 75
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N.S.	....	12 50
" Cape Cod	....	13 00
Spanish onions, cases	....	2 75

Vegetables.

Vegetables are dull. Onions are scarce, particularly the red varieties, which are in good demand at $2.25 to $2.50 per barrel.

Potatoes have a strong undertone and business is good. Outside points are looking for supplies and Quebec markets are being looked up by western dealers. United States crop of potatoes is short and buyers are picking up all they can in Canada. This argues for firmer market and higher prices in the near future. We quote:

Potatoes, per bag	0 65	0 67½
Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00

FISH AND OYSTERS

We draw attention to the large assortment of Frozen Fish we are carrying, having just received several cars.

SMELTS, in 9-lb., 20-lb. and 25-lb. Boxes.
FROZEN TROUT, Lake Superior, fine goods.
FLOUNDERS, 20-lb. Boxes.
FINNAN HADDIES, Syda & Cousins and other good brands.

Fresh Frozen Halifax Sea Herrings

First car of season—large, bright stock in barrels.

HOME CURED BLOATERS, our own curing, 50 to basket.
FROZEN HERRINGS IN BAGS, can be retailed at 5c. lb., and numerous other lines.

WHITE & CO., LIMITED

TORONTO HAMILTON

"St. Nicholas" (Continued)

And they found, on looking over their stocks after Holiday Trade, they had very few "St. Nicholas" Lemons left—and the reason was plain—they're the best lemons on the market. **So they Wanted more.**

W. B. STRINGER & CO. Fruit Brokers, Toronto and Montreal.

By clearing out all Christmas oranges we are able to offer you

Fancy Navels 126s to 200s, $3.00 box; 216s and 250s, $2.75 box; and 288s and 300s, $2.50 box New, fresh stock.

The F. T. JAMES COMPANY, TORONTO

The House of Best Fruits, Fish, etc.

We have special values in ***Layer Figs.*** Write us for prices. And in ***Malaga Grapes*** we have the best value in Canada.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.
Headquarters: TORONTO

WALNUTS ***ALMONDS***
FILBERTS ***BRAZILS*** ***PEANUTS***
all best grades

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Navels, all sizes.
" Mexicans, "
CHOICE EXTRA HEAVY MALAGA GRAPES

Do You Want My Guaranteed Fruits?

The **E.D.S. Brand** of **Jams, Jellies** and **Sealed Fruits in Glass** are guaranteed because they are made honestly. Government analyses have proven that.

Some of the jams on the market labelled "pure" contain 50 per cent. glucose.

The only guarantee of purity is to take none but the **E.D.S. Brand.**

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec: Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Hugh Walker & Son's

Compliments to their numerous Patrons, wishing them

A Happy and Prosperous New Year.

YOU MAY

not think so, but there is room for business in your store on such lines as

SYRUP OF MALT

EXTRACT OF MALT

They Build up, Drive out Coughs

I'll send you a sample

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Home grown cabbage, per doz		0 40
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

Business has been in every way satisfactory. An excellent run of holiday trade maintained itself right up to the last. Of the special lines which were mentioned as arriving for the Christmas trade in our last issue, all have passed off at good prices and little remnants remain on hand. At the present moment trade has dropped, naturally, and a season of dullness is expected until normal conditions prevail. A few changes are reported in values and prices are revised accordingly. We quote:

Oranges, California, southern, 96's to 200's, per box		3 75
" " " 250's to 288's "	3 25	3 50
" " northern, 126's to 250's, "		3 50
" Mexican, 96's to 250's, per box		2 25
" Florida, 96's to 216's "		3 25
" Valencia, 420's, 714's, 1064's, per case	4 25	5 00
Lemons, Messina, 300's 360's, per box	3 25	3 50
" " fancy, 300's		3 25
" " choice, 300's, 360's, per box	2 50	2 75
Grapes, Almeria, per barrel	6 00	7 50
Cranberries, fancy Jersey's, per barrel		13 00
" " " per case		4 50
Apples, fancy spies, per box		1 50
" " greenings, per box		1 40
" Winter varieties, per barrel	3 25	3 50
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 50	1 85
" " eights	1 25	1 40
Pineapples, per case	5 00	5 50
Grape fruit, Florida, 46's to 80's, per box	4 50	5 25
Tangerines, Florida, fancy ½ strap		3 00
Pomegranates, nominal		
Kumquats, "		
Strawberries, "		
Pears, "		

Vegetables.

Whilst good business has been done during the holiday season, expressions on market do not denote entire satisfaction. Abundant supplies were in evidence, and prices ruled reasonable and steady, but demand did not reach the point for which dealers had looked, and in consequence a good deal of stock has been carried over. There are no changes in values at the present moment. We quote:

Potatoes, kiln dried sweet	4 50	5 00
" " " bushel hamper		1 90
Potatoes, per bag	0 90	1 00
Onions, per bushel		0 75
Spanish onions, per small crate		1 10
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30

IN THE NAME OF CHARITY.

Mr. Isaacs, the Jewish old clothes vendor, kept his clothing store open on the Sabbath. One Sabbath morning a Christian clergyman, who was friendly with members of the community, remonstrated with Mr. Isaacs when passing his establishment. "I am really surprised, Mr. Isaacs," said the cleric, genially, "that a right good Jew such as you should do business on the Sabbath." "And do you call that business?" replied Mr. Isaacs, pointing to a real good suit on one of the dummies in the doorway, marked 17s. "Why, this is charity."

Elderly passenger—You might not suspect it, miss, but I'm nearly old enough to be your grandfather. That is why I don't rise and offer you my seat.

The young woman—Indeed, sir, there is no need of your apologizing. You quite look it.

"To Be Rather Than To Seem"

There is a great difference between a tea **seeming** to be the best and a tea **being** the best.

There is **no** "seeming" about

Blue Ribbon Ceylon Tea

It is the best. Your customers will tell you that. They do not drink teas that **seem** to **suit,** but **the tea that suits—Blue Ribbon Ceylon Tea.**

Stock up the 40c. leader—**Red Label Line**—and make money.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

Season 1905

HORSE SHOE SALMON

Now in Store

ALSO

***SPRING SALMON*—*"Columbia"* Brand.**
***COHOES*—*"Tiger"* Brand.**
***PINKS*—*"Sunflower"* Brand.**
***"Jacques Cartier"* Brand.**

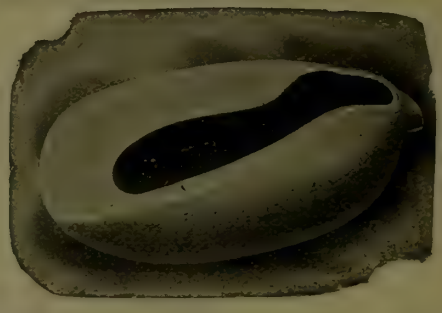
PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

"ACADIA" BRAND PREPARED BONELESS CODFISH

IS A VERY TASTY, DELICIOUS FOOD AND

IS EASILY DIGESTED

BECAUSE OF THESE VERY FACTS IT ALSO

IS EASILY SOLD

MOREOVER, IT IS PUT UP IN SUCH FORM THAT IT

IS EASILY HANDLED

IN A GROCERY STOCK, VIZ., IN CLEAN WOODEN BOXES, 2 LBS. EACH, 1 DOZ. TO CRATE; AND 1 LB. TABLETS, 20 LBS. TO CASE.

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

FRESH AND CURED FISH

THE PRESERVATION OF BAIT.

The Canso Cold Storage Company has erected and equipped at Canso, Nova Scotia, a plant that marks a step in advance for the fish business of Nova Scotia.

Bait is an essential to the fisherman who fishes with hook and line, and about all our cod, haddock, pollock and hake are so caught, and the question of a bait supply is the most serious one the line fisherman has to deal with. The perishable character of the article and the uncertain supply combine to make the bait problem difficult to deal with. Salted bait is of little value compared with fresh bait, and the addition of any chemical or preservative is objectionable.

Some eighteen years ago when the business of freezing perishable food products for their preservation was but in its infancy, the Whitmans of Canso undertook to solve the bait problem by freezing the bait in times of plenty and storing it away for a time of scarcity. They put up a small experimental freezer, and it was a success from the start as to its capacity for freezing fish, but a good deal of prejudice against frozen bait on the part of the fishermen had to be overcome before they could be induced to make use of it.

The Dominion Government was induced by the success of the smaller bait freezers to offer to pay half the cost of a larger freezer centrally located, adapted to supply the wants of the banking fleet, and the Whitmans accepted the offer. They put up their building at Canso last year from plans drawn by Herbert Gates, architect, Halifax.

About the middle of last June the erecting engineer came to install the machinery. Foreman pipe fitters came from Boston and Sydney. Other fitters were got nearer home, and by the end of September the plant was in working order.

Cold is produced by the compression and expansion of ammonia gas, the compression of the gas being done by a pair of duplicate compressors of ninety tons refrigerating capacity, actuated by a 120-horsepower cross-compound Corliss engine and the steam is supplied by a 130-horsepower Robb-Mumford boiler, with another of smaller capacity.

There are three essentials to a successful ammonia plant, good compression capacity, good and plenty cooling water, and good insulation, to which might be added a fourth, plenty of pipe in the rooms. The Canso Cold Storage Company's plant has all these and the result is something unique in cold storage plants.

With regard to the temperature, it may be enough to say that it is no trouble to get 13 below zero, running but 7 or 8 hours out of the 24, or to have zero temperature in the rooms after the machinery has been shut down for 16 hours. There are not many cold storage plants that can show such a record, and the result reflects great credit upon the York Manufacturing Company and all concerned.

So much for the building. What about bait? So far about 2,000 barrels of squid, the best of all baits, have been stored in perfect condition, and as the squid season lasts until Christmas, there is a fair prospect of the plant being filled to its full capacity of about 10,000 barrels. If this can be accomplished, it will mean much to the fishermen next Spring, and it will be interesting to see what this splendid, up-to-date plant will do towards solving the "bait question."

HERRING FISHING GOOD.

Herring fishing at Port Arthur this Fall will be the heaviest for some years. Agent Rapsey of the Dominion Fish Company states that the catch of the fishermen doing business with his company will aggregate 75 tons. The fishermen will get in the neighborhood of $2,000 for their fish. Nuttal Bros. this season estimate that their total catch will be about 75 tons also.

LOBSTER PACKERS COMBINE.

A sensation has been caused among the lobster fishermen of Nova Scotia by the formation of a combination of lobster packers, under which the fishermen say prices are put down to the lowest notch, and all outside of the ring are to be boycotted. The Fishermen's Union will fight this, and its agents say they will call on the Government to revoke the Cannery License Law which makes the monopoly possible. This order was passed contrary to the advice of the Lobster Commission of 1898.

ENORMOUS CATCH OF HALIBUT.

The New England Fish Co.'s steamer Kingfisher returned to Vancouver from a 10-days' cruise in northern waters, with 190,000 pounds of halibut, a catch far above the average for this time of year, and only 60,000 below the biggest ever taken by any halibut boat on the Pacific coast. The fish were unusually large. The Kingfisher was only out ten days, during which time she had favorable weather. The catch was made in Dixon entrance.

QUALITY AS A FACTOR.

A good article which sells at a moderate price and is wisely handled usually finds a market. A proof of this is the experience which the various products manufactured by Maconochie Bros. have had on the Canadian market during the past year.

As most people in the grocery trade probably know, the pickles, jams, preserved fish, Worcester sauce, peels and marmalade turned out by Maconochie's factories have a large sale in Great Britain and other parts of the British Empire, and although they have been known to some extent in Canada for years it has only been during the past year that anything like a strenuous effort has been made to push them in this country. The Canadian Grocer understands that the results have been gratifying and in certain respects extraordinary. This is particularly true in regard to candied peels and Worcester sauce.

Maconochie Bros. believe in quality. They believe that quality will, in the long run, win out. They are not like those who pin their faith on price and let quality take care of itself. Price may give a spurt to an article, but it is quality that brings it across the winning line. Adherence to this principle has not only brought them a world-wide trade and a growing market in Canada, but 139 gold medals and first awards besides.

The A. F. MacLaren Imperial Cheese Co., who represent Maconochie Bros. in Ontario, report that the increase in business in that province has been particularly gratifying, and they only regret that owing to susceptibility to fust it will be impossible to import any further consignments of pickles, the demand for which has far exceeded their expectations, before April.

An interesting factor with regard to Machonochie's products is that the output of canned herrings from their factory in Aberdeenshire is greater than that of all the other British packers combined.

COMPANIES INCORPORATED.

Dominion charter has been granted to T. J. Leary, Limited, to acquire by purchase or otherwise and carry on business as merchants, manufacturers and dealers in sugars and the products thereof, confections of all classes and kinds, cocoas, chocolates and general bakers' and confectioners' supplies. Total capital stock of the company, ten thousand dollars divided into two hundred shares of two hundred and fifty dollars, and the chief place of business to be at the City of Montreal, in the Province of Quebec.

Dominion charter has been granted to the Dominion Produce Company, Limited, Winnipeg, Man., to produce, purchase, sell and deal in butter, cheese, eggs, milk, vegetables, fruit, poultry and other food, farm and dairy products. Total capital stock of the company one hundred thousand dollars, divided into one thousand shares of one hundred dollars and the chief place of business to be at Winnipeg, Man.

Dominion charter has been granted to "Bode's Gum Company," (Limited), to carry on the business of purchasing, selling, manufacturing, shipping, distributing and dealing in, chewing gum, chewing gum specialties and confectionery of all kinds. The operations of the company to be carried on throughout the Dominion of Canada and elsewhere, with a total capital stock of one hundred and twenty-five thousand dollars, divided into one thousand two hundred and fifty shares of one hundred dollars, and the chief place of business to be at the City of Montreal, in the Province of Quebec.

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

The Stewart Co.
LIMITED

Manufacturers of

High Class Confectionery

and their

Representatives

Wish the Trade

the

Compliments of the Season

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"MOTT'S CHOCOLATE for 1906"

should be the motto of every progressive grocer. There are no lines to equal

"Diamond" and "Elite" brands for selling qualities and profit.

Every jobber sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

SHOW WINDOW TALK

CHRISTMAS WINDOW DISPLAY COMPETITION.

The Canadian Grocer, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings and accompanying descriptions of the same. The prizes will consist of:

First Prize $5.00
Second Prize 3.00

and $2.00 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

CONSTRUCTION SUGGESTIONS.

Frequently much of the advantage that might be gained from a good show window is lost by faulty construction. This is particularly true in the smaller stores. In building them the window is only an incident. No particular plans are made for it. The opening may be small and the glass put in two or three panes when a large single one is the only kind that should be used. This is a fault that can only be overcome after the store is built by rebuilding the front, but there are cases where it will pay.

In a town of about 1,500 recently were seen several examples of this poor style of window building.

Not Low Enough.

In one instance the window was too far above the sidewalk. The bottom of the glass was at least three feet from the pavement level. This is a waste of good space. It brings the trim too high also. Think of a stove in such a window. Its top would be about seven feet above the walk—so high that a very poor view is obtained by the passerby. Then with such a high window there is not so much chance of making an extended display of small articles, for the reason that the goods in the front obscure those that are behind. Being almost on a level with the eye of the spectator he cannot see over the articles in front. Thus the depth of the window is in part lost.

View from Above.

The tendency is toward lowering the windows. Some of the newest ones are built down to within six or eight inches of the pavement. This is particularly true with stores that have large articles to show.

This plan of having a low window is especially good when the things to be shown are large. The spectator can then get the right view of them—the view that he should have—from above. With smaller articles this is not so important, but the low window has other advantages. It allows more light to enter in over the top. The window can be of good height and still allow of plenty of space for the transom lights above. This is important in a store that gets most of its light from the front.

Use Discrimination.

Of course it is not expected that a window, say eight feet wide, would be built down close to the walk. This would not be the proper shape, for with a narrow window it is impossible to show large things much anyway, and for the smaller ones such a low window is not necessary.

But twelve to eighteen inches from the walk is not too low for any window. Possibly fifteen to eighteen would be a good level for the windows in a narrow store—a store that was, say, twenty-five feet wide with two windows. The windows would then be probably eight or nine feet in width and the vestibule would take up the remainder of the space. So a height of fifteen inches from the walk would be a good level.

But where the store has a large frontage and the windows are fifteen to twenty feet wide, there is little danger of getting them down too close to the street level, no matter what line of goods is to be shown.

Then if the window is low and is not boxed in the view into the store is not obstructed, even if there is a fair size trim in the window.

These are some of the advantages in having the window down close to the pavement. There is possibly a little more chance of breakage with a low window, but that is hardly worth considering.

Of course the height of the window should not be sacrificed to make it low. With the ordinary window having it closer to the walk will simply mean enlarging the glass surface, as to lower the whole window would bring it too low at the top.

WAS IT NAMED AFTER "SALADA?"

"One of the principal locks in the Panama Canal leading from Lake Bohio to the lower level has been named 'Salada.' Undoubtedly this is the outcome of the enormous advertising of Salada in the United States," remarked a well known advertising man who was looking at a plan of the canal.

WHAT ARE YOU WAITING FOR?

You have not ordered

yet. Do you know that they are "superior" biscuits? Do you know how much care and skill enter into their making? Well, let us tell you that

PERFECTION CREAM SODAS

are the most wholesome and palatable sodas you have ever had offered to you. Made from the finest Canadian wheat flour, pure butter and rich cream, the finishing touch of excellence is given by packing Perfection Cream Sodas at the oven's mouth—as hot as can be—in moisture-proof paper, air-tight tins.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

THAT WORD DIAMOND

on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

Imperial Cream Sodas

Put up in Jumbo tins, in half and 1-lb. packages are giving excellent satisfaction. No broken biscuits, no weighing up, no paper or string, no lost time in putting up.

Just try those goods and we guarantee absolute satisfaction.

IMPERIAL BISCUIT CO., Limited
GUELPH, ONT.

KIEL FINGER

The best shortbread doesn't **all** come from Scotland, as you'll agree when you've tried "Kiel Finger."

It's an exceptionally tasty biscuit, in convenient size and form, that keeps well and sells better.

Suppose you place some on order now before it slips your memory?

W. & R. JACOB & CO., Limited
DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones, Box 623 Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best**, and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE GREEK CURRANT SITUATION

Hamburger & Co., Patras, Greece, for whom Anderson, Purvis & Co., Toronto, are Canadian agents, have issued the following circular, which will be instructive reading at the present time, when the currant situation is imperfectly known:

"As many misleading reports have been circulated respecting the operations of the syndicate recently formed in Greece for regulating the production of currants and the currant trade abroad, we take the opportunity of giving some information on the subject.

"It is generally acknowledged by all competent persons that between the passing of the law authorizing the syndicate's formation and the opening of the 1905 season far too little time was available for the proper organization of so vast an undertaking, quite apart from the unforeseen difficulties which arose. Nevertheless, within a few weeks the directorate succeeded in getting into working order and in establishing receiving and buying depots in all the centres of Greece prescribed by the law. No one acquainted with Greece could have supposed that by the end of November more than 33,000 to 37,600 tons could have been received and warehoused, and already about 59,000 tons have been withdrawn from the market. Such facts speak for themselves.

"All kinds of reports were spread regarding the size of the crop and exportation, which served not only to place the syndicate in a bad light, but also to weaken still further the waning interest in the article and deter many who at first were inclined to operate.

"The crop was estimated at about 180,000 tons, some placing the figure as high as 188,000 tons. On the other hand the exportation, which on the average of the previous seasons amounted to about 113,000 to 117,500 tons, was screwed down to from 94,000 to 99,000 tons. Now, however, it is becoming evident that the crop amounted to only about 160,000 tons, and that the exportation will reach about 108,000, if not more. Thus there is a difference in favor of the syndicate of no less than 50,000 tons. The syndicate is also making energetic search for new outlets and entering into important negotiations with a view to further extending the internal industries of converting dried currants into syrup and spirit, and fresh currants into wines; industries already well developed. The foregoing will make it clear that success must be prognosticated for this undertaking of such vital importance to the welfare of the state, and that incorrect or pessimistic reports must be attributed to ignorance or to malicious intent."

• • •

Vice-Consul Lontos, of Patras, furnishes the following table, which shows the quantity of currants exported from Greece for the crop year of 1904-05 compared with the preceding year:

Country	Crop 1904-5 Tons.	Crop 1903-4 Tons.
United Kingdom	64,591	67,599
United States	20,904	19,058
Canada	1,590	2,141
Australia	6,832	4,904
France	644	4,577
Belgium	447	712
Holland	32,959	26,680
Germany	10,462	6,934
Austria	2,307	1,765
Other countries	283	215
Total	141,019	134,585

The above figures show gross weight, from which a tare of from 12 to 13 per cent. ought to be deducted in order to arrive at net weights. Net weights will thus be found to come up to about 122,500 tons—equal to 260,000,000 pounds—as against 248,000,000 pounds last year, which shows an increase over 1903-4 exports by 6,434 tons (gross weight). This increase is to be attributed to the heavy shipments made in anticipation of advancing prices by the adoption of the newly enacted convention, which, however, is far from being the case so far.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest **The Ideal Winter Beverage**

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

Why a Grocer Should Deal in "Right-kind" Cigars

The impression a smoker gets of your cigar stock is the impression he gets of your grocery stock. If good, all right! If otherwise, well—!

A smoker cannot go away with a good impression of your stock unless you have made it a point to order "right-kind" cigars. What are "right-kind" cigars?—Simply those full-flavored, mellow, delightful aroma-shedding cigars, the kind that can only come from pure thoroughly-matured tobacco, shaped cigar-like by dextrous hands—the **Pebble** and **Pharaoh** cigars exactly.

"Right-kind" cigars are even smokers. The "evenness" of the **Pebble** and **Pharaoh** cigars is manifested in that "cool sweet smoke," always characteristic of them.

The **Pebble** and **Pharaoh** cigars will grace your store. Order 1,000 assorted.

"Principle counts more with me than profit."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

THE TERM "PROFIT"—ITS APPLICATION TO TOBACCO

There are a number of Grocers who do not regard tobacco-selling in the light of "profit."

Tobacco yields a greater profit than many lines of groceries. Besides, tobacco sales are not governed by season.

With a reliable tobacco like

T. & B.

there can not only be no doubt about the "profit," but there can be no doubt about the "sales." You see, **T. & B.** trade is "worked up," because the tobacco has been widely advertised.

No grocer should hesitate about ordering **T. & B.**

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO PROFITS.

"There is a tide in the affairs of men, which, taken at the flood, leads on to fortune."

How many times an adage such as this is repeated, with little thought save to apply it to the "other" fellow, who is freely designated a fool for missing a chance everybody else saw but himself. Steady, now, let's consider a moment, maybe the tide has risen, and is just at the turn in someone else's history.

How about tobacco trade—"your" tobacco trade—possibly you have not given this department the serious thought it deserves—have kept tobacco because you were asked for it and sent your orders forward, more by "rule of thumb" than keen judgment and common sense.

You would not think of treating your tea department in like manner.

The time has arrived when tobacco must be considered as much a staple as tea, coffee or cocoa. Many a man would prefer to go without either of those beverages than his favorite tobacco. It is a luxury of universal use and must be taken count of.

Now consider a moment, every grocer has his regular working expenses; rent must be paid, the rig must be kept going, heating, lighting, and a hundred-and-one-other charges; and all these to keep the store going for its regular staples. Is it not just here where the tobacco sales would come in and help. None of these charges need be increased one cent. Probably every family you now supply has one or more smokers among its number—why can you not then serve them all with tobacco goods and serve them regularly, instead of occasionally?

Profits on tobacco are good; it is easily handled, it is a trade easily held, and furnishes a regular income, only requiring very ordinary care and attention.

There are three things worth remembering: First, be sure and carry the best goods—that means "good judgment"; second, sell them at the right price—that means "good buying"; third, let the public know it—that means "judicious advertising." Without these you cannot go ahead; with these success is assured. "Taken at the flood leads on to fortune."

TOBACCO BUYING IN CUBA.

Probably the only Canadian cigar manufacturer who makes an annual purchasing trip to Cuba is J. Bruce Payne, of Granby, Quebec. Mr. Payne left recently for Boston, where he takes a boat for Havana. Before leaving Mr. Payne in an interview said that there had been a wonderful change in Cuba since his first trip. Havana has changed from a breeding camp of malaria and yellow fever to a clean, sanitary city.

"Yes," said Mr. Payne in answer to a question, "it certainly pays to go to Cuba to buy from the growers direct, but of course the biggest benefit is in the maintenance of quality. I know that two or three seasons I would not have been able to maintain the quality of my Pharaoh cigar at any price if I had not been on the spot to secure the tobacco. I head for the Manicuragua district as soon as I land on the island, as that is where most of the tobacco I buy is grown. The quality of this tobacco is becoming so well known that some agents in New York claim that pretty nearly everything they have to sell comes from Manicuragua. Another advantage of the yearly trip to Cuba is the keeping in touch with the market. I always keep the tobacco I use in my Pharaoh cigar for a year before working it, so I always have a year's stock ahead. To show how prices have advanced, I could sell the stock of tobacco which I have ageing in my humidors now for about half as much again as I paid for it. Of course I wouldn't do it."

TRADE INQUIRIES.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa:

1151. An Irish firm of wholesale provision merchants, with English and Scotch connections, desires to get into touch with good creameries in Canada who will consign butter. They also wish to establish relations with large exporters of bacon and hams from Canada.

1153. The names of reliable shippers of Canadian provisions—cheese, butter, eggs, bacon, apples and fruit of all kinds, are inquired for by British parties having an outlet for considerable quantities.

1159. An English firm of provision brokers who can find an outlet for large quantities of butter, cheese and eggs have asked to be placed in communication with reliable Canadian shippers of these products.

1164. The manufacturer of a new patented post card album wishes to arrange with a Canadian firm to undertake the sale of this article.

1165. A gentleman is desirous of acting as agent for any Canadian firms exporting to Great Britain.

1166. A Bristolian wants agencies for Canadian firms producing butter, fruit, maple sugar and syrup, etc.

1167. A London firm of fruit brokers wish to appoint thoroughly reliable agents in some districts of the Province of Nova Scotia.

1168. A Bristol firm of produce brokers and commission agents desires to act as agents for Canadian firms exporting butter, cheese or fruit.

1170. A Japanese firm wishes to be put in communication with Canadian merchants with a view of importing Japanese wall paper into Canada.

1171. A Manchester dealer desires to

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

represent Canadian fruit growers or packers in his market.

1172. A London firm of merchants are desirous of obtaining representatives in the more important Canadian business centres for the sale of tea, coffee, spice, rice, etc.

1173. A commission agent in Leicester is seeking the representation in England of Canadian firms exporting hog products, flour, etc.

1174. A London firm is open to represent Canadian shippers of wheat, flour, hay, glucose products and grocery and confectionery lines, on commission or salary.

1176. A London firm desires the addresses of Canadian manufacturers of rice starch.

1179. A British firm manufacturing all kinds of disinfectants and germicides, "Eukotas," "Elswick," disinfecting fluids, sanitary compounds, liquid and powder soap for washing tram cars, etc., desire to get into communication with corporations, firms and individuals interested in these products.

BUSINESS CHANGES.

Eugene Picher, dairy supplies, Quebec, Que., has assigned to A. E. Paradis, provisional guardian.

E. Barcelo, grocer, Montreal, Que., has assigned. Assets were to have been sold on the 11th inst.

J. J. Smith, general merchant, Yorkton, Sask. Meeting of creditors was to have been on the 5th inst.

Jules Brisson, general merchant, St. Blandine, Que. Assets were to have been sold on the 15th inst.

Wm. Robert Thompson has registered under the style of Thompson & Fournier, grocers, Montreal, Que.

Jean Labesque and Jules Damiencour have registered under the style of J. Labesque & Co., Montreal, Que.

J. E. Brassard, general merchant, L'Anse Au Foin, Que. Assets were to have been sold on the 20th inst.

Cote & Co., general merchants, Ste. Flavie Station, Que. Assets were to have been sold on the 15th inst.

Cook & Halpenny, grocers, Smith's Falls, Ont. Assets were to have been sold by tender on the 16th inst.

Kenneth Patterson has registered under the style of the Royal Blend Tea Co., Montreal (Westmount), Que.

T. S. Smythe (estate of), general merchant, Chater, Man. Stock, etc., was to have been sold on the 7th inst.

Nap. Bigaouette, general merchant, Grand Pabos, Que., assigned. Lefaivre & Taschereau, provisional guardians.

John Peters and William Thomas Peters have registered under the style of J. & W. L. Peters, grocers, Magog, Que.

Ovide Brouillard and Camille Lapointe have registered under the style of Brouillard & Lapointe, Carmel Hill, Que.

Alex. Larocque and Francisco Manelli have registered under the style of Alex. Larocque & Co., grocers, Montreal, Que.

Henry D. Metcalfe has registered as president of the Improved Match Co., Limited, Montreal and Drummondville, Que.

J. A. Carignan, grocer, Shawinigan Falls, Que., has assigned. Lefaivre & Taschereau appointed provisional guardians.

Jas. Harris, dry goods and groceries, Canterbury, N.B., has assigned. Meeting of creditors was to have been on the 20th inst.

Edward Slate and Alfred Larochelle have registered under the style of Au Bon Marche, general merchants, Black Lake, Que.

Maitland White, grocer, Aylmer, Ont., has assigned to Stephen Pierce. Meeting of creditors was to have been on the 20th inst.

Pierre Emile Gosselin has registered under the style of Gosselin & Frere, general merchants, Notre Dame de Stanbridge, Que.

The Household Supply, groceries, Toronto, Ont., assigned to Robert Wells. Meeting of creditors was to have been on the 14th inst.

Thomas Friendship, grocer, Teeswater, Ont., has assigned to John Farquharson. Meeting of creditors was to have been on the 15th inst.

Georgina Bedard has registered under the style of Luc Pelletier & Cie., manufacturers and general merchants, Charlesbourg, Que.

J. W. Dumas Co., Limited, general merchants and millers. Grand Anse, N. B., winding-up order granted. W. H. Harrison, provisional liquidator.

JOINED THE BENEDICTS.

Mr. W. S. Laflamme, of Rose & Laflamme, Montreal, is the subject of the congratulations of his numerous friends in the wholesale grocery and jobbing trade of Montreal this week. The congratulations are more than the usual Christmas kind, for coupled with these is the hearty handshake of his friends on the great and eventful step he has made on leaving the ranks of his fellow bachelors and joining the Society of Benedicts. Mr. Laflamme journeyed to Utica like another Ulysses, and there took unto himself a help-meet for life. Utica, N.Y., was the scene of the marriage of Mr. Laflamme to Miss Fitzsimonds of that city. The Grocer joins heartily and sincerely with his numerous friends in wishing Mr. and Mrs. Laflamme a long and prosperous life.

Mr. T. Kaiser, Woodbridge, has just completed a thorough over-hauling of his store, and with a splendid new plate glass front that he has just added, it may now be considered one of the finest appointed stores north of Toronto.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

A China Egg

may fool even the hen, but it makes a mighty poor omelet.

HOGEN-MOGEN AND ROYAL SPORT CIGARS

(5-Center) (10-Center)

are in mere appearance much like other cigars but there the likeness ends. These cigars are made by experts and the quality is unexcelled. Your customers will know the difference.

Don't hesitate to ask for particulars.

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 29, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	15-oz.	3 40
-doz.	5-lb.	10 50
-doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

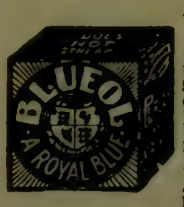
"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02½ 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 15 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins " "	3 50
" ¼-lb. tins " "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	3 25
Royal Navy Rock, " "	2 20
Diamond, " "	2 25
" 5's	2 25
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

IF YOU WANT A **JAM** THAT WILL BUILD UP TRADE AND ON WHICH YOU CAN MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER A TRIAL CASE OF 4 DOZ. OF **BATGER'S** NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz.	to case	per doz.,	$	.90
1 " "	4 "	" "	"		2.40
½ " "	2 "	" "	"		4.75
1 " "	1 "	" "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 33
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots (Freight paid.)	4.10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 80
Corked " " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

DWIGHT'S BRAND.

e of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

BORDEN'S

EAGLE
Brand Condensed
MILK

PEERLESS
Brand Evaporated
CREAM
(Unsweetened)

LEADERS OF QUALITY

The Selling Prestige of BORDEN'S BRANDS Insures Increased Business to You

WILLIAM H. DUNN, - MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co. Vancouver and Victoria, B.C.

Soap and Washing Powders.

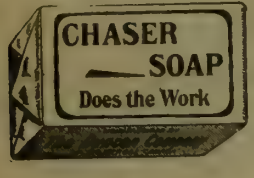
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee " brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
Sun " borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry 50 " " " "	0 05½
Gem " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

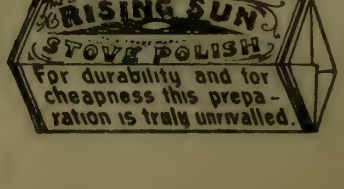
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

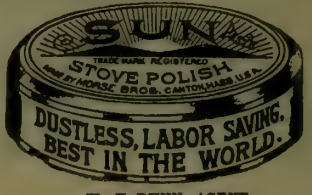
Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1½lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enamaline No. 0	$2
4, bxs., ea. 3 dz.	
Enamaline No. 0	$2
6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea.	0 80
3 doz.	
Blackene, 5-lb.	0 10
cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3J, 60 and 100 lb. boxes.

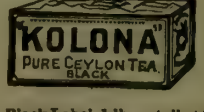
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lts., ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

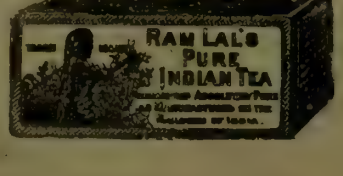
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½s	0 21	0 26
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60

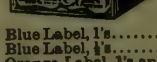


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb.	0 35
" " 30 ½-lb.	0 35
" " 120 ¼-lb.	0 35



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 33½	
EMD AAA Japan, 40 lb "at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	6 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25	at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30	at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35	at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40	at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 59	at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail		at 0 60
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.		0 35
No. 2 "		0 30
No. 3 "		0 25
No. 4 "		0 20
No. 5 "		0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

WARNING!

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SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

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100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	5.60 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

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